



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
January 2011



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: January, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
NUMBER OF EMPLOYEES PER DIVISION										
Office of the Secretary	74	75	76	76	0%	75	74	78	527	7
Business and Enterprise Development	74	75	76	76	0%	75	74	77	527	7
Marketing and Communications	26	26	25	26	4%	26	25	26	181	7
Tourism and Culture	44	44	44	45	2%	44	43	45	307	7
OVERTIME (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	7
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	7
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	7
Tourism and Culture	0	0	0	0	N/A	1	0	4	4	7
SICK LEAVE (HOURS)										
Office of the Secretary	487	523	346	329	-5%	399	315	523	2,795	7
Business and Enterprise Development	160	75	92	42	-54%	104	42	160	725	7
Marketing and Communications	434	498	396	334	-16%	393	278	498	2,750	7
Tourism and Culture	321	378	238	196	-18%	246	144	378	1,725	7
ACCIDENT LEAVE (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	7
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	7
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	7
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	7
UNSCHEDULED LEAVE (HOURS)										
Office of the Secretary	9	0	8	25	213%	8	0	25	53	7
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	7
Marketing and Communications	3	4	3	2	-33%	3	2	7	24	7
Tourism and Culture	9	0	24	8	-67%	6	0	24	43	7
FROI TO IWIF										
Office of the Secretary	2	0	0	0	N/A	0	0	2	2	7
Business and Enterprise Development	0	0	0	0	N/A	0	0	1	1	7
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	7
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	7
FROI LAG > 3 DAYS										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	7
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	7
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	7
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	7



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	143	151	146	159	9%	155	138	205	N/A	7
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	28	22	24	27	13%	26	22	31	N/A	7
Potential New Jobs	4,974	3,421	3,684	4,075	11%	4,286	3,421	5,400	N/A	7
At Risk Jobs	1,109	316	1,566	1,416	-10%	1,477	316	2,485	N/A	7
Projected Capex	1,164,050,000	964,750	1,025,750,000	768,000,000	-25%	752,095,679	964,750	1,194,750,000	N/A	7
PROJECTS BY INDUSTRY										
#Sustainable/Green	0	1	1	2	100%	1	0	2	N/A	7
#IT and Intelligence	9	6	8	8	0%	8	6	9	N/A	7
#Science	7	5	4	4	0%	5	4	7	N/A	7
#Traditional/Other	12	10	11	13	18%	12	10	16	N/A	7
PROJECTS BY TARGET LOCATION										
Eastern	1	0	1	1	0%	1	0	2	N/A	7
Western	0	0	0	0	N/A	0	0	0	N/A	7
Southern	0	0	0	0	N/A	0	0	0	N/A	7
Corridor	22	17	21	23	10%	20	16	25	N/A	7
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	4	5	2	3	50%	3	1	5	21	7
Potential New Jobs	98	178	110	35	-68%	93	1	227	650	7
Retained Jobs	375	5	0	34	N/A	123	0	450	864	7
Projected Capex	71,038,413	9,946,413	4,000,000	1,900,000	-53%	22,097,832	0	71,038,413	154,684,826	7
DECISIONS BY INDUSTRY										
#Sustainable/Green	0	0	0	0	N/A	0	0	0	0	7
#IT and Intelligence	0	3	0	1	N/A	1	0	3	7	7
#Science	1	1	1	1	0%	1	0	1	6	7
#Traditional/Other	3	1	1	1	0%	1	0	3	8	7
DECISIONS BY LOCATION										
Eastern	0	0	1	1	0%	0	0	1	3	7
Western	0	0	0	0	N/A	0	0	0	0	7
Southern	0	1	0	1	N/A	0	0	1	2	7
Corridor	4	4	1	1	0%	2	1	4	16	7



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	264	261	253	259	2%	256	229	265	N/A	7
AGENCY PARTNERSHIP ISSUES PIPELINE										
DHCD- Housing	0	0	0	0	N/A	0	0	1	N/A	7
DHMH- Health	0	0	0	0	N/A	0	0	0	N/A	7
DLLR- Licensing	7	7	7	9	29%	7	7	9	N/A	7
DNR- Natural Resources	1	2	1	0	-100%	1	0	2	N/A	7
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	N/A	7
MDE- Environment	1	1	3	2	-33%	2	1	3	N/A	7
MDOT- Transportation	3	3	3	3	0%	3	3	3	N/A	7
MGA- General Assembly	0	0	0	0	N/A	0	0	0	N/A	7
MTES- Technology Service	2	2	2	2	0%	2	2	2	N/A	7
SBDC- Small Business	10	11	9	10	11%	10	8	11	N/A	7
TEDCO- Tech. Dev. Corp.	8	8	8	7	-13%	8	7	8	N/A	7
WIB- Workforce	9	8	9	10	11%	10	8	12	N/A	7
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	2	2	3	3	0%	3	2	4	N/A	7
Financing	85	87	77	74	-4%	76	40	87	N/A	7
Legislative	0	0	0	0	N/A	0	0	0	N/A	7
Marketing Assistance	42	33	31	37	19%	36	31	42	N/A	7
Permits	3	4	4	4	0%	4	3	4	N/A	7
Technical	37	35	36	32	-11%	36	32	38	N/A	7
Workforce	56	55	59	62	5%	59	55	66	N/A	7
Other	39	45	43	47	9%	43	39	47	N/A	7
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	2	0	0	0	N/A	0	0	2	2	7
DHMH- Health	0	0	0	0	N/A	0	0	2	2	7
DLLR- Licensing	0	0	0	0	N/A	0	0	2	2	7
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	7
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	1	1	7
MDE- Environment	1	0	0	0	N/A	0	0	1	1	7
MDOT- Transportation	0	0	0	0	N/A	0	0	0	0	7
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	7
MTES- Technology Service	0	0	0	0	N/A	0	0	0	0	7
SBDC- Small Business	0	0	0	0	N/A	0	0	0	0	7
TEDCO- Tech. Dev. Corp.	0	0	0	0	N/A	1	0	3	3	7
WIB- Workforce	0	0	1	0	-100%	2	0	16	16	7
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
#Issues-Total	7	23	39	0	-100%	19	7	39	132	7
New Jobs	25	66	163	620	280%	133	10	620	930	7
Retained Jobs	95	50	97	3	-97%	72	2	250	501	7
Capex	0	500,000	17,400,000	0	-100%	3,414,286	0	17,400,000	23,900,000	7
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	0	0	0	N/A	0	0	1	1	7
DHMH- Health	0	0	0	0	N/A	0	0	0	0	7
DLLR- Licensing	0	2	0	0	N/A	1	0	2	4	7
DNR- Natural Resources	0	0	1	0	-100%	0	0	1	1	7
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	7
MDE- Environment	0	0	0	0	N/A	0	0	0	0	7
MDOT- Transportation	0	0	0	1	N/A	0	0	1	1	7
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	7
MTES- Technology Service	0	0	0	0	N/A	0	0	0	0	7
SBDC- Small Business	0	1	1	5	400%	1	0	5	8	7
TEDCO- Tech. Dev. Corp.	0	0	0	1	N/A	0	0	1	1	7
WIB- Workforce	1	1	1	1	0%	1	0	1	6	7
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	0	0	0	0	N/A	0	0	0	0	7
Financing	0	1	29	7	-76%	7	0	29	48	7
Legislative	0	0	0	0	N/A	0	0	0	0	7
Marketing Assistance	2	12	1	5	400%	4	1	12	30	7
Permits	0	0	1	3	200%	1	0	3	5	7
Technical	0	1	2	2	0%	1	0	2	6	7
Workforce	2	3	2	0	-100%	3	0	5	18	7
Other	3	6	4	4	0%	3	0	6	22	7
GRANTS PROGRAMS										
PWQ										
#grants	1	0	0	2	N/A	1	0	2	5	7
value	10,000	0	0	14,564	N/A	7,616	0	28,750	53,314	7
SACF										
#grants	0	0	0	0	N/A	0	0	0	0	7

