



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
March 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: **0.48%** # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: **42.20%** # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: March 2011						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	\$699,973.55	\$380,922.40	\$22,489.60	\$536.40	\$403,948.40	57.71%	\$4,507,016.18	\$1,535,089.07	\$107,137.03	\$1,450.70	\$1,643,676.80	36.47%
		54.42%	3.21%	0.08%				34.06%	2.38%	0.03%		
Awards Totals	\$153,148.09	\$0.00	\$731.00	\$0.00	\$731.00	0.48%	\$3,285,395.32	\$1,364,120.00	\$22,384.00	\$0.00	\$1,386,504.00	42.20%
		0.00%	0.48%	0.00%				41.52%	0.68%	0.00%		
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	\$435.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$6,413.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Services	\$125,556.00	\$0.00	\$731.00	\$0.00	\$731.00	0.58%	\$2,270,054.00	\$1,364,120.00	\$13,253.00	\$0.00	\$1,377,373.00	60.68%
Supplies and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$73,463.00	\$0.00	\$9,131.00	\$0.00	\$9,131.00	12.43%
IT Services	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$607,029.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Supplies and Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$46,083.00	\$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	\$22,682.09	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$189,583.32	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Direct Vouchers	\$4,475.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$92,770.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%

SBR INDICATORS	Agency Total	Total SBR	# Designated Procurements	%	Agency Total	Total SBR	# Designated Procurements	%
Payment Totals	\$548,602.67	\$267,468.26	2	48.75%	\$7,368,870	\$1,922,037	17	26.08%



DBED DASHBOARD
FY 2011 (Through March 31, 2011)

FY 2011 Jobs Impact Goal	11,000
-Total to Date*	4,414
-Percentage to Goal	40.1%

Facility Location Decisions		Issues Successfully Resolved with Jobs Impact		Issues Successfully Resolved - ALL	
Total No. of Projects	30	Total No. of Projects	57	Total No. of Issues	280
-Projects by Region		-Projects by Region		-Issues by Type	
Eastern	6	Eastern	7	Environmental	1
Western	0	Western	3	Financing	101
Southern	3	Southern	4	Legislative	0
Corridor	21	Corridor	43	Marketing Assistance	44
 				Permits	17
Total No. of Jobs	2,061	Total No. of Jobs	2,353	Technical	21
New	987	New	1,811	Workforce	28
Retained	1,074	Retained	542	Other	68

Finance Programs - Approved Deals Total

Program	# of Transactions	Dollar Value	Jobs Total**
MEDAAF	8	1,042,500	345
Sunny Day	0	0	0
MEAF	0	0	0
CDBG	1	500,000	60
MIDFA	15	3,792,652	1,221
MD Venture Capital	4	450,800	44
MSBDFA EPIP	4	635,000	25
MSBDFA Contract Finance	7	1,050,000	110
MSBDFA Guarantee	10	1,640,512	98

*This number represents a combination of Facility Location Decisions and Issues Successfully Resolved with Jobs Impact.

**Do not add these jobs totals to the Facility Location Decisions or Issues Successfully Resolved jobs because they are already included in those numbers.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
PERSONNEL DATA

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
NUMBER OF EMPLOYEES PER DIVISION										
Office of the Secretary	76	76	69	69	0%	74	69	78	665	9
Business and Enterprise Development	76	76	74	74	0%	75	74	77	675	9
Marketing and Communications	25	26	26	26	0%	26	25	26	233	9
Tourism and Culture	44	45	41	41	0%	43	41	45	389	9
OVERTIME (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	9
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	9
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	9
Tourism and Culture	0	0	0	0	N/A	0	0	4	4	9
SICK LEAVE (HOURS)										
Office of the Secretary	346	329	425	382	-10%	400	315	523	3,602	9
Business and Enterprise Development	92	42	68	161	137%	106	42	161	954	9
Marketing and Communications	396	334	506	455	-10%	412	278	506	3,711	9
Tourism and Culture	238	196	216	236	9%	242	144	378	2,177	9
ACCIDENT LEAVE (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	9
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	9
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	9
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	9
UNSCHEDULED LEAVE (HOURS)										
Office of the Secretary	8	25	20	0	-100%	8	0	25	73	9
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	9
Marketing and Communications	3	2	10	0	-100%	4	0	10	34	9
Tourism and Culture	24	8	0	0	N/A	5	0	24	43	9
FROI TO IWIF										
Office of the Secretary	0	0	0	0	N/A	0	0	2	2	9
Business and Enterprise Development	0	0	0	0	N/A	0	0	1	1	9
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	9
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	9
FROI LAG > 3 DAYS										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	9
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	9
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	9
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	146	159	169	173	2%	158	138	205	N/A	9
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	24	27	32	33	3%	27	22	33	N/A	9
Potential New Jobs	3,684	4,075	4,217	2,331	-45%	4,061	2,331	5,400	N/A	9
At Risk Jobs	1,566	1,416	3,226	2,144	-34%	1,745	316	3,226	N/A	9
Projected Capex	1,025,750,000	768,000,000	305,250,000	159,400,000	-48%	636,591,083	964,750	1,194,750,000	N/A	9
PROJECTS BY INDUSTRY										
#Sustainable/Green	1	2	2	3	50%	1	0	3	N/A	9
#IT and Intelligence	8	8	9	9	0%	8	6	9	N/A	9
#Science	4	4	5	5	0%	5	4	7	N/A	9
#Traditional/Other	11	13	16	16	0%	13	10	16	N/A	9
PROJECTS BY TARGET LOCATION										
Eastern	1	1	2	4	100%	2	0	4	N/A	9
Western	0	0	0	0	N/A	0	0	0	N/A	9
Southern	0	0	0	0	N/A	0	0	0	N/A	9
Corridor	21	23	24	22	-8%	21	16	25	N/A	9
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	2	3	3	6	100%	3	1	6	30	9
Potential New Jobs	110	35	230	107	-53%	110	1	230	987	9
Retained Jobs	0	34	0	210	N/A	119	0	450	1,074	9
Projected Capex	4,000,000	1,900,000	500,000	2,750,000	450%	17,548,314	0	71,038,413	157,934,826	9
DECISIONS BY INDUSTRY										
#Sustainable/Green	0	0	1	0	-100%	0	0	1	1	9
#IT and Intelligence	0	1	1	3	200%	1	0	3	11	9
#Science	1	1	1	0	-100%	1	0	1	7	9
#Traditional/Other	1	1	0	3	N/A	1	0	3	11	9
DECISIONS BY LOCATION										
Eastern	1	1	1	2	100%	1	0	2	6	9
Western	0	0	0	0	N/A	0	0	0	0	9
Southern	0	1	0	1	N/A	0	0	1	3	9
Corridor	1	1	2	3	50%	2	1	4	21	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	253	259	263	255	-3%	257	229	265	N/A	9
AGENCY PARTNERSHIP ISSUES PIPELINE										
DHCD- Housing	0	0	1	1	0%	1	0	1	N/A	9
DHMH- Health	0	0	0	1	N/A	0	0	1	N/A	9
DLLR- Licensing	7	9	8	9	13%	8	7	9	N/A	9
DNR- Natural Resources	1	0	0	0	N/A	1	0	2	N/A	9
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	N/A	9
MDE- Environment	3	2	1	1	0%	2	1	3	N/A	9
MDOT- Transportation	3	3	2	2	0%	3	2	3	N/A	9
MGA- General Assembly	0	0	0	0	N/A	0	0	0	N/A	9
MTES/MTECH- Technology Service	2	2	2	3	50%	2	2	3	N/A	9
SBDC- Small Business	9	10	10	8	-20%	9	8	11	N/A	9
TEDCO- Tech. Dev. Corp.	8	7	8	7	-13%	8	7	8	N/A	9
WIB- Workforce	9	10	10	8	-20%	9	8	12	N/A	9
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	3	3	4	3	-25%	3	2	4	N/A	9
Financing	77	74	80	83	4%	77	40	87	N/A	9
Legislative	0	0	0	0	N/A	0	0	0	N/A	9
Marketing Assistance	31	37	38	36	-5%	36	31	42	N/A	9
Permits	4	4	2	4	100%	3	2	4	N/A	9
Technical	36	32	32	27	-16%	34	27	38	N/A	9
Workforce	59	62	61	56	-8%	59	55	66	N/A	9
Other	43	47	46	46	0%	43	39	47	N/A	9
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	0	0	0	N/A	0	0	2	2	9
DHMH- Health	0	0	0	0	N/A	0	0	2	2	9
DLLR- Licensing	0	0	0	1	N/A	0	0	2	2	9
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	9
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	1	1	9
MDE- Environment	0	0	0	0	N/A	0	0	1	1	9
MDOT- Transportation	0	0	0	0	N/A	0	0	0	0	9
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	9
MTES/MTECH- Technology Service	0	0	1	0	-100%	0	0	1	1	9
SBDC- Small Business	0	0	0	0	N/A	0	0	0	0	9
TEDCO- Tech. Dev. Corp.	0	0	0	2	N/A	1	0	3	3	9
WIB- Workforce	1	0	0	3	N/A	2	0	16	16	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										
#Issues-Total	39	21	87	61	-30%	31	7	87	280	9
New Jobs	163	620	59	822	1293%	201	10	822	1,811	9
Retained Jobs	97	3	36	5	-86%	60	2	250	542	9
Capex	17,400,000	0	0	0	N/A	2,655,556	0	17,400,000	23,900,000	9
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	0	6	3	-50%	1	0	6	10	9
DHMH- Health	0	0	1	0	-100%	0	0	1	1	9
DLLR- Licensing	0	0	5	5	0%	2	0	5	14	9
DNR- Natural Resources	1	0	1	0	-100%	0	0	1	2	9
GOMA- Minority Affairs	0	0	2	0	-100%	0	0	2	2	9
MDE- Environment	0	0	2	1	-50%	0	0	2	3	9
MDOT- Transportation	0	1	4	1	-75%	1	0	4	6	9
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	9
MTES/MTECH- Technology Service	0	0	3	5	67%	1	0	5	8	9
SBDC- Small Business	1	5	8	8	0%	3	0	8	24	9
TEDCO- Tech. Dev. Corp.	0	1	4	5	25%	1	0	5	10	9
WIB- Workforce	1	1	4	1	-75%	1	0	4	11	9
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	0	0	0	1	N/A	0	0	1	1	9
Financing	29	7	32	18	-44%	11	0	32	101	9
Legislative	0	0	0	0	N/A	0	0	0	0	9
Marketing Assistance	1	5	9	5	-44%	5	1	12	44	9
Permits	1	3	7	5	-29%	2	0	7	17	9
Technical	2	2	6	9	50%	2	0	9	21	9
Workforce	2	0	5	5	0%	3	0	5	28	9
Other	4	4	28	18	-36%	8	0	28	68	9
GRANTS PROGRAMS										
PWQ										
#grants	0	2	0	2	N/A	1	0	2	7	9
value	0	14,564	0	20,116	N/A	8,159	0	28,750	73,430	9
SACF										
#grants	0	0	0	0	N/A	0	0	0	0	9

