



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
May 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: **8.33%** # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: **34.28%** # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: May 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	\$523,703.38	\$195.00 0.04%	\$143,136.05 27.33%	\$620.34 0.12%	\$143,951.39	27.49%	\$5,722,795.42	\$1,556,596.89 27.20%	\$402,204.54 7.03%	\$2,630.06 0.05%	\$1,961,431.49	34.27%
Awards Totals	\$579,927.15	\$0.00 0.00%	\$48,324.00 8.33%	\$0.00 0.00%	\$48,324.00	8.33%	\$4,196,349.47	\$1,366,325.00 32.56%	\$72,057.02 1.72%	\$0.00 0.00%	\$1,438,382.02	34.28%
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		\$6,413.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Services	\$498,005.00	\$0.00	\$2,871.00	\$0.00	\$2,871.00	0.58%	\$3,013,487.00	\$1,366,325.00	\$16,914.00	\$0.00	\$1,383,239.00	45.90%
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	\$45,453.00	\$0.00	\$45,453.00	\$0.00	\$45,453.00	100.00%	\$652,482.00	\$0.00	\$45,453.00	\$0.00	\$45,453.00	6.97%
IT Supplies and Equipment	\$5,916.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$67,914.00	\$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	\$559.02	\$0.00	\$559.02	
Corporate Credit Card	\$19,840.15	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$268,479.47	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Direct Vouchers	\$10,713.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$114,111.00	\$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	\$538,807.11	\$172,363.30	6	31.99%	\$8,457,629	\$2,381,575	27	28.16%



DBED DASHBOARD
FY 2011 - Through May, 2011

FY 2011 Jobs Impact Goal	11,000
-Total to Date*	8,233
-Percentage to Goal	74.8%

Facility Location Decisions		Issues Successfully Resolved with Jobs Impact		Issues Successfully Resolved - ALL	
Total No. of Projects	42	Total No. of Projects	104	Total No. of Issues	388
-Projects by Region		-Projects by Region		-Issues by Type	
Eastern	8	Eastern	9	Environmental	3
Western	0	Western	5	Financing	154
Southern	4	Southern	7	Legislative	0
Corridor	30	Corridor	83	Marketing Assistance	63
 				Permits	19
Total No. of Jobs	4,772	Total No. of Jobs	3,461	Technical	25
New	1,947	New	2,763	Workforce	42
Retained	2,825	Retained	698	Other	82

Finance Programs - Approved Deals Total

Program	# of Transactions	Dollar Value	Jobs Total**
MEDAAF	13	3,742,500	2,440
Sunny Day	0	0	0
MEAF	0	0	0
CDBG	1	500,000	60
MIDFA	20	18,167,652	1,408
MD Venture Capital	8	745,402	109
MSBDFA EPIP	6	805,000	31
MSBDFA Contract Finance	9	1,400,000	167
MSBDFA Guarantee	12	1,778,012	133
Military Reservist Loan Fund	3	105,000	17

*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: May, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
NUMBER OF EMPLOYEES PER DIVISION										
Office of the Secretary	69	69	70	70	0%	73	69	78	805	11
Business and Enterprise Development	74	74	74	74	0%	75	74	77	823	11
Marketing and Communications	26	26	26	25	-4%	26	25	26	284	11
Tourism and Culture	41	41	43	43	0%	43	41	45	475	11
OVERTIME (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	11
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	11
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	11
Tourism and Culture	0	0	0	0	N/A	0	0	4	4	11
SICK LEAVE (HOURS)										
Office of the Secretary	425	382	470	399	-15%	406	315	523	4,471	11
Business and Enterprise Development	68	161	133	122	-8%	110	42	161	1,209	11
Marketing and Communications	506	455	455	311	-32%	407	278	506	4,477	11
Tourism and Culture	216	236	206	219	6%	237	144	378	2,602	11
ACCIDENT LEAVE (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	11
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	11
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	11
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	11
UNSCHEDULED LEAVE (HOURS)										
Office of the Secretary	20	0	0	8	N/A	7	0	25	81	11
Business and Enterprise Development	0	0	0	5	N/A	0	0	5	5	11
Marketing and Communications	10	0	16	0	-100%	5	0	16	50	11
Tourism and Culture	0	0	0	0	N/A	4	0	24	43	11
FROI TO IWIF										
Office of the Secretary	0	0	0	0	N/A	0	0	2	2	11
Business and Enterprise Development	0	0	0	0	N/A	0	0	1	1	11
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	11
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	11
FROI LAG > 3 DAYS										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	11
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	11
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	11
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	11