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	Metrosolarmatics	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	5-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	
Steven Wall	27-Dec-10	J. F. Taylor Inc.	St. Mary's	Aerospace	265	2	0	
Harry Carroll	04-Jan-11	Wexford Equities, LLC	Anne Arundel	Science			590	
Steven Wall	06-Jan-11	Back At Your Best Chiropractic	St. Mary's	Science	3	3		
Harry Carroll	14-Jan-11	P&J Contracting Company Inc.	Baltimore City	Traditional/Other	80		30	

FY 2011 Job Creation and Retention List - 7/1/2010 through 1/31/2011

COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	JOBS - CREATED/ NEW	JOBS - RETAINED	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
Machining Technologies Inc.	Wicomico	14-Jul-10	Manufacturing		250		Issue To Resolve	Pamela Hepner	Financing	Y
Dimetek	Prince George's	15-Jul-10	Health Care Tech & Services	1			Facility Location	Brad Gillenwater	International	N
Garrett Container Systems	Garrett	16-Jul-10	Manufacturing	8			Issue To Resolve	Vickie Swink	Regional Offices	Y
Thales Communications, Inc.	Montgomery	19-Jul-10	Telecommunications	0	450	\$4,600,000	Facility Location	Jayson Knott	Business Development	Y
Janine C. Fleming dba Holistic Massage Training Institute	Baltimore City	29-Jul-10	Education	2			Issue To Resolve	Les Hall	Financing	Y
Kane 3PL	Howard	17-Aug-10	Warehousing/Distribution	5	0		Issue To Resolve	Brad Gillenwater	International	Y
International Land Systems	Montgomery	17-Aug-10	Information Technology	2	2		Issue To Resolve	Brad Gillenwater	International	Y
Tilt Studios	Baltimore City	17-Aug-10	Consulting	1			Issue To Resolve	Carey Esslinger	International	Y
Steven Drake Associates	Montgomery	17-Aug-10	Consulting	1	0		Issue To Resolve	Ginny Walker	International	Y
Metalcraft Inc. (Sea-Fire)	Baltimore City	17-Aug-10	Manufacturing	5			Issue To Resolve	Igor Evseev	International	Y
Dycent Biotech	Out of State	23-Aug-10	Biotechnology	1			Facility Location	Brad Gillenwater	International	N
Metrosolaromatics	Baltimore City	23-Aug-10	Energy- R&D, Dev., Prod.	12	2			Igor Evseev	International	Y
Pegged Software, Inc.	Baltimore City	16-Sep-10	Information Technology	8	2		Issue To Resolve	Frank Dickson	Financing	Y
STAR Associates Inc.	Baltimore City	17-Sep-10	X- Other	12	0		Issue To Resolve	Patricia Stanley	Financing	Y
Raytheon-Intelligence & Information Systems	Anne Arundel	20-Sep-10	Aerospace	200	0	\$3,200,000	Facility Location	Jayson Knott	Business Development	Y
Ellickson Software Systems	Out of State	21-Sep-10	Manufacturing	2	0	\$0	Facility Location	Carey Esslinger	International	N
Breacher Boy, LLC	Dorchester	21-Sep-10	Manufacturing	25	0	\$60,000,000	Facility Location	Mindie Burgoyne	Regional Offices	Y
Colfax Corporation	Out of State	04-Oct-10	Manufacturing	20	0	\$592,000	Facility Location	Jayson Knott	Business Development	Y
Business Integra, Inc.	Prince George's	05-Oct-10	Information Technology	25	95		Issue To Resolve	David Karol	Business Development	Y
Choice Hotels International, Inc.	Montgomery	25-Oct-10	Accommodations	75	375	\$70,000,000	Facility Location	Jerry Sanford	Business Development	Y
Terminal Corporation, The (Clinton Street/Baltimore)	Baltimore City	26-Oct-10	X- Unknown	3		\$446,413	Facility Location	Carey Esslinger	International	N
SIMPLEXITY	Prince George's	04-Nov-10	Telecommunications	75	0		Facility Location	Diana Jackson	Business Development	Y
Gold Crust	Out of State	04-Nov-10	Manufacturing	75	0	\$9,400,000	Facility Location	Diana Jackson	Business Development	Y
Alvarion	Out of State	05-Nov-10	Information Technology	24	5		Facility Location	Barry Bogage	International	N
Back At Your Best Chiropractic	St. Mary's	10-Nov-10	Health Care Tech & Services	3	0	\$100,000	Facility Location	Steven Wall	Regional Offices	N
Competitive Power Ventures, Inc. (Silver Spring, MD)	Montgomery	18-Nov-10	Energy- R&D, Dev., Prod.	25	0	\$500,000,000	Issue To Resolve	Steven Wall	Regional Offices	N
Electro - Media Design. LTD	Montgomery	23-Nov-10	Information Technology	2			Issue To Resolve	Ginny Walker	International	Y

COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	JOBS - CREATED/ NEW	JOBS - RETAINED	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
Tetracore Inc.	Montgomery	23-Nov-10	Biotechnology	10			Issue To Resolve	Ginny Walker	International	Y
PIBD - Partnership for International Business Development	Out of State	23-Nov-10	Consulting	1			Facility Location	Igor Evseev	International	N
Cooper Wallace, LLC	Baltimore County	23-Nov-10	Consulting	10			Issue To Resolve	Ginny Walker	International	Y
MarkPap Pacific	Montgomery	23-Nov-10	X- Unknown	10			Issue To Resolve	Ginny Walker	International	Y
Haemo-Sol	Baltimore County	29-Nov-10	X- Unknown	5			Issue To Resolve	Brad Gillenwater	International	Y
BlueWing Environmental	Howard	29-Nov-10	Environmental Technology	2			Issue To Resolve	Ginny Walker	International	N
Passport Health	Baltimore City	29-Nov-10	Health Care Tech & Services	2			Issue To Resolve	Brad Gillenwater	International	Y
SEW Friel	Queen Anne's	29-Nov-10	Manufacturing		50		Issue To Resolve	Mindie Burgoyne	Regional Offices	N
KDX	Out of State	16-Dec-10	Manufacturing	10	0	\$4,000,000	Facility Location	Mindie Burgoyne	Regional Offices	N
George and Maria Protopapas	Baltimore County	20-Dec-10	Food Services	15			Issue To Resolve	Harry Carroll	Financing	Y
Martin Fast Foods of West Virginia, Inc.	Garrett	20-Dec-10	Food Services	16			Issue To Resolve	Joel McCrea	Financing	Y
Bergman Property, LLC	Washington	20-Dec-10	Health Care Tech & Services	12			Issue To Resolve	Joel McCrea	Financing	Y
Trustworthy Staffing Solutions, LLC	Baltimore County	20-Dec-10	Health Care Tech & Services		46		Issue To Resolve	Harry Carroll	Financing	Y
Trilogy Enterprises, LLC	Washington	20-Dec-10	Health Care Tech & Services	20			Issue To Resolve	Joel McCrea	Financing	Y
Optoro (formerly Moore OR Lesh, LLC)	Prince George's	20-Dec-10	Information Technology	40			Issue To Resolve	Patricia Stanley	Financing	Y
Gold Lasso, Inc.	Montgomery	20-Dec-10	Information Technology	17			Issue To Resolve	Patricia Stanley	Financing	Y
Zavda Technologies, LLC	Prince George's	20-Dec-10	Information Technology	10	10		Issue To Resolve	Kisha Wiggins	Financing	Y
Barber Transportation, Inc.	Baltimore City	20-Dec-10	Transportation	10			Issue To Resolve	Harry Carroll	Financing	Y
Japan Plus, Inc.	Anne Arundel	20-Dec-10	X- Other	0	6		Issue To Resolve	Gloria Shryock	Financing	Y
Japan Plus Two, Inc.	Baltimore County	20-Dec-10	X- Other	0	6		Issue To Resolve	Kisha Wiggins	Financing	Y
Japan Plus Four, Inc.	Anne Arundel	20-Dec-10	X- Other	0	6		Issue To Resolve	Kisha Wiggins	Financing	Y
Emergent BioSolutions (Gaithersburg, MD)	Montgomery	20-Dec-10	Biotechnology	100	0		Facility Location	Mary DiFerdinando	Financing	Y
Warren Brothers Construction, LLC	Prince George's	20-Dec-10	Construction	0	10		Issue To Resolve	Kisha Wiggins	Financing	Y
Kayden Premier Enterprises Inc.	Baltimore City	20-Dec-10	Construction	10	10		Issue To Resolve	Kisha Wiggins	Financing	Y
SNS Construction, Inc.	Howard	20-Dec-10	Construction	3	1		Issue To Resolve	Kisha Wiggins	Financing	Y
Baltimore International College	Baltimore City	20-Dec-10	X- Unknown	10			Issue To Resolve	Harry Carroll	Financing	Y
J. F. Taylor Inc.	St. Mary's	27-Dec-10	Aerospace	0	2		Issue To Resolve	Steven Wall	Regional Offices	Y
Wexford Equities, LLC	Anne Arundel	04-Jan-11	Health Care Tech & Services	590			Issue To Resolve	Harry Carroll	Financing	Y
Back At Your Best Chiropractic	St. Mary's	06-Jan-11	Health Care Tech & Services		3		Issue To Resolve	Steven Wall	Regional Offices	N

COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	JOBS - CREATED/ NEW	JOBS - RETAINED	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
Coherent Technical Services	St. Mary's	11-Jan-11	Information Technology	10	0		Facility Location	Steven Wall	Regional Offices	N
THE Medical	Baltimore County	11-Jan-11	Biotechnology	25	0	\$400,000	Facility Location	Signe Pringle	International	N
Cadmus Hurlock	Dorchester	13-Jan-11	Warehousing/Distribution	0	34	\$1,500,000	Facility Location	Mindie Burgoyne	Regional Offices	N
P&J Contracting Company Inc.	Baltimore City	14-Jan-11	X- Unknown	30			Issue To Resolve	Harry Carroll	Financing	Y
TOTALS				1,580	1,365					
GRAND TOTAL				2,945						

Facility Location 1514
Issue to Resolve 1,431



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY					GOALS	
	Oct-10	Nov-10	Dec-10	Jan-11	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
FDI Engagements	31	49	128	18	-86%	45	1	128	314	7	400	79%
FDI Prospect Visits	4	1	2	8	300%	3	1	8	22	7	40	55%
Trade Shows and Marketing Events	10	3	19	0	-100%	5	0	19	34	7	35	97%
ExportMD Grants Approved (Quarterly)	0	8	0	0	N/A	3	0	11	19	7	20	95%
Export Actions and Foreign Office Work Orders	5	14	7	8	14%	10	4	15	67	7	100	67%