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	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	
Renee Stephens	08-Feb-11	Bloosurf	Worcester	IT and Intelligence			25	
Pamela Hepner	16-Feb-11	Interstate Container	Dorchester	Traditional/Other	100		20	
Tabu Morris	17-Feb-11	Champion Improvements, Inc.	Queen Anne's	Traditional/Other	4	4		
Kisha Wiggins	17-Feb-11	Hawkeye Construction LLC	Baltimore City	Traditional/Other	30	30	10	
Steven Wall	23-Feb-11	Prometheus Co., Inc.	St. Mary's	IT and Intelligence	15	2	0	
Pamela Hepner	25-Feb-11	Danny Auto Body, LLC	Caroline	Traditional/Other	8		4	
Stacy Kubofcik	14-Mar-11	Sierra Nevada Corporation	Washington	IT and Intelligence			105	
Kimberly Mullaney	14-Mar-11	701 Aliceanna Street Capital, LLC	Baltimore City	Traditional/Other			577	
Patricia Stanley	15-Mar-11	Bambeco LLC	Baltimore City	Traditional/Other	7		20	
Kisha Wiggins	17-Mar-11	Netzer Metal Craft, Inc.	Baltimore City	Traditional/Other	36	0	15	
Vickie Swink	17-Mar-11	Beitzel Corporation	Garrett	Traditional/Other	183		8	
Brian Castleberry	22-Mar-11	Spring Valley Laboratories Inc.	Howard	Science	14	0	1	
Stacy Kubofcik	29-Mar-11	Integral Systems, Inc.	Howard	IT and Intelligence			34	

PRIMARY REP	COMPLETION DATE	ACCOUNT	COUNTY	INDUSTRY	EXISTING JOBS	AT RISK JOBS	NEW JOBS	CAPEX
Mindie Burgoyne	31-Mar-11	Warwick Fulfillment Solutions	Dorchester	Traditional/Other	5	5	35	
Patricia Stanley	31-Mar-11	Theranostics Health	Montgomery	Science	10		18	
Patricia Stanley	31-Mar-11	Plasmonix, Inc. (W. Gust)	Baltimore City	Science	4		9	