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	169	173	170	173	2%	161	138	205	N/A	11
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	32	33	32	34	6%	28	22	34	N/A	11
Potential New Jobs	4,217	2,331	2,158	2,229	3%	3,722	2,158	5,400	N/A	11
At Risk Jobs	3,226	2,144	1,115	1,140	2%	1,633	316	3,226	N/A	11
Projected Capex	305,250,000	159,400,000	110,000,000	174,450,000	59%	546,706,341	964,750	1,194,750,000	N/A	11
PROJECTS BY INDUSTRY										
#Sustainable/Green	2	3	2	2	0%	1	0	3	N/A	11
#IT and Intelligence	9	9	7	7	0%	8	6	9	N/A	11
#Science	5	5	6	6	0%	5	4	7	N/A	11
#Traditional/Other	16	16	17	19	12%	14	10	19	N/A	11
PROJECTS BY TARGET LOCATION										
Eastern	2	4	5	4	-20%	2	0	5	N/A	11
Western	0	0	0	0	N/A	0	0	0	N/A	11
Southern	0	0	0	0	N/A	0	0	0	N/A	11
Corridor	24	22	19	20	5%	21	16	25	N/A	11
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	3	6	9	3	-67%	4	1	9	42	11
Potential New Jobs	230	107	401	559	39%	177	1	559	1,947	11
Retained Jobs	0	210	1,751	0	-100%	257	0	1,751	2,825	11
Projected Capex	500,000	2,750,000	566,200,000	90,000,000	-84%	74,012,257	0	566,200,000	814,134,826	11
DECISIONS BY INDUSTRY										
#Sustainable/Green	1	0	0	0	N/A	0	0	1	1	11
#IT and Intelligence	1	3	2	2	0%	1	0	3	15	11
#Science	1	0	0	0	N/A	1	0	1	7	11
#Traditional/Other	0	3	7	1	-86%	2	0	7	19	11
DECISIONS BY LOCATION										
Eastern	1	2	2	0	-100%	1	0	2	8	11
Western	0	0	0	0	N/A	0	0	0	0	11
Southern	0	1	1	0	-100%	0	0	1	4	11
Corridor	2	3	6	3	-50%	3	1	6	30	11



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	263	255	242	244	1%	254	229	265	N/A	11
AGENCY PARTNERSHIP ISSUES PIPELINE										
DHCD- Housing	1	1	1	1	0%	1	0	1	N/A	11
DHMH- Health	0	1	1	1	0%	0	0	1	N/A	11
DLLR- Licensing	8	9	8	8	0%	8	7	9	N/A	11
DNR- Natural Resources	0	0	0	0	N/A	1	0	2	N/A	11
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	N/A	11
MDE- Environment	1	1	1	1	0%	1	1	3	N/A	11
MDOT- Transportation	2	2	2	3	50%	3	2	3	N/A	11
MGA- General Assembly	0	0	0	0	N/A	0	0	0	N/A	11
MTES/MTECH- Technology Service	2	3	4	4	0%	2	2	4	N/A	11
SBDC- Small Business	10	8	8	8	0%	9	8	11	N/A	11
TEDCO- Tech. Dev. Corp.	8	7	6	6	0%	7	6	8	N/A	11
WIB- Workforce	10	8	7	10	43%	9	7	12	N/A	11
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	4	3	3	3	0%	3	2	4	N/A	11
Financing	80	83	82	83	1%	78	40	87	N/A	11
Legislative	0	0	0	29	N/A	3	0	29	N/A	11
Marketing Assistance	38	36	30	0	-100%	32	0	42	N/A	11
Permits	2	4	4	3	-25%	3	2	4	N/A	11
Technical	32	27	27	26	-4%	33	26	38	N/A	11
Workforce	61	56	54	55	2%	58	54	66	N/A	11
Other	46	46	42	45	7%	43	39	47	N/A	11
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	0	0	0	N/A	0	0	2	2	11
DHMH- Health	0	0	0	0	N/A	0	0	2	2	11
DLLR- Licensing	0	1	0	5	N/A	1	0	5	5	11
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	11
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	1	1	11
MDE- Environment	0	0	0	0	N/A	0	0	1	1	11
MDOT- Transportation	0	0	1	0	-100%	0	0	1	1	11
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	11
MTES/MTECH- Technology Service	1	0	0	0	N/A	0	0	1	1	11
SBDC- Small Business	0	0	0	0	N/A	0	0	0	0	11
TEDCO- Tech. Dev. Corp.	0	2	0	0	N/A	1	0	3	3	11
WIB- Workforce	0	3	0	0	N/A	2	0	16	16	11



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	Feb-11	Mar-11	Apr-11	May-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										
#Issues-Total	87	61	32	76	138%	35	7	87	388	11
New Jobs	59	822	263	689	162%	251	10	822	2,763	11
Retained Jobs	36	5	8	148	1750%	63	2	250	698	11
Capex	0	0	0	32,000,000	N/A	5,081,818	0	32,000,000	55,900,000	11
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	6	3	1	0	-100%	1	0	6	11	11
DHMH- Health	1	0	0	0	N/A	0	0	1	1	11
DLLR- Licensing	5	5	4	0	-100%	2	0	5	18	11
DNR- Natural Resources	1	0	0	0	N/A	0	0	1	2	11
GOMA- Minority Affairs	2	0	0	0	N/A	0	0	2	2	11
MDE- Environment	2	1	0	0	N/A	0	0	2	3	11
MDOT- Transportation	4	1	1	0	-100%	1	0	4	7	11
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	11
MTES/MTECH- Technology Service	3	5	0	0	N/A	1	0	5	8	11
SBDC- Small Business	8	8	3	2	-33%	3	0	8	29	11
TEDCO- Tech. Dev. Corp.	4	5	2	2	0%	1	0	5	14	11
WIB- Workforce	4	1	2	2	0%	1	0	4	15	11
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	0	1	1	1	0%	0	0	1	3	11
Financing	32	18	6	47	683%	14	0	47	154	11
Legislative	0	0	0	0	N/A	0	0	0	0	11
Marketing Assistance	9	5	5	14	180%	6	1	14	63	11
Permits	7	5	2	0	-100%	2	0	7	19	11
Technical	6	9	3	1	-67%	2	0	9	25	11
Workforce	5	5	9	5	-44%	4	0	9	42	11
Other	28	18	6	8	33%	7	0	28	82	11
GRANTS PROGRAMS										
PWQ										
#grants	0	2	1	1	0%	1	0	2	9	11
value	0	20,116	23,450	24,000	2%	10,989	0	28,750	120,880	11
SACF										
#grants	0	0	0	0	N/A	0	0	0	0	11