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY					GOALS	
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS												
Trade Shows and Marketing Events	10	3	19	0	-100%	5	0	19	34	7	N/A	N/A
New Leads from Trade Shows and Mktg Evtg*	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
New Leads from Foreign Offices*	0	0	0	6	N/A	1	0	6	6	7	N/A	N/A
NEW LEADS BY INDIVIDUAL FOREIGN OFFICE												
-Budgeted Offices												
China	0	0	0	2	N/A	0	0	2	3	7	N/A	N/A
France	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
Israel	0	0	0	4	N/A	1	0	4	4	7	N/A	N/A
-Contingency Offices												
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
India	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
Russia	N/A	N/A	0	0	N/A	0	0	0	0	2	N/A	N/A
South Korea	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
Vietnam	N/A	N/A	0	0	N/A	0	0	0	0	2	N/A	N/A
EXPORT ASSISTANCE (COMPLETED)												
ExportMD Grants Approved (Quarterly)	0	8	0	0	N/A	3	0	11	19	7	N/A	N/A
Export Actions	3	6	6	8	33%	6	3	13	43	7	N/A	N/A
Foreign Office Work Orders	2	8	1	0	-100%	3	0	12	24	7	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: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	0	0	1	0	-100%	1	0	2	6	7
Value (\$)	\$0	\$0	\$10,000	\$0	-100%	127,500	0	550,000	892,500	7
Jobs (New & At Risk Jobs) Total	0	0	15	0	-100%	39	0	150	270	7
CAPEX	\$0	\$0	\$15,000	\$0	-100%	8,266,122	0	32,147,854	57,862,854	7
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
CDBG										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
MIDFA										
# of Approved Transactions	0	4	3	1	-67%	2	0	4	12	7
Value (\$)	\$0	\$484,750	\$214,526	\$37,500	-83%	496,593	0	2,600,000	3,476,152	7
Jobs (New & At Risk Jobs) Total	0	126	581	12	-98%	171	0	581	1,197	7
CAPEX	\$0	\$12,425,000	\$193,086,575	\$75,000	-100%	32,859,582	0	193,086,575	230,017,077	7
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	0	0	1	0	-100%	0	0	1	2	7
Value (\$)	\$0	\$0	\$800	\$0	-100%	21,543	0	150,000	150,800	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	2	0	16	16	7
CAPEX	\$0	\$0	\$800	\$0	-100%	85,829	0	600,000	600,800	7
MSBDFA EPIP										
# of Approved Transactions	1	0	0	0	N/A	0	0	1	2	7
Value (\$)	\$30,000	\$0	\$0	\$0	N/A	25,714	0	150,000	180,000	7
Jobs (New & At Risk Jobs) Total	3	0	0	0	N/A	2	0	8	11	7
CAPEX	\$70,000	\$0	\$0	\$0	N/A	31,429	0	150,000	220,000	7
MSBDFA Contract Finance										
# of Approved Transactions	0	2	2	0	-100%	1	0	2	6	7
Value (\$)	\$0	\$450,000	\$400,000	\$0	-100%	142,857	0	450,000	1,000,000	7
Jobs (New & At Risk Jobs) Total	0	30	48	0	-100%	14	0	48	100	7
CAPEX	\$0	\$850,000	\$400,000	\$0	-100%	185,714	0	850,000	1,300,000	7
MSBDFA Guarantee & Surety										
# of Approved Transactions	2	4	1	1	0%	1	0	4	9	7
Value (\$)	\$190,000	\$926,512	\$34,000	\$125,000	268%	217,930	0	926,512	1,525,512	7
Jobs (New & At Risk Jobs) Total	20	53	4	10	150%	13	0	53	93	7
CAPEX	\$300,000	\$2,176,000	\$993,000	\$250,000	-75%	688,429	0	2,176,000	4,819,000	7
Military Reservist Loan Fund										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved (\$)	\$220,000	\$1,861,262	\$659,326	\$162,500	-75%	1,032,138	162,500	3,650,000	7,224,964	7
Allegany	N/A	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	N/A	\$747,262	\$410,000	N/A	N/A	375,452	50,000	747,262	1,877,262	5
Baltimore County	N/A	N/A	\$37,500	N/A	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	\$37,500	N/A	37,500	37,500	37,500	37,500	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	N/A	0	0	0	0
Garrett	N/A	\$187,500	N/A	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	N/A	\$314,000	N/A	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	\$220,000	\$612,500	\$34,800	\$125,000	259%	192,467	34,800	612,500	1,154,800	6
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	\$177,026	N/A	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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPOGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	1	0	0	3	N/A	1	0	3	5	7
Value (\$)	\$1,000,000	\$0	\$0	\$435,000	N/A	276,429	0	1,000,000	1,935,000	7
Jobs (New & At Risk Jobs) Total	3,800	0	0	0	N/A	602	0	3,800	4,216	7
CAPEX	\$185,000,000	\$0	\$0	\$32,330,000	N/A	31,904,286	0	185,000,000	223,330,000	7
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
MIDFA										
# of Settled Transactions	1	0	1	0	-100%	1	0	3	5	7
Value (\$)	\$139,376	\$0	\$47,250	\$0	-100%	60,589	0	237,500	424,126	7
Jobs (New & At Risk Jobs) Total	50	0	106	0	-100%	30	0	106	208	7
CAPEX	\$796,502	\$0	\$105,000	\$0	-100%	283,643	0	1,084,000	1,985,502	7
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	1	0	0	0	N/A	1	0	2	4	7
Value (\$)	\$150,000	\$0	\$0	\$0	N/A	71,429	0	250,000	500,000	7
Jobs (New & At Risk Jobs) Total	16	0	0	0	N/A	19	0	93	134	7
CAPEX	\$600,000	\$0	\$0	\$0	N/A	464,286	0	1,400,000	3,250,000	7
MSBDFA EPIP										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	7
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
MSBDFA Contract Finance										
# of Settled Transactions	0	0	0	1	N/A	0	0	1	1	7
Value (\$)	\$0	\$0	\$0	\$200,000	N/A	28,571	0	200,000	200,000	7
Jobs (New & At Risk Jobs) Total	0	0	0	10	N/A	1	0	10	10	7
CAPEX	\$0	\$0	\$0	\$600,000	N/A	85,714	0	600,000	600,000	7
MSBDFA Guarantee & Surety										
# of Settled Transactions	1	0	0	1	N/A	1	0	3	5	7
Value (\$)	\$3,333,500	\$0	\$0	\$400,000	N/A	711,849	0	3,333,500	4,982,940	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	3	0	18	18	7
CAPEX	\$6,500,000	\$0	\$0	\$0	N/A	1,896,429	0	6,775,000	13,275,000	7
Military Reservist Loan Fund										
# of Settled Transactions	0	0	0	0	N/A	0	0	1	1	7
Value (\$)	\$0	\$0	\$0	\$0	N/A	7,143	0	50,000	50,000	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	1	0	6	6	7
CAPEX	\$0	N/A	\$0	\$0	N/A	8,333	0	50,000	50,000	6



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled (\$)	\$4,622,876	\$0	\$47,250	\$1,035,000	2090%	1,156,009	0	4,622,876	8,092,066	7
Allegany	N/A	N/A	N/A	\$300,000	N/A	300,000	300,000	300,000	300,000	1
Anne Arundel	N/A	N/A	N/A	N/A	N/A	1,013,800	1,013,800	1,013,800	1,013,800	1
Baltimore City	\$150,000	N/A	\$47,250	\$120,000	154%	139,078	47,250	285,640	695,390	5
Baltimore County	\$1,000,000	N/A	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	\$15,000	N/A	15,000	15,000	15,000	15,000	1
Frederick	N/A	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	\$3,333,500	N/A	N/A	\$600,000	N/A	1,057,125	145,000	3,333,500	4,228,500	4
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	\$139,376	N/A	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: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach Activities	42	64	28	32	14%	38	19	64	267	7
Technical Assistance	23	35	16	43	169%	26	13	43	181	7
PUBLICITY										
Travel Media Exposure (ad value \$)	N/A	N/A	N/A	N/A	N/A	1,535,344	906,320	2,164,367	3,070,687	2
Media Placements	N/A	N/A	N/A	N/A	N/A	142	58	226	284	2
Placement Circulation	N/A	N/A	N/A	N/A	N/A	42,360,364	21,000,930	63,719,797	84,720,727	2