FY 2011 Job Creation and Retention List - 7/1/2010 through 3/31/2011

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
International Land Systems	Montgomery	17-Aug-10	Information Technology	2	2		Issue To Resolve	Brad Gillenwater	International	Y
Kane 3PL	Howard	17-Aug-10	Warehousing/Distribution	5	0		Issue To Resolve	Brad Gillenwater	International	Y
Metalcraft Inc. (Sea-Fire)	Baltimore City	17-Aug-10	Manufacturing	5			Issue To Resolve	Igor Evseev	International	Y
Steven Drake Associates	Montgomery	17-Aug-10	Consulting	1	0		Issue To Resolve	Ginny Walker	International	Y
Tilt Studios	Baltimore City	17-Aug-10	Consulting	1			Issue To Resolve	Carey Esslinger	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		Issue To Resolve	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
Breacher Boy, LLC	Dorchester	21-Sep-10	Manufacturing	25	0	\$60,000,000	Facility Location	Mindie Burgoyne	Regional Offices	Y
Eliclickon Software Systems	Out of State	21-Sep-10	Manufacturing	2	0	\$0	Facility Location	Carey Esslinger	International	N
Collax 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
Gold Crust	Out of State	04-Nov-10	Manufacturing	75	0	\$9,400,000	Facility Location	Diana Jackson	Business Development	Y
SIMPLEXITY	Prince George's	04-Nov-10	Telecommunications	75	0		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
Cooper Wallace, LLC	Baltimore County	23-Nov-10	Consulting	10			Issue To Resolve	Ginny Walker	International	Y
Electro - Media Design. LTD	Montgomery	23-Nov-10	Information Technology	2			Issue To Resolve	Ginny Walker	International	Y
MarkPap Pacific	Montgomery	23-Nov-10	X- Unknown	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
Tetracore Inc.	Montgomery	23-Nov-10	Biotechnology	10			Issue To Resolve	Ginny Walker	International	Y
BlueWing Environmental	Howard	29-Nov-10	Environmental Technology	2			Issue To Resolve	Ginny Walker	International	Y
Haemo-Sol	Baltimore County	29-Nov-10	X- Unknown	5			Issue To Resolve	Brad Gillenwater	International	Y
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
Baltimore International College	Baltimore City	20-Dec-10	X- Unknown	10			Issue To Resolve	Harry Carroll	Financing	Y
Barber Transportation, Inc.	Baltimore City	20-Dec-10	Transportation	10			Issue To Resolve	Harry Carroll	Financing	Y
Bergman Property, LLC	Washington	20-Dec-10	Health Care Tech & Services	12			Issue To Resolve	Joel McCrea	Financing	Y
Emergent BioSolutions (Gaithersburg, MD)	Montgomery	20-Dec-10	Biotechnology	100	0		Facility Location	Mary DiFerdinando	Financing	Y
George and Maria Protopoulos	Baltimore County	20-Dec-10	Food Services	15			Issue To Resolve	Harry Carroll	Financing	Y
Gold Lasso, Inc.	Montgomery	20-Dec-10	Information Technology	17			Issue To Resolve	Patricia Stanley	Financing	Y
Japan Plus Four, Inc.	Anne Arundel	20-Dec-10	X- Other	0	6		Issue To Resolve	Kisha Wiggins	Financing	Y
Japan Plus Two, Inc.	Baltimore County	20-Dec-10	X- Other	0	6		Issue To Resolve	Kisha Wiggins	Financing	Y
Japan Plus, Inc.	Anne Arundel	20-Dec-10	X- Other	0	6		Issue To Resolve	Gloria Shryock	Financing	Y
Kayden Premier Enterprises Inc.	Baltimore City	20-Dec-10	Construction	10	10		Issue To Resolve	Kisha Wiggins	Financing	Y
Martin Fast Foods of West Virginia, Inc.	Garrett	20-Dec-10	Food Services	16			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
SNS Construction, Inc.	Howard	20-Dec-10	Construction	3	1		Issue To Resolve	Kisha Wiggins	Financing	Y
Trilogy Enterprises, LLC	Washington	20-Dec-10	Health Care Tech & Services	20			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
Warren Brothers Construction, LLC	Prince George's	20-Dec-10	Construction	0	10		Issue To Resolve	Kisha Wiggins	Financing	Y
Zavda Technologies, LLC	Prince George's	20-Dec-10	Information Technology	10	10		Issue To Resolve	Kisha Wiggins	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
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	Y
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
Voluntis	Out of State	02-Feb-11	Health Care Tech & Services		0		Facility Location	Carey Esslinger	International	N
Bloosurf	Worcester	08-Feb-11	Information Technology	25			Issue To Resolve	Renee Stephens	Regional Offices	Y
Interstate Container	Dorchester	16-Feb-11	Manufacturing	20			Issue To Resolve	Pamela Hepner	Financing	Y
Savwatt USA, Inc.	Baltimore County	16-Feb-11	Energy- R&D, Dev., Prod.	170	0	\$500,000	Facility Location	David Karol	Business Development	Y
Champion Improvements, Inc.	Queen Anne's	17-Feb-11	Construction		4		Issue To Resolve	Tabu Morris	Financing	Y
Hawkeye Construction LLC	Baltimore City	17-Feb-11	Construction	10	30		Issue To Resolve	Kisha Wiggins	Financing	Y
Northrop Grumman Technical Services, Inc.	Somerset	17-Feb-11	Aerospace	50			Facility Location	Pamela Hepner	Financing	Y
Prometheus Co., Inc.	St. Mary's	23-Feb-11	Information Technology	0	2		Issue To Resolve	Steven Wall	Regional Offices	N
Danny Auto Body, LLC	Caroline	25-Feb-11	X- Other	4			Issue To Resolve	Pamela Hepner	Financing	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
AirSpace Lounge	Out of State	03-Mar-11	Food Services	60	0		Facility Location	Jerry Sanford	Business Development	N
Dynamark Security Centers	Washington	03-Mar-11	Information Technology	35	0	\$1,500,000	Facility Location	Patrick Barnes	Business Development	Y
Sierra Nevada Corporation	Washington	14-Mar-11	Aerospace	105			Issue To Resolve	Stacy Kubofcik	Financing	Y
701 Aliceanna Street Capital, LLC	Baltimore City	14-Mar-11	Finance, Insurance, Real Est.	577			Issue To Resolve	Kimberly Mullaney	Financing	Y
Bambeco LLC	Baltimore City	15-Mar-11	Retail Trade	20			Issue To Resolve	Patricia Stanley	Financing	Y
Beitzel Corporation	Garrett	17-Mar-11	Manufacturing	8			Issue To Resolve	Vickie Swink	Regional Offices	Y
Netzer Metal Craft, Inc.	Baltimore City	17-Mar-11	Manufacturing	15	0		Issue To Resolve	Kisha Wiggins	Financing	Y
Scrapbook by the Bay	Somerset	21-Mar-11	Retail Trade	1			Facility Location	Renee Stephens	Regional Offices	N
Crab Place, The (VA)	Out of State	21-Mar-11	Food Services	11			Facility Location	Renee Stephens	Regional Offices	N
Spring Valley Laboratories Inc.	Howard	22-Mar-11	Biotechnology	1	0		Issue To Resolve	Brian Castleberry	Business Development	N
Integral Systems, Inc.	Howard	29-Mar-11	Information Technology	34			Issue To Resolve	Stacy Kubofcik	Financing	Y
Radio One	Prince George's	30-Mar-11	Telecommunications	0	210	\$1,250,000	Facility Location	Jayson Knott	Business Development	N
Plasmonix, Inc. (W. Gust)	Baltimore City	31-Mar-11	Biotechnology	9			Issue To Resolve	Patricia Stanley	Financing	Y
Theranostics Health	Montgomery	31-Mar-11	Biotechnology	18			Issue To Resolve	Patricia Stanley	Financing	Y
Warwick Fulfillment Solutions	Dorchester	31-Mar-11	Warehousing/Distribution	35	5		Issue To Resolve	Mindie Burgoyne	Regional Offices	N
TOTALS				2,798	1,616					
GRAND TOTAL					4,414					



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY					GOALS	
	Dec-10	Jan-11	Feb-11	Mar-11	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
FDI Engagements	128	18	19	129	579%	51	1	129	462	9	400	116%
FDI Prospect Visits	2	8	2	0	-100%	3	0	8	24	9	40	60%
Trade Shows and Marketing Events	19	0	47	3	-94%	9	0	47	84	9	35	240%
ExportMD Grants Approved (Quarterly)	0	0	0	0	N/A	2	0	11	19	9	20	95%
Export Actions and Foreign Office Work Orders	7	8	2	6	200%	8	2	15	75	9	100	75%



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	Average	FISCAL YEAR 2011 SUMMARY				GOALS	
	Dec-10	Jan-11	Feb-11	Mar-11			Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS												
Trade Shows and Marketing Events	19	0	47	3	-94%	9	0	47	84	9	N/A	N/A
New Leads from Trade Shows and Mktg Evts*	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
New Leads from Foreign Offices*	0	6	1	0	-100%	1	0	6	7	9	N/A	N/A
NEW LEADS BY INDIVIDUAL FOREIGN OFFICE												
-Budgeted Offices												
China	0	2	0	0	N/A	0	0	2	3	9	N/A	N/A
France	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Israel	0	4	0	0	N/A	0	0	4	4	9	N/A	N/A
-Contingency Offices												
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
India	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Russia	0	0	0	0	N/A	0	0	0	0	4	N/A	N/A
South Korea	0	0	1	0	-100%	0	0	1	1	9	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Vietnam	0	0	0	0	N/A	0	0	0	0	4	N/A	N/A
FDI ENGAGEMENTS BY BUDGETED FOREIGN OFFICES												
China	0	0	0	0	N/A	1	0	3	7	9	N/A	N/A
France	3	3	3	9	200%	9	0	31	77	9	N/A	N/A
Israel	0	0	0	0	N/A	1	0	2	5	9	N/A	N/A
EXPORT ASSISTANCE (COMPLETED)												
ExportMD Grants Approved (Quarterly)	0	0	0	0	N/A	2	0	11	19	9	N/A	N/A
Export Actions	6	8	1	5	400%	5	1	13	49	9	N/A	N/A
Foreign Office Work Orders	1	0	1	1	0%	3	0	12	26	9	N/A	N/A