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	
Mindie Burgoyne	31-Mar-11	Warwick Fulfillment Solutions	Dorchester	Traditional/Other	5	5	35	

PRIMARY REP	COMPLETION DATE	ACCOUNT	COUNTY	INDUSTRY	EXISTING JOBS	AT RISK JOBS	NEW JOBS	CAPEX
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	
Stacy Kubofcik	5-Apr-11	ATK Propulsion and Controls (Elkton)	Baltimore City	IT and Intelligence	580		120	
Stacy Kubofcik	5-Apr-11	Digital Receiver Technology Inc.	Montgomery	IT and Intelligence			58	
Stacy Kubofcik	5-Apr-11	Stout, Causey & Horning, P.A. (MD)	Baltimore County	IT and Intelligence			13	
Stacy Kubofcik	5-Apr-11	Tractor Supply Company (MD)	Washington	Traditional/Other			20	
Darla Garrett	6-Apr-11	Garrett Container Systems	Garrett	Traditional/Other	130	0	10	
Darla Garrett	6-Apr-11	Trusant Technologies	Howard	IT and Intelligence	26	2	7	
Steven Wall	12-Apr-11	American Metal Fabricators Inc.	Calvert	Traditional/Other	46	0	4	
Tabu Morris	19-Apr-11	Habakkuk Music, Inc.	Baltimore City	Traditional/Other	4	4	6	
Brian Castleberry	19-Apr-11	Noxilizer, Inc.	Montgomery	Science	13		7	
Tabu Morris	19-Apr-11	RWH Associates LLC	Prince George's	Traditional/Other	2	2	3	
Bryant Jenkins	20-Apr-11	Biomere, LLC	Baltimore City	Science	7	0	3	
Angela Thornton	20-Apr-11	ProBuild	Charles	Traditional/Other	80		12	
Darla Garrett	2-May-11	Auto Glass Warehouse, LLC	Prince George's	Traditional/Other	7		3	
Kimberly Mullaney	4-May-11	1111 Light Street LLC	Baltimore City	Traditional/Other			80	\$32,000,000
Harry Carroll	4-May-11	Baltimore County Department of Economic Development	Baltimore County	Traditional/Other	114		146	
Tabu Morris	4-May-11	Burkhart & Associates, Inc. dba Tek-NiqueInk	Calvert	Traditional/Other	5		6	
Kimberly Mullaney	4-May-11	East Baltimore Development Initiative	Baltimore City	Traditional/Other			60	
Joel McCrea	4-May-11	Family Medical Center, LLC	Frederick	Science	7		10	
Tabu Morris	4-May-11	Linwood C. Scott Jr., inc. dba LCSJ Communications	Baltimore City	IT and Intelligence	2	2	6	
Harry Carroll	4-May-11	Lisa M Valentine DDS LLC	Baltimore City	Science	3		1	
Harry Carroll	4-May-11	MECAG, LLC d/b/a Mobern Lighting Company	Prince George's	Traditional/Other	36	0	7	
Joel McCrea	4-May-11	Pillar Innovations	Garrett	Traditional/Other	50		25	
Joel McCrea	4-May-11	Rider Jet Center	Washington	Traditional/Other	538		180	
Harry Carroll	4-May-11	Ross Technologies, Inc.	Baltimore County	IT and Intelligence	150		52	
Signe Pringle	5-May-11	American Dynamics Flight Systems - Jessup	Howard	IT and Intelligence			7	
Signe Pringle	5-May-11	Care Systems	Montgomery	IT and Intelligence			12	
Signe Pringle	5-May-11	Gould Technology, LLC	Anne Arundel	Traditional/Other			5	
Signe Pringle	5-May-11	J&R Seafood	Dorchester	Traditional/Other			1	
Signe Pringle	5-May-11	Marlin Steel Wire Products LLC	Baltimore City	Traditional/Other			10	
Signe Pringle	5-May-11	Premier Rides	Baltimore City	Traditional/Other			5	
Signe Pringle	5-May-11	Raman Technologies	Baltimore City	IT and Intelligence			2	
Les Hall	11-May-11	All Pro Glass, LLC	Prince George's	Traditional/Other	3	3	7	
Les Hall	11-May-11	Arham Enterprises, Inc.	Howard	Traditional/Other	6	5	0	
Les Hall	11-May-11	Center for Therapeutic Concepts, Inc.	Prince George's	X_Other	1	1	0	
Les Hall	11-May-11	Digital Video Solutions, Inc.	Montgomery	Traditional/Other	0		8	
Les Hall	11-May-11	Environmental Engineering & Construction	Prince George's	Traditional/Other		25	10	
Les Hall	11-May-11	Gulzar, Inc.	Prince George's	Traditional/Other	6	5	0	
Harry Carroll	11-May-11	Learning to Blossom Childcare Center LLC	Baltimore City	Traditional/Other	1		6	
David Karol	16-May-11	RTR Technologies, LLC	Harford	IT and Intelligence	38	0	12	
Bob Williams	18-May-11	BoxTone, Inc.	Howard	IT and Intelligence	70	5	5	
Tabu Morris	20-May-11	Integrated Benefits Group, LLC DBA Axim Global Strategies Group, LLC	Montgomery	Science	2	0	1	
Les Hall	20-May-11	Northwood Appold Community Academy, Inc.	Baltimore City	Traditional/Other	36	60	0	
Les Hall	20-May-11	Nu Way Driving School	Prince George's	Traditional/Other	2	2	1	
Les Hall	20-May-11	STAR Associates Inc.	Baltimore City	Traditional/Other	25	25		
Renee Stephens	25-May-11	Manufacturing Support Industries Inc. (Hebron, MD)	Wicomico	Traditional/Other	32		15	
Tabu Morris	26-May-11	Knight Sky Consulting and Associates , LLC	Frederick	IT and Intelligence	3	3	3	
Tabu Morris	31-May-11	Angarai International Inc.	Prince George's	IT and Intelligence	12	12	3	