OFFICE OF TOURISM DEVELOPMENT										
WEB STATS										
Unique Web Users- OTD Web Site	143,356	85,921	77,263	99,657	29%	118,369	77,263	183,819	828,582	7
Consumer e-newsletter distribution	42,151	42,802	43,455	43,116	-1%	41,377	38,313	43,455	289,638	7
Industry partner e-newsletter distribution	8,448	8,507	8,507	8,536	0%	8,446	8,337	8,536	59,121	7
Internet Requests	1,364	982	995	2,721	173%	1,938	982	3,849	13,563	7
Internet Clicks- OTD web site ads	49,527	14,574	14,858	19,488	31%	20,585	7,205	49,527	144,092	7
ADVERTISING GENERATED INQUIRIES										
Print Advertising Calls	65	62	109	70	-36%	119	62	228	835	7
Consumer Labels	1,088	876	654	1,494	128%	1,219	654	2,084	8,536	7
TV and Radio Advertising Calls	145	105	75	33	-56%	163	33	323	1,144	7
OTD 800 Number	45	31	38	33	-13%	54	31	94	381	7
VISITATION										
Welcome Center Visitation	23,393	16,542	12,885	12,164	-6%	18,452	12,164	26,204	129,164	7
Lodging-Room Demand-Maryland*	9.9%	7.8%	6.0%	N/A	N/A	N/A	6	10	N/A	6
Lodging-Room Demand-US*	8.4%	10.5%	6.6%	N/A	N/A	N/A	7	11	N/A	6
Lodging-Room Revenue-Maryland*	12.8%	9.6%	8.3%	N/A	N/A	N/A	8	13	N/A	6
Lodging-Room Revenue-US*	9.7%	13.3%	8.6%	N/A	N/A	N/A	9	13	N/A	6
Amtrak: Non-commuter arrivals	81,300	76,300	71,600	59,100	-17%	71,643	59,100	81,300	501,500	7
BWI Domestic Passenger Arrivals	970,072	889,139	N/A	N/A	N/A	957,951	844,572	1,047,926	4,789,756	5
International Arrivals	24,048	22,398	N/A	N/A	N/A	23,762	21,003	26,371	118,808	5
Total Passengers to BWI	994,120	911,537	N/A	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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
Tourism-related Sales Taxes Total Receipts										
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 24,362,840	\$ 21,165,910	\$ 25,105,287	N/A	N/A	24,407,147	21,165,910	25,669,038	146,442,880	6
Hotels, Motels Selling Food (w/ BWL*)	\$ 3,688,920	\$ 3,255,663	\$ 2,693,098	N/A	N/A	3,632,963	2,693,098	4,323,557	21,797,780	6
Restaurants and Nite Clubs (w/ BWL*)	\$ 16,973,946	\$ 14,476,089	\$ 17,130,537	N/A	N/A	17,240,195	14,476,089	19,073,550	103,441,172	6
General Merchandise	\$ 9,345,677	\$ 11,756,610	\$ 19,130,399	N/A	N/A	12,260,319	9,345,677	19,130,399	73,561,913	6
Automobile, Bus and Truck Rentals	\$ 5,347,376	\$ 4,943,621	\$ 4,892,563	N/A	N/A	4,695,439	4,007,829	5,347,376	28,172,634	6
Airlines-Commercial	\$ 21,735	\$ 21,754	\$ 24,150	N/A	N/A	19,485	8,831	27,003	116,908	6
Hotels, Motels, Apartments, Cottages	\$ 7,795,805	\$ 5,280,977	\$ 5,165,532	N/A	N/A	7,501,884	5,165,532	10,098,231	45,011,304	6
Recreation and Amusement Places	\$ 468,242	\$ 291,536	\$ 515,788	N/A	N/A	477,278	291,536	589,549	2,863,669	6

*Beer, wine and liquor license

Tourism Tax Increments										
Restaurants, Lunchrooms, Deli (w/o BWL*)	8,120,947	7,055,303	8,368,429	N/A	N/A	8,135,716	7,055,303	8,556,346	48,814,293	6
Hotels, Motels Selling Food (w/ BWL*)	3,688,920	3,255,663	2,693,098	N/A	N/A	3,632,963	2,693,098	4,323,557	21,797,780	6
Restaurants and Nite Clubs (w/ BWL*)	5,657,982	4,825,363	5,710,179	N/A	N/A	5,746,732	4,825,363	6,357,850	34,480,391	6
General Merchandise	467,284	587,830	956,520	N/A	N/A	613,016	467,284	956,520	3,678,095	6
Automobile, Bus and Truck Rentals	4,812,639	4,449,259	4,403,307	N/A	N/A	4,225,895	3,607,046	4,812,639	25,355,372	6
Airlines-Commercial	10,867	10,877	12,075	N/A	N/A	9,742	4,416	13,502	58,454	6
Hotels, Motels, Apartments, Cottages	7,795,805	5,280,977	5,165,532	N/A	N/A	7,501,884	5,165,532	10,098,231	45,011,304	6
Recreation and Amusement Places	234,121	145,768	257,894	N/A	N/A	238,639	145,768	294,774	1,431,834	6

*Beer, wine and liquor license



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
Total Jobs (not seasonally adjusted, last two months preliminary)										
Arts, entertainment, and recreation										
Maryland	37,400	35,300	33,300	N/A	N/A	40,517	33,300	48,200	N/A	6
United States	1,855,800	1,750,900	1,762,600	N/A	N/A	1,960,367	1,750,900	2,220,800	N/A	6
Accommodation										
Maryland	23,300	22,500	21,800	N/A	N/A	24,317	21,800	26,700	N/A	6
United States	1,744,100	1,702,300	1,695,700	N/A	N/A	1,792,583	1,695,700	1,909,300	N/A	6
Food Services and Drinking Places										
Maryland	177,600	174,200	173,300	N/A	N/A	182,300	173,300	192,900	N/A	6
United States	9,527,900	9,476,700	9,452,400	N/A	N/A	9,565,400	9,452,400	9,688,100	N/A	6



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	8,929	7,565	6,909	8,296	20%	7,960	6,909	8,929	55,718	7
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	0	0	2	0	-100%	0	0	2	N/A (Note)	7
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Film Days (Film)	0	0	0	0	N/A	0	0	0	0	7
Television										
Number of Productions (Television)	0	0	1	1	0%	0	0	1	N/A (Note)	7
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	7
Film Days (Television)	0	0	0	0	N/A	0	0	0	0	7
Other										
Number of Productions (Other)	0	3	2	3	50%	3	0	5	20	7
Estimated Direct Expenditures (\$)	\$0	\$81,575	\$2,415,000	\$170,000	-93%	1,057,690	0	3,665,654	7,403,829	7