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



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	1	0	0	2	N/A	1	0	2	8	9
Value (\$)	\$10,000	\$0	\$0	\$150,000	N/A	115,833	0	550,000	1,042,500	9
Jobs (New & At Risk Jobs) Total	15	0	0	75	N/A	38	0	150	345	9
CAPEX	\$15,000	\$0	\$0	\$1,303,000	N/A	6,573,984	0	32,147,854	59,165,854	9
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
CDBG										
# of Approved Transactions	0	0	0	1	N/A	0	0	1	1	9
Value (\$)	\$0	\$0	\$0	\$500,000	N/A	55,556	0	500,000	500,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	60	N/A	7	0	60	60	9
CAPEX	\$0	\$0	\$0	\$1,552,700	N/A	172,522	0	1,552,700	1,552,700	9
MIDFA										
# of Approved Transactions	3	1	1	2	100%	2	0	4	15	9
Value (\$)	\$214,526	\$37,500	\$50,000	\$266,500	433%	421,406	0	2,600,000	3,792,652	9
Jobs (New & At Risk Jobs) Total	581	12	11	13	18%	136	0	581	1,221	9
CAPEX	\$193,086,575	\$75,000	\$200,000	\$1,782,000	791%	25,777,675	0	193,086,575	231,999,077	9
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	1	0	0	2	N/A	0	0	2	4	9
Value (\$)	\$800	\$0	\$0	\$300,000	N/A	50,089	0	300,000	450,800	9
Jobs (New & At Risk Jobs) Total	0	0	0	28	N/A	5	0	28	44	9
CAPEX	\$800	\$0	\$0	\$3,150,000	N/A	416,756	0	3,150,000	3,750,800	9
MSBDFA EPIP										
# of Approved Transactions	0	0	2	0	-100%	0	0	2	4	9
Value (\$)	\$0	\$0	\$455,000	\$0	-100%	70,556	0	455,000	635,000	9
Jobs (New & At Risk Jobs) Total	0	0	14	0	-100%	3	0	14	25	9
CAPEX	\$0	\$0	\$455,000	\$0	-100%	75,000	0	455,000	675,000	9
MSBDFA Contract Finance										
# of Approved Transactions	2	0	0	1	N/A	1	0	2	7	9
Value (\$)	\$400,000	\$0	\$0	\$50,000	N/A	116,667	0	450,000	1,050,000	9
Jobs (New & At Risk Jobs) Total	48	0	0	10	N/A	12	0	48	110	9
CAPEX	\$400,000	\$0	\$0	\$50,000	N/A	150,000	0	850,000	1,350,000	9
MSBDFA Guarantee & Surety										
# of Approved Transactions	1	1	0	1	N/A	1	0	4	10	9
Value (\$)	\$34,000	\$125,000	\$0	\$115,000	N/A	182,279	0	926,512	1,640,512	9
Jobs (New & At Risk Jobs) Total	4	10	0	5	N/A	11	0	53	98	9
CAPEX	\$993,000	\$250,000	\$0	\$230,000	N/A	561,000	0	2,176,000	5,049,000	9
Military Reservist Loan Fund										
# of Approved Transactions	0	0	0	2	N/A	0	0	2	2	9
Value (\$)	\$0	\$0	\$0	\$60,000	N/A	6,667	0	60,000	60,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	10	N/A	1	0	10	10	9
CAPEX	\$0	\$0	\$0	\$91,000	N/A	10,111	0	91,000	91,000	9



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved (\$)	\$659,326	\$162,500	\$505,000	\$1,441,500	185%	1,019,052	162,500	3,650,000	9,171,464	9
Allegany	N/A	N/A	N/A	\$0	N/A	1,410,000	0	2,820,000	2,820,000	2
Anne Arundel	N/A	N/A	N/A	\$115,000	N/A	115,000	115,000	115,000	115,000	1
Baltimore City	\$410,000	N/A	\$400,000	\$275,000	-31%	364,609	50,000	747,262	2,552,262	7
Baltimore County	\$37,500	N/A	N/A	\$0	N/A	39,167	0	80,000	117,500	3
Calvert	N/A	N/A	N/A	\$35,000	N/A	35,000	35,000	35,000	35,000	1
Caroline	N/A	\$37,500	N/A	\$0	N/A	18,750	0	37,500	37,500	2
Carroll	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Cecil	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Charles	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Dorchester	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Frederick	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Garrett	N/A	N/A	N/A	\$291,500	N/A	239,500	187,500	291,500	479,000	2
Harford	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Howard	N/A	N/A	N/A	\$0	N/A	188,000	0	314,000	564,000	3
Kent	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Montgomery	N/A	N/A	N/A	\$150,000	N/A	150,000	150,000	150,000	150,000	1
Prince George's	\$34,800	\$125,000	N/A	\$75,000	N/A	175,686	34,800	612,500	1,229,800	7
Queen Anne's	N/A	N/A	\$105,000	\$500,000	376%	302,500	105,000	500,000	605,000	2
Somerset	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
St. Mary's	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Talbot	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Washington	\$177,026	N/A	N/A	\$0	N/A	116,601	0	177,026	466,402	4
Wicomico	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Worcester	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Multiple Jurisdictions	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPROGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	0	3	4	1	-75%	1	0	4	10	9
Value (\$)	\$0	\$435,000	\$2,162,500	\$10,000	-100%	456,389	0	2,162,500	4,107,500	9
Jobs (New & At Risk Jobs) Total	0	0	0	15	N/A	470	0	3,800	4,231	9
CAPEX	\$0	\$32,330,000	\$55,704,310	\$15,000	-100%	31,005,479	0	185,000,000	279,049,310	9
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
MIDFA										
# of Settled Transactions	1	0	0	0	N/A	1	0	3	5	9
Value (\$)	\$47,250	\$0	\$0	\$0	N/A	47,125	0	237,500	424,126	9
Jobs (New & At Risk Jobs) Total	106	0	0	0	N/A	23	0	106	208	9
CAPEX	\$105,000	\$0	\$0	\$0	N/A	220,611	0	1,084,000	1,985,502	9
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	0	0	0	0	N/A	0	0	2	4	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	55,556	0	250,000	500,000	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	15	0	93	134	9
CAPEX	\$0	\$0	\$0	\$0	N/A	361,111	0	1,400,000	3,250,000	9
MSBDFA EPIP										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	9
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	9
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
MSBDFA Contract Finance										
# of Settled Transactions	0	1	0	1	N/A	0	0	1	2	9
Value (\$)	\$0	\$200,000	\$0	\$100,000	N/A	33,333	0	200,000	300,000	9
Jobs (New & At Risk Jobs) Total	0	10	0	4	N/A	2	0	10	14	9
CAPEX	\$0	\$600,000	\$0	\$350,000	N/A	105,556	0	600,000	950,000	9
MSBDFA Guarantee & Surety										
# of Settled Transactions	0	1	0	1	N/A	1	0	3	6	9
Value (\$)	\$0	\$400,000	\$0	\$250,000	N/A	581,438	0	3,333,500	5,232,940	9
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	2	0	18	18	9
CAPEX	\$0	\$0	\$0	\$0	N/A	1,475,000	0	6,775,000	13,275,000	9
Military Reservist Loan Fund										
# of Settled Transactions	0	0	1	0	-100%	0	0	1	2	9
Value (\$)	\$0	\$0	\$50,000	\$0	-100%	11,111	0	50,000	100,000	9
Jobs (New & At Risk Jobs) Total	0	0	20	0	-100%	3	0	20	26	9
CAPEX	\$0	\$0	\$50,000	\$0	-100%	12,500	0	50,000	100,000	8