FY 2011 Job Creation and Retention List - July 1, 2010 through May 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
Ellickson Software Systems	Out of State	21-Sep-10	Manufacturing	2	0	\$0	Facility Location	Carey Esslinger	International	N
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
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 McCre	Financing	Y
Emergent BioSolutions (Gaithersburg, MD)	Montgomery	20-Dec-10	Biotechnology	100	0		Facility Location	Mary DiFerdinando	Financing	Y
George and Maria Protopapas	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 McCre	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 McCre	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	10	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
Sawvatt 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
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

COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	JOBS - CREATED/ NEW	JOBS - RETAINED	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
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	Y
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
Stanley Black & Decker, Inc. (MD)	Baltimore County	04-Apr-11	Manufacturing	0	1250	\$23,000,000	Facility Location	Bob Williams	Business Development	Y
ATK Propulsion and Controls (Elkton)	Cecil	05-Apr-11	Aerospace	120			Issue To Resolve	Stacy Kubofcik	Financing	Y
Calvert Systems Engineering	Calvert	05-Apr-11	Information Technology	1	5		Facility Location	Steven Wall	Regional Offices	N
Digital Receiver Technology Inc.	Montgomery	05-Apr-11	Defense	58			Issue To Resolve	Stacy Kubofcik	Financing	Y
Stout, Causey & Horing, P.A. (MD)	Baltimore County	05-Apr-11	Consulting	13			Issue To Resolve	Stacy Kubofcik	Financing	Y
Tractor Supply Company (MD)	Washington	05-Apr-11	Warehousing/Distribution	20			Issue To Resolve	Stacy Kubofcik	Financing	Y
Garrett Container Systems	Garrett	06-Apr-11	Manufacturing	10	0		Issue To Resolve	Darla Garrett	Financing	Y
Trusant Technologies	Howard	06-Apr-11	Information Technology	7	2		Issue To Resolve	Darla Garrett	Financing	Y
American Metal Fabricators Inc.	Calvert	12-Apr-11	Manufacturing	4	0		Issue To Resolve	Steven Wall	Regional Offices	N
Tri-Gas & Oil Co., Inc.	Caroline	18-Apr-11	X- Other	0	58	\$1,200,000	Facility Location	Mindie Burgoyne	Regional Offices	N
Habakkuk Music, Inc.	Baltimore City	19-Apr-11	Arts	6	4		Issue To Resolve	Tabu Morris	Financing	Y
Noxilizer, Inc.	Montgomery	19-Apr-11	Biotechnology	7			Issue To Resolve	Brian Castleberry	Business Development	Y
RWH Associates LLC	Prince George's	19-Apr-11	Construction	3	2		Issue To Resolve	Tabu Morris	Financing	Y
Blomere, LLC	Baltimore City	20-Apr-11	Biotechnology	3	0		Issue To Resolve	Bryant Jenkins	Business Development	Y
General Service Administration (DC)	Out of State	20-Apr-11	Real Estate Development	200	0	\$500,000,000	Facility Location	Jerry Sanford	Business Development	N
Knorr Brake Corporation	Carroll	20-Apr-11	Manufacturing	60	230	\$12,000,000	Facility Location	Bob Williams	Business Development	Y
ProBuild	Charles	20-Apr-11	Manufacturing	12			Issue To Resolve	Angela Thornton	Regional Offices	N
Ea Engineering, Science, and Technology, Inc. (Hunt Valley, MD)	Baltimore County	26-Apr-11	X- Unknown	40	198	\$27,000,000	Facility Location	Jayson Knott	Business Development	N
Pixelligent Technologies, LLC	Prince George's	26-Apr-11	Information Technology	50	10		Facility Location	Brian Castleberry	Business Development	Y
Wire Mesh Corporation	Out of State	26-Apr-11	Manufacturing	25	0	\$3,000,000	Facility Location	Gary Ventry	Business Development	Y
Safe Chain Solutions	Montgomery	28-Apr-11	X- Other	25	0		Facility Location	Brian Castleberry	Business Development	Y
Auto Glass Warehouse, LLC	Prince George's	02-May-11	X- Other	3			Issue To Resolve	Darla Garrett	Financing	Y
1111 Light Street LLC	Baltimore City	04-May-11	Real Estate Development	80		\$32,000,000	Issue To Resolve	Kimberly Mullaney	Financing	Y
Baltimore County Department of Economic Development	Baltimore County	04-May-11	Public Facilities and Agencies	146			Issue To Resolve	Harry Carroll	Financing	Y
Burkhart & Associates, Inc. dba Tek-Niquelnk	Calvert	04-May-11	Retail Trade	6			Issue To Resolve	Tabu Morris	Financing	Y
East Baltimore Development Initiative	Baltimore City	04-May-11	Real Estate Development	60			Issue To Resolve	Kimberly Mullaney	Financing	Y