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	9,551	8,230	7,550	10,778	43%	9,101	7,550	10,778	63,710	7
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	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: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
\$ value of media coverage in-state (Proactive)	77,000	32,961	46,967	56,700	21%	53,150	32,706	80,639	372,048	7
\$ value of media coverage national/trade	20,000	52,479	63,554	67,600	6%	45,017	8,339	71,230	315,118	7
# of publication DBED mentioned-positive	58	36	44	87	98%	54	26	87	378	7
# of media assists (Inclusion) DBED (Reactive)	24	19	21	24	14%	19	8	24	132	7
# of proactive stories	61	47	42	67	60%	52	15	91	361	7
INTERACTIVE / WEB										
CHOOSEMARYLAND										
Total visits	75,680	78,104	72,730	79,944	10%	73,432	50,467	80,065	514,021	7
Unique website visitors	38,150	35,641	34,953	36,333	4%	34,810	20,357	39,843	243,670	7
Time spent on site	4	10	3	3	0%	4	3	10	4	7
Page views per person	8.0	7.4	3.5	3.0	-14%	6.3	3.0	8.2	6.3	7
Total database contacts	15,093	16,000	16,490	16,857	2%	14,539	12,271	16,857	16,857	7
TWITTER										
Number of tweets	170	175	149	126	-15%	141	116	175	985	7
Number of followers	92	107	95	72	-24%	81	35	107	569	7
FACEBOOK										
Number of new fans	154	75	70	111	59%	105	47	154	733	7
YOUTUBE										
Number of videos watched	275	209	413	599	45%	354	209	599	2,476	7
BLOG VISITORS										
CyberMaryland Blog	319	344	369	438	19%	479	319	833	3,354	7
Call To Action - website feedback										
Number of comments	14	18	33	26	-21%	21	13	33	149	7
Number of sign-ups for Pulses	15	91	32	0	-100%	28	0	91	194	7
Number of joins	N/A	91	32	35	9%	32	10	91	191	6
OUTREACH- OFFICE OF THE SECRETARY										
# of Events	18	7	5	4	-20%	11	4	20	74	7
# of People Reached/Attendees	3,435	885	1,120	390	-65%	1,397	390	3,435	9,781	7



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
CREATIVE SERVICES AND EVENTS										
TRADESHOWS / EXHIBITIONS										
# of Events	8	3	3	0	-100%	3	0	8	20	7
# of Attendees	8,975	2,750	550	0	-100%	2,143	0	8,975	15,000	7
ADVERTISING										
# of advertising impressions	779,000	2,193,000	1,611,000	1,011,000	-37%	1,067,889	12,500	2,193,000	7,475,220	7
# of placements	23	40	14	11	-21%	16	4	40	113	7
GRAPHICS										
# of Business Information Projects	11	16	14	21	50%	17	11	21	116	7
\$ value of Creative Projects	12,510	14,930	33,485	68,740	105%	33,040	12,510	68,740	231,280	7
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	17	27	25	12	-52%	19	12	27	135	7
External Communications Requests	11	10	10	12	20%	10	8	12	70	7
Economic Impact Analyses*	3	1	1	1	0%	2	0	8	15	7
Partnerships*	1	2	2	1	-50%	2	1	6	17	7
<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	10,000	0	-100%	3,000	0	10,000	18,000	6
MEDIA VALUE										
- Cost	\$ 20,000	\$ 18,600	\$ -	\$ 10,400	N/A	\$ 25,935	\$ -	\$ 109,045	\$ 181,545	7
- Leveraged Dollars	\$ 70,000	\$ 48,400	\$ -	\$ 67,800	N/A	\$ 38,751	\$ -	\$ 78,060	\$ 271,260	7
- Total Value	\$ 90,000	\$ 67,000	\$ -	\$ 78,200	N/A	\$ 64,686	\$ -	\$ 187,105	\$ 452,805	7



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS+				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
BIOENTREPRENEUR RESOURCE PROGRAM										
COMPANIES RECEIVING ASSISTANCE										
-Baltimore	19	8	4	5	25%	8	2	19	57	7
-Rockville	7	3	7	4	-43%	7	1	22	52	7
-MBC Visits to Companies	4	0	0	3	N/A	2	0	7	16	7
Total	30	11	11	12	9%	18	4	36	125	7
TECHNICAL ASSISTANCE SERVICES PROVIDED										
-Business Plan Development	4	1	1	3	200%	2	1	4	16	7
-Grant Programs (MBC, TEDCO, MIPS)	0	0	0	0	N/A	0	0	1	2	7
-Financing	0	0	0	0	N/A	0	0	1	1	7
-Training Programs (PWQ, ActiVate)	0	0	0	0	N/A	0	0	0	0	7
DATABASE USE										
-Number of Companies	14	10	9	9	0%	12	1	31	85	7
-Number of Individuals	14	10	11	13	18%	13	1	31	91	7
-Number of Downloads (DataMonitor)	113	45	27	23	-15%	57	23	113	342	6
-Value (DataMonitor)	\$ 430,026	\$ 206,147	\$ 126,902	\$ 122,485	-3%	\$ 236,268	\$ 122,485	\$ 430,026	\$ 1,417,608	6
-Cost (DataMonitor)	\$ 2,042	\$ 2,042	\$ 2,042	\$ 2,042	0%	\$ 2,042	\$ 2,042	\$ 2,042	\$ 12,252	6
COMPANIES IN THE MBC BIODIRECTORY										
Venture Valuation Database	627	627	627	627	0%	626	620	627	3,128	5
Contacts - Card Exchange	123	109	364	32	-91%	145	32	364	871	6
BIOTECHNOLOGY DEVELOPMENT PROGRAM^										
BIOTECHNOLOGY COMMERCIALIZATION GRANTS										
Number of Applicants	0	0	0	0	N/A	3	0	20	20	7
Companies/Organizations Received Grants	0	0	4	0	-100%	1	0	4	4	7
Value	\$ -	\$ -	\$ 800,000	\$ -	-100%	\$ 114,286	\$ -	\$ 800,000	\$ 800,000	7
Private/Public \$ Leveraged	\$ -	\$ -	\$ 2,094,977	\$ -	-100%	\$ 299,282	\$ -	\$ 2,094,977	\$ 2,094,977	7
BIOTECHNOLOGY TRANSLATIONAL RESEARCH GRANTS										
Number of Applicants	0	0	0	0	N/A	3	0	18	20	7
Companies/Organizations Received Grants	0	0	4	0	-100%	1	0	4	4	7
Value	\$ -	\$ -	\$ 794,205	\$ -	-100%	\$ 113,458	\$ -	\$ 794,205	\$ 794,205	7
Private/Public \$ Leveraged	\$ -	\$ -	\$ 750,000	\$ -	-100%	\$ 107,143	\$ -	\$ 750,000	\$ 750,000	7
INSTITUTIONAL SHARED RESOURCE FACILITY GRANTS										
Number of Applicants	0	0	0	0	N/A	0	0	1	1	7
Companies/Organizations Received Grants	0	0	0	0	N/A	0	0	0	0	7
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	7
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	7
FINANCING PROGRAMS										
BIOTECH TAX CREDIT*										
-Companies Benefitting	8	2	5	0	-100%	6	0	17	32	5
-Investors Applying	11	35	6	6	0%	45	6	166	224	5
-Investors Receiving	28	9	24	0	-100%	37	0	124	185	5
-Value	\$ 907,500	\$ 342,500	\$ 1,237,500	\$ -	-100%	\$ 2,109,681	\$ -	\$ 8,060,906	\$ 10,548,406	5
-Leveraged Investment	\$ 1,815,000	\$ 685,000	\$ 2,475,000	\$ -	-100%	\$ 4,521,329	\$ -	\$ 17,631,646	\$ 22,606,646	5
MARKETING AND OUTREACH ACTIVITY										
WEBSITE ANALYTICS										
-Visits	7,778	6,942	6,478	7,695	19%	7,511	6,478	8,471	45,068	6