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled (\$)	\$47,250	\$1,035,000	\$2,212,500	\$360,000	-84%	1,184,952	0	4,622,876	10,664,566	9
Allegany	N/A	\$300,000	N/A	\$0	N/A	150,000	0	300,000	300,000	2
Anne Arundel	N/A	N/A	\$300,000	\$0	-100%	437,933	0	1,013,800	1,313,800	3
Baltimore City	\$47,250	\$120,000	\$300,000	\$10,000	-97%	143,627	10,000	300,000	1,005,390	7
Baltimore County	N/A	N/A	N/A	\$250,000	N/A	625,000	250,000	1,000,000	1,250,000	2
Calvert	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Caroline	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Carroll	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Cecil	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Charles	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Dorchester	N/A	\$15,000	N/A	\$0	N/A	7,500	0	15,000	15,000	2
Frederick	N/A	N/A	N/A	\$0	N/A	250,000	0	500,000	500,000	2
Garrett	N/A	N/A	\$1,500,000	\$0	-100%	750,000	0	1,500,000	1,500,000	2
Harford	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Howard	N/A	N/A	\$50,000	\$100,000	100%	75,000	50,000	100,000	150,000	2
Kent	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Montgomery	N/A	N/A	N/A	\$0	N/A	66,667	0	100,000	200,000	3
Prince George's	N/A	\$600,000	\$62,500	\$0	-100%	715,167	0	3,333,500	4,291,000	6
Queen Anne's	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Somerset	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
St. Mary's	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Talbot	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Washington	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Wicomico	N/A	N/A	N/A	\$0	N/A	69,688	0	139,376	139,376	2
Worcester	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1
Multiple Jurisdictions	N/A	N/A	N/A	\$0	N/A	0	0	0	0	1



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach Activities	28	32	50	38	-24%	39	19	64	355	9
Technical Assistance	16	43	35	24	-31%	27	13	43	240	9
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	77,263	99,657	96,271	129,767	35%	117,180	77,263	183,819	1,054,620	9
Consumer e-newsletter distribution	43,455	43,116	42,958	42,715	-1%	41,701	38,313	43,455	375,311	9
Industry partner e-newsletter distribution	8,507	8,536	8,614	8,730	1%	8,496	8,337	8,730	76,465	9
Internet Requests	995	2,721	2,497	1,537	-38%	1,955	982	3,849	17,597	9
Internet Clicks- OTD web site ads	14,858	19,488	17,818	25,409	43%	20,813	7,205	49,527	187,319	9
ADVERTISING GENERATED INQUIRIES										
Print Advertising Calls	109	70	550	N/A	N/A	173	62	550	1,385	8
Consumer Labels	654	1,566	1,318	2,226	69%	1,350	654	2,226	12,152	9
TV and Radio Advertising Calls	75	33	336	N/A	N/A	185	33	336	1,480	8
OTD 800 Number	38	33	171	N/A	N/A	69	31	171	552	8
VISITATION										
Welcome Center Visitation	12,885	12,164	13,641	17,459	28%	17,807	12,164	26,204	160,264	9
Lodging-Room Demand-Maryland*	6.0%	N/A	N/A	N/A	N/A	N/A	6.0	10.4	N/A	6
Lodging-Room Demand-US*	6.6%	N/A	N/A	N/A	N/A	N/A	6.6	10.5	N/A	6
Lodging-Room Revenue-Maryland*	8.3%	N/A	N/A	N/A	N/A	N/A	8.3	12.8	N/A	6
Lodging-Room Revenue-US*	8.6%	N/A	N/A	N/A	N/A	N/A	8.6	13.3	N/A	6
Amtrak: Non-commuter arrivals	71,600	59,100	59,900	74,300	24%	70,633	59,100	81,300	635,700	9
BWI Domestic Passenger Arrivals	837,988	745,115	682,154	N/A	N/A	881,877	682,154	1,047,926	7,055,013	8
International Arrivals	22,398	22,331	18,417	N/A	N/A	22,744	18,417	26,371	181,954	8
Total Passengers to BWI	860,386	767,446	700,571	N/A	N/A	904,621	700,571	1,074,297	7,236,967	8
* Percent change (year-over-year)										



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
Tourism-related Sales Taxes Total Receipts										
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 25,105,287	\$ 20,362,239	\$ 21,920,812	N/A	N/A	23,590,741	20,362,239	25,669,038	188,725,931	8
Hotels, Motels Selling Food (w/ BWL*)	\$ 2,693,098	\$ 1,887,820	\$ 2,224,340	N/A	N/A	3,238,743	1,887,820	4,323,557	25,909,940	8
Restaurants and Nite Clubs (w/ BWL*)	\$ 17,130,537	\$ 14,529,675	\$ 16,154,438	N/A	N/A	16,765,661	14,476,089	19,073,550	134,125,285	8
General Merchandise	\$ 19,130,399	\$ 9,548,949	\$ 10,182,653	N/A	N/A	11,661,689	9,345,677	19,130,399	93,293,515	8
Automobile, Bus and Truck Rentals	\$ 4,892,563	\$ 4,386,854	\$ 4,287,022	N/A	N/A	4,605,814	4,007,829	5,347,376	36,846,510	8
Airlines-Commercial	\$ 24,150	\$ 18,336	\$ 13,480	N/A	N/A	18,591	8,831	27,003	148,724	8
Hotels, Motels, Apartments, Cottages	\$ 5,165,532	\$ 4,323,396	\$ 4,780,687	N/A	N/A	6,764,423	4,323,396	10,098,231	54,115,387	8
Recreation and Amusement Places	\$ 515,788	\$ 371,371	\$ 415,658	N/A	N/A	456,337	291,536	589,549	3,650,698	8

*Beer, wine and liquor license

Tourism Tax Increments										
Restaurants, Lunchrooms, Deli (w/o BWL*)	8,368,429	6,787,413	7,306,937	N/A	N/A	7,863,580	6,787,413	8,556,346	62,908,643	8
Hotels, Motels Selling Food (w/ BWL*)	2,693,098	1,887,820	2,224,340	N/A	N/A	3,238,743	1,887,820	4,323,557	25,909,940	8
Restaurants and Nite Clubs (w/ BWL*)	5,710,179	4,843,225	5,384,813	N/A	N/A	5,588,554	4,825,363	6,357,850	44,708,429	8
General Merchandise	956,520	477,447	509,133	N/A	N/A	583,084	467,284	956,520	4,664,675	8
Automobile, Bus and Truck Rentals	4,403,307	3,948,169	3,858,319	N/A	N/A	4,145,233	3,607,046	4,812,639	33,161,860	8
Airlines-Commercial	12,075	9,168	6,740	N/A	N/A	9,295	4,416	13,502	74,362	8
Hotels, Motels, Apartments, Cottages	5,165,532	4,323,396	4,780,687	N/A	N/A	6,764,423	4,323,396	10,098,231	54,115,387	8
Recreation and Amusement Places	257,894	185,685	207,829	N/A	N/A	228,169	145,768	294,774	1,825,348	8

*Beer, wine and liquor license



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
Total Jobs (not seasonally adjusted, last two months preliminary)										
Arts, entertainment, and recreation										
Maryland	30,900	28,700	29,100	N/A	N/A	35,275	28,700	43,400	N/A	8
United States	1,735,700	1,652,800	1,690,800	1,738,900	3%	1,873,467	1,652,800	2,235,100	N/A	9
Accommodation										
Maryland	21,400	20,700	20,500	N/A	N/A	23,000	20,500	25,900	N/A	8
United States	1,701,900	1,678,000	1,689,500	1,715,200	2%	1,765,411	1,678,000	1,916,800	N/A	9
Food Services and Drinking Places										
Maryland	166,600	158,900	159,700	N/A	N/A	169,800	158,900	179,600	N/A	8
United States	9,311,000	9,068,000	9,150,800	9,319,700	2%	9,356,511	9,068,000	9,571,600	N/A	9