Family Medical Center, LLC	Frederick	04-May-11	Health Care Tech & Services	10			Issue To Resolve	Joel McCrea	Financing	Y
Linwood C. Scott Jr., inc. dba LCSJ Communications	Baltimore City	04-May-11	Telecommunications	6	2		Issue To Resolve	Tabu Morris	Financing	Y
Lisa M Valentine DDS LLC	Baltimore City	04-May-11	Health Care Tech & Services	1			Issue To Resolve	Harry Carroll	Financing	Y
MECAG, LLC d/b/a Mobern Lighting Company	Prince George's	04-May-11	Manufacturing	7	0		Issue To Resolve	Harry Carroll	Financing	Y
Pillar Innovations	Garrett	04-May-11	Manufacturing	25			Issue To Resolve	Joel McCrea	Financing	Y
Rider Jet Center	Washington	04-May-11	Transportation	180			Issue To Resolve	Joel McCrea	Financing	Y
Ross Technologies, Inc.	Baltimore County	04-May-11	Information Technology	52			Issue To Resolve	Harry Carroll	Financing	Y
American Dynamics Flight Systems - Jessup	Howard	05-May-11	Aerospace	7			Issue To Resolve	Signe Pringle	International	Y
Care Systems	Montgomery	05-May-11	Information Technology	12			Issue To Resolve	Signe Pringle	International	Y
Gould Technology, LLC	Anne Arundel	05-May-11	Manufacturing	5			Issue To Resolve	Signe Pringle	International	Y
J&R Seafood	Dorchester	05-May-11	Manufacturing	1			Issue To Resolve	Signe Pringle	International	Y
Marlin Steel Wire Products LLC	Baltimore City	05-May-11	Manufacturing	10			Issue To Resolve	Signe Pringle	International	Y
Premier Rides	Baltimore City	05-May-11	X- Other	5			Issue To Resolve	Signe Pringle	International	Y
Raman Technologies	Baltimore City	05-May-11	Information Technology	2			Issue To Resolve	Signe Pringle	International	Y
Online Video Service	Out of State	06-May-11	Information Technology	8	0		Facility Location	Patrick Tonui	Business Development	N
All Pro Glass, LLC	Prince George's	11-May-11	X- Other	7	3		Issue To Resolve	Les Hall	Financing	Y
Arahm Enterprises, Inc.	Howard	11-May-11	X- Other	0	5		Issue To Resolve	Les Hall	Financing	Y
Center for Therapeutic Concepts, Inc.	Prince George's	11-May-11		0	1		Issue To Resolve	Les Hall	Financing	Y
Digital Video Solutions, Inc.	Montgomery	11-May-11	X- Other	8			Issue To Resolve	Les Hall	Financing	Y
Environmental Engineering & Construction	Prince George's	11-May-11	Construction	10	25		Issue To Resolve	Les Hall	Financing	Y
Gulzar, Inc.	Howard	11-May-11	X- Other	0	5		Issue To Resolve	Les Hall	Financing	Y
Kohl's	Out of State	11-May-11	Retail Trade	550	0	\$90,000,000	Facility Location	Gary Ventry	Business Development	Y
Learning to Blossom Childcare Center LLC	Baltimore City	11-May-11	X- Other	6			Issue To Resolve	Harry Carroll	Financing	Y
RTR Technologies, LLC	Harford	16-May-11	Information Technology	12	0		Issue To Resolve	David Karol	Business Development	N
BoxTone, Inc.	Howard	18-May-11	Information Technology	5	5		Issue To Resolve	Bob Williams	Business Development	Y
Integrated Benefits Group, LLC DBA Axim Global Strategies Group, LLC	Montgomery	20-May-11	Health Care Tech & Services	1	0		Issue To Resolve	Tabu Morris	Financing	Y
Northwood Appold Community Academy, Inc.	Baltimore City	20-May-11	Education	0	60		Issue To Resolve	Les Hall	Financing	Y
Nu Way Driving School	Prince George's	20-May-11	X- Other	1	2		Issue To Resolve	Les Hall	Financing	Y
STAR Associates Inc.	Baltimore City	20-May-11	X- Other		25		Issue To Resolve	Les Hall	Financing	Y
Manufacturing Support Industries Inc. (Hebron, MD)	Wicomico	25-May-11	Manufacturing	15			Issue To Resolve	Renee Stephens	Regional Offices	N
Knight Sky Consulting and Associates, LLC	Frederick	26-May-11	Information Technology	3	3		Issue To Resolve	Tabu Morris	Financing	Y
Angara International Inc.	Prince George's	31-May-11	Consulting	3	12		Issue To Resolve	Tabu Morris	Financing	Y
Egar Technology Ukraine	Out of State	31-May-11	Information Technology	1			Facility Location	Igor Evseev	International	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
			TOTALS	4,710	3,523					
			GRAND TOTAL		8,233					



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY					GOALS	
	Feb-11	Mar-11	Apr-11	May-11	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
FDI Engagements	19	129	12	6	-50%	44	1	129	480	11	400	120%
FDI Prospect Visits	2	0	3	9	200%	3	0	9	36	11	40	90%
Trade Shows and Marketing Events	47	3	0	0	N/A	8	0	47	84	11	35	240%
ExportMD Grants Approved (Quarterly)	0	0	0	13	N/A	3	0	13	32	11	20	160%
Export Actions and Foreign Office Work Orders	2	6	2	5	150%	7	2	15	82	11	100	82%