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS+				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
-Unique Visitors	5,347	4,982	4,643	5,311	14%	5,168	4,643	5,818	31,009	6
-Page Views	13,708	13,380	11,599	12,902	11%	13,910	11,599	16,552	83,458	6
-Pages Per Visit	1	1	1	2	113%	1	1	2	7	6
-Average Time on Site (minutes)	0:01:53	0:02:09	0:01:42	0:01:40	-2%	0:01:55	0:01:40	0:02:09	0:11:28	6
MARKETING										
MBC Events - Lead	0	0	0	0	N/A	0	0	0	0	7
-Number of Participants	0	0	0	0	N/A	0	0	0	0	7
MBC Speaking Engagements	1	3	3	1	-67%	1	0	3	8	7
-Number of Participants	0	215	175	65	-63%	65	0	215	455	7
Trade Show Participation	0	1	0	0	N/A	0	0	1	1	7
-Number of Participants	0	375	0	0	N/A	54	0	375	375	7
Center Sponsored Events	1	1	0	0	N/A	1	0	1	4	7
-Number of Participants	0	225	0	0	N/A	137	0	635	960	7
WORKFORCE DEVELOPMENT ACTIVITY										
INTERNSHIP PLACEMENT GRANTS**										
-Companies Applying	0	0	0	0	N/A	0	0	1	1	7
-Companies Received Internship Grants	0	0	0	0	N/A	0	0	1	1	7
-Number of Interns Employed	0	0	0	0	N/A	1	0	4	4	7
-Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 357	\$ -	\$ 2,500	\$ 2,500	7

+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: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	2,963	2,972	2,978	N/A	N/A	2,961	2,948	2,978	N/A	6
United States	153,960	153,950	153,690	N/A	N/A	153,905	153,560	154,158	N/A	6
EMPLOYMENT (thousands)										
Maryland	2,745	2,753	2,759	N/A	N/A	2,744	2,732	2,759	N/A	6
United States	139,084	138,909	139,206	N/A	N/A	139,133	138,909	139,391	N/A	6
UNEMPLOYMENT RATE (%)										
Maryland	7.4%	7.4%	7.4%	N/A	N/A	7.4%	7.1%	7.5%	N/A	6
United States	9.7%	9.8%	9.4%	N/A	N/A	9.6%	9.4%	9.8%	N/A	6
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	29,825	29,692	27,501	N/A	N/A	30,818	27,501	33,434	N/A	6
United States	1,845,545	1,926,138	1,796,441	N/A	N/A	1,938,980	1,796,441	2,141,772	N/A	6
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	8,984	8,223	N/A	N/A	N/A	8,625	8,223	8,984	43,127	5
BWI Commercial Passengers (Millions)	1,994,905	1,821,345	N/A	N/A	N/A	1,966,768	1,738,950	2,170,517	9,833,842	5
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	N/A	N/A	N/A	N/A	N/A	102	97	107	307	3
Electric Meters Installed, Residential Maryland	N/A	N/A	N/A	N/A	N/A	446	428	462	1,338	3
Electricity Sales, Commercial (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	1,745,429	1,555,635	1,866,529	5,236,288	3
Electricity Sales, Residential (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	1,309,300	1,053,841	1,522,141	3,927,901	3
HOME SALES (# units)										
Maryland	3,701	3,595	4,169	N/A	N/A	4,029	3,595	4,337	24,173	6
United States	359	355	404	N/A	N/A	383	355	414	2,300	6
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	676	694	599	N/A	N/A	849	599	1,265	5,093	6
United States	44,043	39,638	46,701	N/A	N/A	46,849	39,638	53,191	281,092	6
AUTOMOBILE SALES (# units)										
Maryland	22,003	20,551	21,075	N/A	N/A	22,466	20,551	24,520	134,797	6
United States (in Thousands)	1,035	1,037	1,059	N/A	N/A	1,013	971	1,059	6,077	6



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,529	2,528	2,521	N/A	N/A	2,527	2,521	2,531	N/A	6
United States	130,538	130,609	130,712	N/A	N/A	130,456	130,201	130,712	N/A	6
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	149	149	148	N/A	N/A	150	148	152	N/A	6
United States	6,380	6,383	6,371	N/A	N/A	6,360	6,325	6,383	N/A	6
MANUFACTURING										
Maryland	112	111	110	N/A	N/A	112	110	113	N/A	6
United States	11,668	11,660	11,670	N/A	N/A	11,676	11,660	11,706	N/A	6
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	437	439	437	N/A	N/A	436	432	439	N/A	6
United States	24,849	24,849	24,880	N/A	N/A	24,814	24,757	24,880	N/A	6
INFORMATION										
Maryland	45	45	45	N/A	N/A	45	45	45	N/A	6
United States	2,713	2,715	2,711	N/A	N/A	2,713	2,711	2,715	N/A	6
FINANCIAL ACTIVITIES										
Maryland	138	137	138	N/A	N/A	137	136	138	N/A	6
United States	7,585	7,581	7,585	N/A	N/A	7,581	7,576	7,585	N/A	6
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	395	393	393	N/A	N/A	392	389	395	N/A	6
United States	16,798	16,847	16,854	N/A	N/A	16,774	16,694	16,854	N/A	6
EDUCATION AND HEALTH SERVICES										
Maryland	406	406	404	N/A	N/A	404	401	406	N/A	6
United States	19,691	19,728	19,772	N/A	N/A	19,663	19,566	19,772	N/A	6
LEISURE AND HOSPITALITY										
Maryland	239	236	237	N/A	N/A	242	236	247	N/A	6
United States	13,172	13,184	13,231	N/A	N/A	13,165	13,111	13,231	N/A	6
OTHER SERVICES										
Maryland	111	111	110	N/A	N/A	111	110	112	N/A	6
United States	5,405	5,393	5,379	N/A	N/A	5,371	5,340	5,405	N/A	6
GOVERNMENT										
Maryland	498	501	500	N/A	N/A	499	495	501	N/A	6
United States	22,277	22,269	22,259	N/A	N/A	22,340	22,231	22,562	N/A	6
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	41	41	41	N/A	N/A	41	40	41	N/A	6
United States	41	42	42	N/A	N/A	41	41	42	N/A	6
AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)										
Maryland	826	828	845	N/A	N/A	820	799	845	N/A	6
United States	773	777	781	N/A	N/A	770	756	781	N/A	6