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	6,909	8,296	7,330	8,583	17%	7,959	6,909	8,929	71,631	9
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	2	0	3	2	-33%	1	0	3	N/A (Note)	9
Estimated Direct Expenditures (\$)	\$0	\$0	\$1,077,333	\$0	-100%	119,704	0	1,077,333	1,077,333	9
Film Days (Film)	0	0	38	0	-100%	4	0	38	38	9
Television										
Number of Productions (Television)	1	1	1	1	0%	0	0	1	N/A (Note)	9
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	9
Film Days (Television)	0	0	0	0	N/A	0	0	0	0	9
Other										
Number of Productions (Other)	2	3	6	3	-50%	3	0	6	29	9
Estimated Direct Expenditures (\$)	\$2,415,000	\$170,000	\$1,172,250	\$48,000	-96%	958,231	0	3,665,654	8,624,079	9

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

MARYLAND STATE ARTS COUNCIL

Unique Web Users- MSAC Web Site	7,550	10,778	9,649	9,610	0%	9,219	7,550	10,778	82,969	9
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	FY06	FY07	FY08	FY09	FY10	FY11
GRANTS to Organizations						
Number	313	323	354	330	327	240
Total Value (\$)	\$7,401,406	\$9,945,616	\$10,637,893	\$9,713,937	\$9,421,443	\$8,895,879
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	93
Total Value (\$)	N/A	N/A	N/A	\$251,000	\$247,000	\$246,000



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
\$ value of media coverage in-state (Proactive)	46,967	56,700	80,451	20,884	-74%	52,598	20,884	80,639	473,383	9
\$ value of media coverage national/trade	63,554	67,600	426,356	39,373	-91%	86,761	8,339	426,356	780,847	9
# of publication DBED mentioned-positive	44	87	385	149	-61%	101	26	385	912	9
# of media assists (Inclusion) DBED (Reactive)	21	24	27	21	-22%	20	8	27	180	9
# of proactive stories	42	67	385	135	-65%	98	15	385	881	9
INTERACTIVE / WEB										
CHOOSEMARYLAND										
Total visits	72,730	79,944	64,673	85,526	32%	73,802	50,467	85,526	664,220	9
Unique website visitors	34,953	36,333	28,746	36,335	26%	34,306	20,357	39,843	308,751	9
Time spent on site	3	3	4	3	-25%	4	3	10	4	9
Page views per person	3.5	3.0	4.1	4.1	0%	5.8	3.0	8.2	5.8	9
Total database contacts	16,490	16,857	18,558	22,952	24%	15,920	12,271	22,952	22,952	9
TWITTER										
Number of tweets	149	126	215	209	-3%	157	116	215	1,409	9
Number of followers	95	72	150	140	-7%	95	35	150	859	9
FACEBOOK										
Number of new fans	70	111	100	120	20%	106	47	154	953	9
YOUTUBE										
Number of videos watched	413	599	527	393	-25%	377	209	599	3,396	9
BLOG VISITORS										
CyberMaryland Blog	369	438	664	722	9%	527	319	833	4,740	9
Call To Action - website feedback										
Number of comments	33	26	18	20	11%	21	13	33	187	9
Number of sign-ups for Pulses	32	0	0	0	N/A	22	0	91	194	9
Number of joins	32	35	15	25	67%	29	10	91	231	8
Mdbiz Media										
Number of Posts (stories, videos, interviews, etc.)	0	0	13	22	69%	4	0	22	35	9
Number of Hits (visitors who read, watched or listened)	0	0	1,143	2,262	98%	378	0	2,262	3,405	9
OUTREACH- OFFICE OF THE SECRETARY										
# of Events	5	4	9	14	56%	11	4	20	97	9
# of People Reached/Attendees	1,120	390	934	2,270	143%	1,443	390	3,435	12,985	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
CREATIVE SERVICES AND EVENTS										
TRADESHOWS / EXHIBITIONS										
# of Events	3	0	0	2	N/A	2	0	8	22	9
# of Attendees	550	0	0	14,000	N/A	3,222	0	14,000	29,000	9
ADVERTISING										
# of advertising impressions	1,611,000	1,011,000	1,052,000	5,304,000	404%	1,536,802	12,500	5,304,000	13,831,220	9
# of placements	14	11	0	9	N/A	14	0	40	122	9
GRAPHICS										
# of Business Information Projects	14	21	18	23	28%	17	11	23	157	9
\$ value of Creative Projects	33,485	68,740	45,050	27,620	-39%	33,772	12,510	68,740	303,950	9
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	25	12	13	25	92%	19	12	27	173	9
External Communications Requests	10	12	13	17	31%	11	8	17	100	9
Economic Impact Analyses*	1	1	3	2	-33%	2	0	8	20	9
Partnerships*	2	1	5	3	-40%	3	1	6	25	9
<i>*EIA are projects we do; and partnerships are interaction w/partners not providing a product.</i>										
LEVERAGE DOLLARS										
\$ value of partner contributions	10,000	0	0	167,200	N/A	23,150	0	167,200	185,200	8
MEDIA VALUE										
- Cost	\$ -	\$ 10,400	\$ 8,799	\$ 91,355	938%	\$ 31,300	\$ -	\$ 109,045	\$ 281,699	9
- Leveraged Dollars	\$ -	\$ 67,800	\$ 8,300	\$ 47,360	471%	\$ 36,324	\$ -	\$ 78,060	\$ 326,920	9
- Total Value	\$ -	\$ 78,200	\$ 17,099	\$ 138,715	711%	\$ 67,624	\$ -	\$ 187,105	\$ 608,619	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
BIOENTREPRENEUR RESOURCE PROGRAM										
COMPANIES RECEIVING ASSISTANCE										
-Baltimore	4	5	6	2	-67%	7	2	19	65	9
-Rockville	7	4	10	7	-30%	8	1	22	69	9
-MBC Visits to Companies	0	3	0	6	N/A	2	0	7	22	9
Total	11	12	16	15	-6%	17	4	36	156	9
TECHNICAL ASSISTANCE SERVICES PROVIDED										
-Business Plan Development	1	3	0	5	N/A	2	0	5	21	9
-Grant Programs (MBC, TEDCO, MIPS)	0	0	0	3	N/A	1	0	3	5	9
-Financing	0	0	2	0	-100%	0	0	2	3	9
-Training Programs (PWQ, ActiVate)	0	0	0	0	N/A	0	0	0	0	9
DATABASE USE										
-Number of Companies	9	9	13	7	-46%	12	1	31	105	9
-Number of Individuals	11	13	15	9	-40%	13	1	31	115	9
-Number of Downloads (DataMonitor)	27	23	99	120	21%	67	23	120	599	9
-Value (DataMonitor)	\$ 126,902.00	\$ 122,485.00	\$ 283,817.00	278,231	-2%	\$ 244,131	\$ 122,485	\$ 430,026	\$ 2,197,178	9
-Cost (DataMonitor)	\$ 2,042.00	\$ 2,042.00	\$ 2,042.00	2,042	0%	\$ 2,042	\$ 2,042	\$ 2,042	\$ 18,378	9
COMPANIES IN THE MBC BIODIRECTORY										
Venture Valuation Database	627	627	627	640	2%	628	620	640	4,395	7
Contacts - Card Exchange	364	32	92	129	40%	129	32	364	1,161	9
BIOTECHNOLOGY DEVELOPMENT PROGRAM										
BIOTECHNOLOGY COMMERCIALIZATION AWARDS										
Number of Applicants	0	0	0	0	N/A	2	0	20	20	9
Companies/Organizations Receiving Awards	4	0	0	0	N/A	0	0	4	4	9
Value	\$ 800,000	\$ -	\$ -	\$ -	N/A	\$ 88,889	\$ -	\$ 800,000	\$ 800,000	9
Private/Public \$ Leveraged	\$ 2,094,977	\$ -	\$ -	\$ -	N/A	\$ 232,775	\$ -	\$ 2,094,977	\$ 2,094,977	9
BIOTECHNOLOGY TRANSLATIONAL RESEARCH AWARDS										
Number of Applicants	0	0	0	0	N/A	2	0	18	20	9
Companies/Organizations Receiving Awards	4	0	0	0	N/A	0	0	4	4	9
Value	\$ 794,205	\$ -	\$ -	\$ -	N/A	\$ 88,245	\$ -	\$ 794,205	\$ 794,205	9
Private/Public \$ Leveraged	\$ 750,000	\$ -	\$ -	\$ -	N/A	\$ 83,333	\$ -	\$ 750,000	\$ 750,000	9
INSTITUTIONAL SHARED RESOURCE FACILITY AWARDS										
Number of Applicants	0	0	0	0	N/A	0	0	1	1	9
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	0	0	9
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	9
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	9
FINANCING PROGRAMS										
BIOTECH TAX CREDIT*										
-Companies Benefitting	5	0	3	3	0%	4	0	17	38	9
-Investors Applying	6	6	5	5	0%	29	5	166	264	9
-Investors Receiving	24	0	6	6	0%	22	0	124	197	9
-Value	\$ 1,237,500	\$ -	\$ 166,000	\$ 550,000	231%	\$ 1,251,601	\$ -	\$ 8,060,906	\$ 11,264,406	9
-Leveraged Investment	\$ 2,475,000	\$ -	\$ 727,000	\$ 1,100,000	51%	\$ 2,714,850	\$ -	\$ 17,631,646	\$ 24,433,646	9
MARKETING AND OUTREACH ACTIVITY										
WEBSITE ANALYTICS										
-Visits	6,478	7,695	6,978	7,938	14%	7,498	6,478	8,471	59,984	8