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY					GOALS	
	Feb-11	Mar-11	Apr-11	May-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	47	3	0	0	N/A	8	0	47	84	11	N/A	N/A
New Leads from Trade Shows and Mktg Evts*	0	0	0	0	N/A	0	0	0	0	11	N/A	N/A
New Leads from Foreign Offices*	1	0	0	0	N/A	1	0	6	7	11	N/A	N/A
NEW LEADS BY INDIVIDUAL FOREIGN OFFICE												
-Budgeted Offices												
China	0	0	0	0	N/A	0	0	2	3	11	N/A	N/A
France	0	0	0	0	N/A	0	0	0	0	11	N/A	N/A
Israel	0	0	0	0	N/A	0	0	4	4	11	N/A	N/A
-Contingency Offices												
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	11	N/A	N/A
India	0	0	0	0	N/A	0	0	0	0	11	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	11	N/A	N/A
Russia	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
South Korea	1	0	0	0	N/A	0	0	1	1	11	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	11	N/A	N/A
Vietnam	0	0	0	0	N/A	0	0	0	0	6	N/A	N/A
FDI ENGAGEMENTS BY BUDGETED FOREIGN OFFICES												
China	0	0	0	0	N/A	1	0	3	7	11	N/A	N/A
France	10	10	10	2	-80%	8	0	31	89	11	N/A	N/A
Israel	0	0	0	0	N/A	0	0	2	5	11	N/A	N/A
EXPORT ASSISTANCE (COMPLETED)												
ExportMD Grants Approved (Quarterly)	0	0	0	13	N/A	3	0	13	32	11	N/A	N/A
Export Actions	1	5	0	4	N/A	5	0	13	53	11	N/A	N/A
Foreign Office Work Orders	1	1	2	1	-50%	3	0	12	29	11	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: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	0	2	2	3	50%	1	0	3	13	11
Value (\$)	\$0	\$150,000	\$1,400,000	\$1,300,000	-7%	340,227	0	1,400,000	3,742,500	11
Jobs (New & At Risk Jobs) Total	0	75	1,850	245	-87%	222	0	1,850	2,440	11
CAPEX	\$0	\$1,303,000	\$113,000,000	\$36,850,000	-67%	19,001,441	0	113,000,000	209,015,854	11
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	11
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	11
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	11
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	11
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
CDBG										
# of Approved Transactions	0	1	0	0	N/A	0	0	1	1	11
Value (\$)	\$0	\$500,000	\$0	\$0	N/A	45,455	0	500,000	500,000	11
Jobs (New & At Risk Jobs) Total	0	60	0	0	N/A	5	0	60	60	11
CAPEX	\$0	\$1,552,700	\$0	\$0	N/A	141,155	0	1,552,700	1,552,700	11
MIDFA										
# of Approved Transactions	1	2	3	2	-33%	2	0	4	20	11
Value (\$)	\$50,000	\$266,500	\$2,175,000	\$12,200,000	461%	1,651,605	0	12,200,000	18,167,652	11
Jobs (New & At Risk Jobs) Total	11	13	78	109	40%	128	0	581	1,408	11
CAPEX	\$200,000	\$1,782,000	\$10,668,000	\$14,525,000	36%	23,381,098	0	193,086,575	257,192,077	11
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	0	2	0	4	N/A	1	0	4	8	11
Value (\$)	\$0	\$300,000	\$0	\$294,602	N/A	67,764	0	300,000	745,402	11
Jobs (New & At Risk Jobs) Total	0	28	0	65	N/A	10	0	65	109	11
CAPEX	\$0	\$3,150,000	\$0	\$2,494,602	N/A	567,764	0	3,150,000	6,245,402	11
MSBDFA EPIP										
# of Approved Transactions	2	0	2	0	-100%	1	0	2	6	11
Value (\$)	\$455,000	\$0	\$170,000	\$0	-100%	73,182	0	455,000	805,000	11
Jobs (New & At Risk Jobs) Total	14	0	6	0	-100%	3	0	14	31	11
CAPEX	\$455,000	\$0	\$170,000	\$0	-100%	76,818	0	455,000	845,000	11
MSBDFA Contract Finance										
# of Approved Transactions	0	1	1	1	0%	1	0	2	9	11
Value (\$)	\$0	\$50,000	\$50,000	\$300,000	500%	127,273	0	450,000	1,400,000	11
Jobs (New & At Risk Jobs) Total	0	10	2	55	2650%	15	0	55	167	11
CAPEX	\$0	\$50,000	\$50,000	\$300,000	500%	154,545	0	850,000	1,700,000	11
MSBDFA Guarantee & Surety										
# of Approved Transactions	0	1	0	2	N/A	1	0	4	12	11
Value (\$)	\$0	\$115,000	\$0	\$137,500	N/A	161,637	0	926,512	1,778,012	11
Jobs (New & At Risk Jobs) Total	0	5	0	35	N/A	12	0	53	133	11
CAPEX	\$0	\$230,000	\$0	\$553,000	N/A	509,273	0	2,176,000	5,602,000	11
Military Reservist Loan Fund										
# of Approved Transactions	0	2	1	0	-100%	0	0	2	3	11
Value (\$)	\$0	\$60,000	\$45,000	\$0	-100%	9,545	0	60,000	105,000	11
Jobs (New & At Risk Jobs) Total	0	10	7	0	-100%	2	0	10	17	11
CAPEX	\$0	\$91,000	\$45,000	\$0	-100%	12,364	0	91,000	136,000	11