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	33	24	22	20	-9%	26	20	33	182	7
New Locations	6	6	4	2	-50%	4	1	6	28	7
Expansions	27	18	18	18	0%	22	18	27	154	7
Total Capital Investment (Millions)	1,417	118	132	316	139%	351	36	1,417	2,455	7
Total New Jobs	829	400	329	1,925	485%	758	298	1,925	5,305	7
NEW JOBS BY COUNTY										
Allegany	20	0	0	0	N/A	3	0	20	20	7
Anne Arundel	0	23	0	14	N/A	92	0	510	642	7
Baltimore City	315	10	69	105	52%	77	0	315	541	7
Baltimore County	29	200	0	0	N/A	51	0	200	360	7
Calvert	0	0	0	0	N/A	0	0	0	0	7
Caroline	0	0	0	0	N/A	0	0	0	0	7
Carroll	0	0	0	0	N/A	0	0	0	0	7
Cecil	0	0	60	0	-100%	9	0	60	60	7
Charles	0	0	0	0	N/A	0	0	0	0	7
Dorchester	0	0	0	0	N/A	0	0	0	0	7
Frederick	0	25	0	0	N/A	4	0	25	25	7
Garrett	0	0	0	0	N/A	4	0	25	25	7
Harford	15	32	0	12	N/A	25	0	60	174	7
Howard	19	50	140	5	-96%	55	0	140	385	7
Kent	0	0	0	0	N/A	0	0	0	0	7
Montgomery	75	0	0	1,678	N/A	251	0	1,678	1,755	7
Prince George's	300	60	50	111	122%	81	0	300	569	7
Queen Anne's	0	0	0	0	N/A	0	0	0	0	7
Somerset	50	0	0	0	N/A	7	0	50	50	7
St. Mary's	0	0	0	0	N/A	0	0	0	0	7
Talbot	6	0	0	0	N/A	1	0	6	6	7
Washington	0	0	10	0	-100%	70	0	241	493	7
Wicomico	0	0	0	0	N/A	29	0	200	200	7
Worcester	0	0	0	0	N/A	0	0	0	0	7



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	0	0	60	0	-100%	9	0	60	60	7
Mining	0	25	0	0	N/A	4	0	25	25	7
Utilities	0	0	0	0	N/A	0	0	0	0	7
Construction	0	0	0	100	N/A	20	0	100	138	7
Manufacturing	351	70	30	125	317%	137	30	351	959	7
Wholesale trade	9	8	100	0	-100%	27	0	100	187	7
Retail trade	0	0	0	0	N/A	0	0	0	0	7
Transportation and warehousing	10	0	0	0	N/A	30	0	200	210	7
Information	11	0	14	5	-64%	10	0	32	72	7
Finance and insurance	0	0	50	0	-100%	47	0	228	326	7
Real estate	0	0	0	0	N/A	0	0	0	0	7
Professional services	83	47	65	57	-12%	88	5	275	617	7
Management of companies	0	0	0	0	N/A	0	0	0	0	7
Administrative services	180	0	0	0	N/A	75	0	265	525	7
Educational services	110	0	0	0	N/A	18	0	110	127	7
Health care	0	200	10	1,548	15380%	251	0	1,548	1,758	7
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	7
Accommodation and food services	75	0	0	90	N/A	29	0	90	200	7
Other services	0	50	0	0	N/A	14	0	51	101	7
Federal government	0	0	0	0	N/A	0	0	0	0	7
BRAC-RELATED JOBS										
BRAC-Related Jobs	15	0	0	12	N/A	36	0	135	252	7



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

Reporting Period: January, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11		Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	3	5	2	1	-50%	3	1	5	21	7
Closings	2	1	2	0	-100%	2	0	3	11	7
Downsizings	1	4	0	1	N/A	1	0	4	10	7
IMPACTED JOBS										
Total Impacted Jobs	242	1,303	130	77	-41%	417	77	1,303	2,919	7
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	7
Anne Arundel	0	0	0	0	N/A	31	0	110	216	7
Baltimore City	0	0	0	77	N/A	105	0	613	734	7
Baltimore County	84	1,147	0	0	N/A	183	0	1,147	1,281	7
Calvert	0	0	0	0	N/A	0	0	0	0	7
Caroline	0	0	0	0	N/A	0	0	0	0	7
Carroll	0	0	0	0	N/A	0	0	0	0	7
Cecil	0	0	0	0	N/A	0	0	0	0	7
Charles	0	0	27	0	-100%	4	0	27	27	7
Dorchester	0	0	0	0	N/A	0	0	0	0	7
Frederick	0	56	0	0	N/A	14	0	56	96	7
Garrett	0	0	0	0	N/A	0	0	0	0	7
Harford	52	0	0	0	N/A	7	0	52	52	7
Howard	0	0	0	0	N/A	0	0	0	0	7
Kent	0	0	0	0	N/A	0	0	0	0	7
Montgomery	0	0	0	0	N/A	0	0	0	0	7
Prince George's	106	0	0	0	N/A	27	0	106	188	7
Queen Anne's	0	0	0	0	N/A	0	0	0	0	7
Somerset	0	0	103	0	-100%	15	0	103	103	7
St. Mary's	0	0	0	0	N/A	0	0	0	0	7
Talbot	0	0	0	0	N/A	0	0	0	0	7
Washington	0	0	0	0	N/A	17	0	63	122	7
Wicomico	0	0	0	0	N/A	0	0	0	0	7
Worcester	0	100	0	0	N/A	14	0	100	100	7
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	0	7



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

Reporting Period: January, 2011

BY INDUSTRY	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Oct-10	Nov-10	Dec-10	Jan-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
Agriculture	0	0	0	0	N/A	0	0	0	0	7
Mining	0	0	0	0	N/A	0	0	0	0	7
Utilities	0	0	0	0	N/A	0	0	0	0	7
Construction	0	0	0	0	N/A	0	0	0	0	7
Manufacturing	106	1,072	0	77	N/A	219	0	1,072	1,534	7
Wholesale trade	0	100	27	0	-100%	18	0	100	127	7
Retail trade	0	56	0	0	N/A	8	0	56	56	7
Transportation and warehousing	0	0	103	0	-100%	15	0	103	103	7
Information	52	0	0	0	N/A	16	0	59	111	7
Finance and insurance	0	0	0	0	N/A	13	0	90	90	7
Real estate	0	75	0	0	N/A	11	0	75	75	7
Professional services	0	0	0	0	N/A	0	0	0	0	7
Management of companies	0	0	0	0	N/A	6	0	44	44	7
Administrative services	84	0	0	0	N/A	24	0	84	166	7
Educational services	0	0	0	0	N/A	0	0	0	0	7
Health care	0	0	0	0	N/A	0	0	0	0	7
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	7
Accommodation and food services	0	0	0	0	N/A	88	0	613	613	7
Other services	0	0	0	0	N/A	0	0	0	0	7
Federal government	0	0	0	0	N/A	0	0	0	0	7