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
-Unique Visitors	4,643	5,311	4,858	5,477	13%	5,168	4,643	5,818	41,344	8
-Page Views	11,599	12,902	11,577	13,754	19%	13,599	11,577	16,552	108,789	8
-Pages Per Visit	1	2	2	2	4%	1	1	2	10	8
-Average Time on Site (minutes)	0:01:42	0:01:40	0:01:40	0:01:44	4%	0:01:52	0:01:40	0:02:09	0:14:52	8
MARKETING^										
MBC Events - Lead	0	0	2	5	150%	1	0	5	7	9
-Number of Participants	0	0	340	250	-26%	66	0	340	590	9
MBC Speaking Engagements	3	1	0	2	N/A	1	0	3	10	9
-Number of Participants	175	65	0	35	N/A	54	0	215	490	9
Trade Show Participation	0	0	0	0	N/A	0	0	1	1	9
-Number of Participants	0	0	0	0	N/A	42	0	375	375	9
Center Sponsored Events	0	0	1	2	100%	1	0	2	7	9
-Number of Participants	0	0	300	200	-33%	162	0	635	1,460	9
WORKFORCE DEVELOPMENT ACTIVITY										
INTERNSHIP PLACEMENT GRANTS										
-Companies Applying	0	0	0	0	N/A	0	0	1	1	9
-Companies Received Internship Grants	0	0	0	0	N/A	0	0	1	1	9
-Number of Interns Employed	0	0	0	0	N/A	0	0	4	4	9
-Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 278	\$ -	\$ 2,500	\$ 2,500	9

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

^Please note that Number of Participants may overlap (e.g., the same person may be counted for a MBC led event and a Center Sponsored Event).



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	2,979	2,976	2,974	N/A	N/A	2,978	2,974	2,979	N/A	8
United States	153,690	153,186	153,246	N/A	N/A	153,738	153,186	154,124	N/A	8
EMPLOYMENT (thousands)										
Maryland	2,760	2,761	2,764	N/A	N/A	2,760	2,758	2,764	N/A	8
United States	139,206	139,323	139,573	N/A	N/A	139,216	138,909	139,573	N/A	8
UNEMPLOYMENT RATE (%)										
Maryland	7.4%	7.2%	7.1%	N/A	N/A	7.3%	7.1%	7.4%	N/A	8
United States	9.4%	9.0%	8.9%	N/A	N/A	9.4%	8.9%	9.8%	N/A	8
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	27,942	28,782	27,106	N/A	N/A	30,047	27,106	32,872	N/A	8
United States	1,791,954	1,813,535	1,654,816	N/A	N/A	1,884,085	1,654,816	2,096,120	N/A	8
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	9,613	8,023	7,848	N/A	N/A	8,576	7,848	9,613	68,611	8
BWI Commercial Passengers (Millions)	1,741,208	1,521,935	1,404,820	N/A	N/A	1,812,726	1,404,820	2,170,517	14,501,805	8
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	116	NA	NA	N/A	N/A	110	97	124	659	6
Electric Meters Installed, Residential Maryland	581	NA	NA	N/A	N/A	544	428	724	3,262	6
Electricity Sales, Commercial (Millions of MWh) Maryland	1,617,935	NA	NA	N/A	N/A	1,602,901	1,379,099	1,866,529	9,617,403	6
Electricity Sales, Residential (Millions of MWh) Maryland	1,398,457	NA	NA	N/A	N/A	1,181,574	842,663	1,522,141	7,089,442	6
HOME SALES (# units)										
Maryland	4,169	3,119	3,173	N/A	N/A	3,808	3,119	4,337	30,465	8
United States	404	285	293	N/A	N/A	360	285	414	2,879	8
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	599	752	674	N/A	N/A	815	599	1,265	6,519	8
United States	46,701	35,985	37,232	N/A	N/A	44,289	35,985	53,191	354,309	8
AUTOMOBILE SALES (# units)										
Maryland	21,075	22,239	18,863	N/A	N/A	21,987	18,863	24,520	175,899	8
United States (in Thousands)	1,059	1,070	1,139	N/A	N/A	1,036	971	1,139	8,286	8



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,513	2,508	2,516	N/A	N/A	2,516	2,508	2,519	N/A	8
United States	130,260	130,323	130,515	N/A	N/A	130,109	129,844	130,515	N/A	8
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	143	142	143	N/A	N/A	143	142	144	N/A	8
United States	6,232	6,214	6,251	N/A	N/A	6,234	6,211	6,251	N/A	8
MANUFACTURING										
Maryland	113	113	113	N/A	N/A	114	113	115	N/A	8
United States	11,565	11,618	11,651	N/A	N/A	11,575	11,539	11,651	N/A	8
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	440	443	442	N/A	N/A	440	438	443	N/A	8
United States	24,746	24,740	24,767	N/A	N/A	24,681	24,601	24,767	N/A	8
INFORMATION										
Maryland	44	42	42	N/A	N/A	43	42	44	N/A	8
United States	2,694	2,685	2,685	N/A	N/A	2,697	2,685	2,711	N/A	8
FINANCIAL ACTIVITIES										
Maryland	142	141	141	N/A	N/A	142	141	143	N/A	8
United States	7,617	7,605	7,608	N/A	N/A	7,614	7,605	7,618	N/A	8
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	389	389	392	N/A	N/A	388	386	392	N/A	8
United States	16,902	16,937	16,984	N/A	N/A	16,817	16,681	16,984	N/A	8
EDUCATION AND HEALTH SERVICES										
Maryland	404	401	401	N/A	N/A	402	401	404	N/A	8
United States	19,760	19,784	19,824	N/A	N/A	19,701	19,571	19,824	N/A	8
LEISURE AND HOSPITALITY										
Maryland	227	226	227	N/A	N/A	229	226	231	N/A	8
United States	13,074	13,071	13,092	N/A	N/A	13,067	13,013	13,103	N/A	8
OTHER SERVICES										
Maryland	115	115	115	N/A	N/A	115	115	116	N/A	8
United States	5,418	5,422	5,436	N/A	N/A	5,404	5,362	5,436	N/A	8
GOVERNMENT										
Maryland	498	496	501	N/A	N/A	500	496	503	N/A	8
United States	22,252	22,247	22,217	N/A	N/A	22,319	22,217	22,581	N/A	8
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	41.3	41.2	41.1	N/A	N/A	41	40	41	N/A	8
United States	41.8	40.8	40.9	N/A	N/A	41	41	42	N/A	8
AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)										
Maryland	842.1	820.3	806.0	N/A	N/A	820	804	842	N/A	8
United States	788.3	774.0	775.5	N/A	N/A	774	757	788	N/A	8