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved (\$)	\$505,000	\$1,441,500	\$3,840,000	\$14,232,102	271%	2,476,688	162,500	14,232,102	27,243,566	11
Allegany	N/A	\$0	\$0	\$0	N/A	705,000	0	2,820,000	2,820,000	4
Anne Arundel	N/A	\$115,000	\$0	\$0	N/A	38,333	0	115,000	115,000	3
Baltimore City	\$400,000	\$275,000	\$1,045,000	\$12,600,000	1106%	1,799,696	50,000	12,600,000	16,197,262	9
Baltimore County	N/A	\$0	\$1,050,000	\$0	-100%	233,500	0	1,050,000	1,167,500	5
Calvert	N/A	\$35,000	\$0	\$0	N/A	11,667	0	35,000	35,000	3
Caroline	N/A	\$0	\$0	\$0	N/A	9,375	0	37,500	37,500	4
Carroll	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Cecil	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Charles	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Dorchester	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Frederick	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Garrett	N/A	\$291,500	\$0	\$0	N/A	119,750	0	291,500	479,000	4
Harford	N/A	\$0	\$400,000	\$300,000	-25%	233,333	0	400,000	700,000	3
Howard	N/A	\$0	\$0	\$100,000	N/A	132,800	0	314,000	664,000	5
Kent	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Montgomery	N/A	\$150,000	\$45,000	\$444,602	888%	213,201	45,000	444,602	639,602	3
Prince George's	N/A	\$75,000	\$50,000	\$187,500	275%	163,033	34,800	612,500	1,467,300	9
Queen Anne's	\$105,000	\$500,000	\$0	\$0	N/A	151,250	0	500,000	605,000	4
Somerset	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
St. Mary's	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Talbot	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Washington	N/A	\$0	\$1,250,000	\$600,000	-52%	386,067	0	1,250,000	2,316,402	6
Wicomico	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Worcester	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Multiple Jurisdictions	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPROGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	4	1	1	2	100%	1	0	4	13	11
Value (\$)	\$2,162,500	\$10,000	\$300,000	\$512,500	71%	447,273	0	2,162,500	4,920,000	11
Jobs (New & At Risk Jobs) Total	0	15	0	126	N/A	396	0	3,800	4,357	11
CAPEX	\$55,704,310	\$15,000	\$0	\$95,025,000	N/A	34,006,755	0	185,000,000	374,074,310	11
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	11
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	11
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	11
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	11
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	11
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	11
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
MIDFA										
# of Settled Transactions	0	0	1	0	-100%	1	0	3	6	11
Value (\$)	\$0	\$0	\$75,000	\$0	-100%	45,375	0	237,500	499,126	11
Jobs (New & At Risk Jobs) Total	0	0	13	0	-100%	20	0	106	221	11
CAPEX	\$0	\$0	\$1,250,000	\$0	-100%	294,137	0	1,250,000	3,235,502	11
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	0	0	0	3	N/A	1	0	3	7	11
Value (\$)	\$0	\$0	\$0	\$350,020	N/A	77,275	0	350,020	850,020	11
Jobs (New & At Risk Jobs) Total	0	0	0	55	N/A	17	0	93	189	11
CAPEX	\$0	\$0	\$0	\$3,400,020	N/A	604,547	0	3,400,020	6,650,020	11
MSBDFA EPIP										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	11
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	11
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
MSBDFA Contract Finance										
# of Settled Transactions	0	1	2	1	-50%	0	0	2	5	11
Value (\$)	\$0	\$100,000	\$200,000	\$50,000	-75%	50,000	0	200,000	550,000	11
Jobs (New & At Risk Jobs) Total	0	4	29	12	-59%	5	0	29	55	11
CAPEX	\$0	\$350,000	\$450,000	\$50,000	-89%	131,818	0	600,000	1,450,000	11
MSBDFA Guarantee & Surety										
# of Settled Transactions	0	1	1	2	100%	1	0	3	9	11
Value (\$)	\$0	\$250,000	\$250,000	\$325,012	30%	527,996	0	3,333,500	5,807,952	11
Jobs (New & At Risk Jobs) Total	0	0	0	62	N/A	7	0	62	80	11
CAPEX	\$0	\$0	\$0	\$935,000	N/A	1,291,818	0	6,775,000	14,210,000	11
Military Reservist Loan Fund										
# of Settled Transactions	1	0	0	0	N/A	0	0	1	2	11
Value (\$)	\$50,000	\$0	\$0	\$0	N/A	9,091	0	50,000	100,000	11
Jobs (New & At Risk Jobs) Total	20	0	0	0	N/A	2	0	20	26	11
CAPEX	\$50,000	\$0	\$0	\$0	N/A	10,000	0	50,000	100,000	10