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	22	20	25	37	48%	27	20	37	245	9
New Locations	4	2	4	3	-25%	4	1	6	35	9
Expansions	18	18	21	34	62%	23	18	34	210	9
Total Capital Investment (Millions)	132	314	740	82	-89%	364	36	1,417	3,275	9
Total New Jobs	329	1,920	494	1,691	242%	832	298	1,920	7,485	9
NEW JOBS BY COUNTY										
Allegany	0	0	0	40	N/A	7	0	40	60	9
Anne Arundel	0	14	40	155	288%	93	0	510	837	9
Baltimore City	69	105	114	35	-69%	77	0	315	690	9
Baltimore County	0	0	0	114	N/A	53	0	200	474	9
Calvert	0	0	0	0	N/A	0	0	0	0	9
Caroline	0	0	0	0	N/A	0	0	0	0	9
Carroll	0	0	0	0	N/A	0	0	0	0	9
Cecil	60	0	0	0	N/A	7	0	60	60	9
Charles	0	0	0	0	N/A	0	0	0	0	9
Dorchester	0	0	0	0	N/A	0	0	0	0	9
Frederick	0	0	200	30	-85%	28	0	200	255	9
Garrett	0	0	0	0	N/A	3	0	25	25	9
Harford	0	12	0	1,215	N/A	154	0	1,215	1,389	9
Howard	140	0	55	102	85%	60	0	140	537	9
Kent	0	0	0	0	N/A	0	0	0	0	9
Montgomery	0	1,678	0	0	N/A	195	0	1,678	1,755	9
Prince George's	50	111	50	0	-100%	69	0	300	619	9
Queen Anne's	0	0	0	0	N/A	0	0	0	0	9
Somerset	0	0	0	0	N/A	6	0	50	50	9
St. Mary's	0	0	0	0	N/A	0	0	0	0	9
Talbot	0	0	0	0	N/A	1	0	6	6	9
Washington	10	0	35	0	-100%	59	0	241	528	9
Wicomico	0	0	0	0	N/A	22	0	200	200	9
Worcester	0	0	0	0	N/A	0	0	0	0	9



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	60	0	0	0	N/A	7	0	60	60	9
Mining	0	0	0	0	N/A	3	0	25	25	9
Utilities	0	0	0	0	N/A	0	0	0	0	9
Construction	0	100	0	0	N/A	15	0	100	138	9
Manufacturing	30	125	0	57	N/A	113	0	351	1,016	9
Wholesale trade	100	0	50	0	-100%	26	0	100	237	9
Retail trade	0	0	0	1,200	N/A	133	0	1,200	1,200	9
Transportation and warehousing	0	0	0	15	N/A	25	0	200	225	9
Information	14	0	100	80	-20%	27	0	100	247	9
Finance and insurance	50	0	0	0	N/A	36	0	228	326	9
Real estate	0	0	0	0	N/A	0	0	0	0	9
Professional services	65	57	74	249	236%	104	5	275	940	9
Management of companies	0	0	0	0	N/A	0	0	0	0	9
Administrative services	0	0	70	0	-100%	66	0	265	595	9
Educational services	0	0	0	0	N/A	14	0	110	127	9
Health care	10	1,548	0	0	N/A	195	0	1,548	1,758	9
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	9
Accommodation and food services	0	90	0	30	N/A	26	0	90	230	9
Other services	0	0	0	60	N/A	18	0	60	161	9
Federal government	0	0	200	0	-100%	22	0	200	200	9
BRAC-RELATED JOBS										
BRAC-Related Jobs	0	12	40	15	-63%	34	0	135	307	9



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

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11		Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	2	2	0	5	N/A	3	0	5	27	9
Closings	2	0	3	1	-67%	2	0	3	15	9
Downsizings	0	2	0	4	N/A	2	0	4	15	9
IMPACTED JOBS										
Total Impacted Jobs	130	121	116	757	553%	426	116	1,303	3,836	9
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	9
Anne Arundel	0	0	0	478	N/A	77	0	478	694	9
Baltimore City	0	77	0	0	N/A	82	0	613	734	9
Baltimore County	0	0	0	133	N/A	157	0	1,147	1,414	9
Calvert	0	0	0	0	N/A	0	0	0	0	9
Caroline	0	0	0	0	N/A	0	0	0	0	9
Carroll	0	0	0	0	N/A	0	0	0	0	9
Cecil	0	0	0	0	N/A	0	0	0	0	9
Charles	27	0	0	0	N/A	3	0	27	27	9
Dorchester	0	0	0	0	N/A	0	0	0	0	9
Frederick	0	0	0	0	N/A	11	0	56	96	9
Garrett	0	0	0	0	N/A	0	0	0	0	9
Harford	0	0	0	0	N/A	6	0	52	52	9
Howard	0	0	0	146	N/A	16	0	146	146	9
Kent	0	0	0	0	N/A	0	0	0	0	9
Montgomery	0	44	57	0	-100%	11	0	57	101	9
Prince George's	0	0	59	0	-100%	27	0	106	247	9
Queen Anne's	0	0	0	0	N/A	0	0	0	0	9
Somerset	103	0	0	0	N/A	11	0	103	103	9
St. Mary's	0	0	0	0	N/A	0	0	0	0	9
Talbot	0	0	0	0	N/A	0	0	0	0	9
Washington	0	0	0	0	N/A	14	0	63	122	9
Wicomico	0	0	0	0	N/A	0	0	0	0	9
Worcester	0	0	0	0	N/A	11	0	100	100	9
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	0	9



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

Reporting Period: March, 2011

BY INDUSTRY	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
Agriculture	0	0	0	0	N/A	0	0	0	0	9
Mining	0	0	0	0	N/A	0	0	0	0	9
Utilities	0	0	0	0	N/A	0	0	0	0	9
Construction	0	0	0	0	N/A	0	0	0	0	9
Manufacturing	0	77	0	626	N/A	240	0	1,072	2,160	9
Wholesale trade	27	0	0	0	N/A	14	0	100	127	9
Retail trade	0	0	116	0	-100%	19	0	116	172	9
Transportation and warehousing	103	0	0	0	N/A	11	0	103	103	9
Information	0	0	0	0	N/A	12	0	59	111	9
Finance and insurance	0	0	0	0	N/A	10	0	90	90	9
Real estate	0	0	0	0	N/A	8	0	75	75	9
Professional services	0	44	0	0	N/A	5	0	44	44	9
Management of companies	0	0	0	0	N/A	5	0	44	44	9
Administrative services	0	0	0	83	N/A	28	0	84	249	9
Educational services	0	0	0	48	N/A	5	0	48	48	9
Health care	0	0	0	0	N/A	0	0	0	0	9
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	9
Accommodation and food services	0	0	0	0	N/A	68	0	613	613	9
Other services	0	0	0	0	N/A	0	0	0	0	9
Federal government	0	0	0	0	N/A	0	0	0	0	9



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 AGENCY WIDE OVERVIEW

Reporting Period: March, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Dec-10	Jan-11	Feb-11	Mar-11	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.