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled (\$)	\$2,212,500	\$360,000	\$825,000	\$1,237,532	50%	1,157,009	0	4,622,876	12,727,098	11
Allegany	N/A	\$0	\$0	\$0	N/A	75,000	0	300,000	300,000	4
Anne Arundel	\$300,000	\$0	\$0	\$212,500	N/A	305,260	0	1,013,800	1,526,300	5
Baltimore City	\$300,000	\$10,000	\$75,000	\$475,032	533%	172,825	10,000	475,032	1,555,422	9
Baltimore County	N/A	\$250,000	\$0	\$0	N/A	312,500	0	1,000,000	1,250,000	4
Calvert	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Caroline	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Carroll	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Cecil	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Charles	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Dorchester	N/A	\$0	\$0	\$0	N/A	3,750	0	15,000	15,000	4
Frederick	N/A	\$0	\$0	\$0	N/A	125,000	0	500,000	500,000	4
Garrett	\$1,500,000	\$0	\$300,000	\$0	-100%	450,000	0	1,500,000	1,800,000	4
Harford	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Howard	\$50,000	\$100,000	\$350,000	\$100,000	-71%	150,000	50,000	350,000	600,000	4
Kent	N/A	\$0	\$0	\$0	N/A	0	0	0	0	3
Montgomery	N/A	\$0	\$0	\$150,000	N/A	70,000	0	150,000	350,000	5
Prince George's	\$62,500	\$0	\$100,000	\$0	-100%	548,875	0	3,333,500	4,391,000	8
Queen Anne's	N/A	\$0	N/A	\$0	N/A	0	0	0	0	2
Somerset	N/A	\$0	N/A	\$0	N/A	0	0	0	0	2
St. Mary's	N/A	\$0	N/A	\$0	N/A	0	0	0	0	2
Talbot	N/A	\$0	N/A	\$0	N/A	0	0	0	0	2
Washington	N/A	\$0	N/A	\$300,000	N/A	150,000	0	300,000	300,000	2
Wicomico	N/A	\$0	N/A	\$0	N/A	46,459	0	139,376	139,376	3
Worcester	N/A	\$0	N/A	\$0	N/A	0	0	0	0	2
Multiple Jurisdictions	N/A	\$0	N/A	\$0	N/A	0	0	0	0	2



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach Activities	50	38	40	38	-5%	39	19	64	433	11
Technical Assistance	35	24	38	13	-66%	26	13	43	291	11
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	96,271	129,767	145,419	207,359	43%	127,945	77,263	207,359	1,407,398	11
Consumer e-newsletter distribution	42,958	42,715	42,941	43,113	0%	41,942	38,313	43,455	461,365	11
Industry partner e-newsletter distribution	8,614	8,730	8,820	8,892	1%	8,562	8,337	8,892	94,177	11
Internet Requests	2,497	1,537	1,104	N/A	N/A	1,870	982	3,849	18,701	10
Internet Clicks- OTD web site ads	17,818	25,409	44,479	105,471	137%	30,661	7,205	105,471	337,269	11
ADVERTISING GENERATED INQUIRIES										
Print Advertising Calls	550	1,014	674	N/A	N/A	307	62	1,014	3,073	10
Consumer Labels	1,318	2,226	6,679	8,069	21%	2,445	654	8,069	26,900	11
TV and Radio Advertising Calls	336	390	333	N/A	N/A	220	33	390	2,203	10
OTD 800 Number	171	144	153	N/A	N/A	85	31	171	849	10
VISITATION										
Welcome Center Visitation	13,641	17,459	24,578	29,478	20%	19,484	12,164	29,478	214,320	11
Lodging-Room Demand-Maryland*	3.9%	2.3%	0.1%	4.2%	4100%	N/A	0.1	10.4	N/A	11
Lodging-Room Demand-US*	6.2%	7.1%	5.8%	5.4%	-7%	N/A	5.4	10.5	N/A	11
Lodging-Room Revenue-Maryland*	6.8%	3.6%	-1.4%	5.6%	-500%	N/A	-1.4	12.8	N/A	11
Lodging-Room Revenue-US*	8.9%	11.1%	8.8%	9.6%	9%	N/A	8.6	13.3	N/A	11
Amtrak: Non-commuter arrivals	59,900	74,300	76,800	81,200	6%	72,155	59,100	81,300	793,700	11
BWI Domestic Passenger Arrivals	682,154	921,922	917,903	N/A	N/A	889,484	682,154	1,047,926	8,894,838	10
International Arrivals	18,417	23,438	26,381	N/A	N/A	23,177	18,417	26,381	231,773	10
Total Passengers to BWI	700,571	945,360	944,284	N/A	N/A	912,661	700,571	1,074,297	9,126,611	10
* Percent change (year-over-year)										



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
Tourism-related Sales Taxes Total Receipts										
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 21,920,812	\$ 25,337,180	\$ 24,617,856	N/A	N/A	23,868,097	20,362,239	25,669,038	238,680,967	10
Hotels, Motels Selling Food (w/ BWL*)	\$ 2,224,340	\$ 3,201,595	\$ 3,431,604	N/A	N/A	3,254,314	1,887,820	4,323,557	32,543,139	10
Restaurants and Nite Clubs (w/ BWL*)	\$ 16,154,438	\$ 18,746,586	\$ 19,194,487	N/A	N/A	17,206,636	14,476,089	19,194,487	172,066,358	10
General Merchandise	\$ 10,182,653	\$ 12,438,867	\$ 10,318,684	N/A	N/A	11,605,107	9,345,677	19,130,399	116,051,066	10
Automobile, Bus and Truck Rentals	\$ 4,287,022	\$ 5,194,508	\$ 4,823,175	N/A	N/A	4,686,419	4,007,829	5,347,376	46,864,193	10
Airlines-Commercial	\$ 13,480	\$ 28,877	\$ 25,281	N/A	N/A	20,288	8,831	28,877	202,882	10
Hotels, Motels, Apartments, Cottages	\$ 4,780,687	\$ 6,394,520	\$ 6,466,185	N/A	N/A	6,697,609	4,323,396	10,098,231	66,976,092	10
Recreation and Amusement Places	\$ 415,658	\$ 467,856	\$ 664,548	N/A	N/A	478,310	291,536	664,548	4,783,102	10

*Beer, wine and liquor license

Tourism Tax Increments										
Restaurants, Lunchrooms, Deli (w/o BWL*)	7,306,937	8,445,727	8,205,952	N/A	N/A	7,956,032	6,787,413	8,556,346	79,560,322	10
Hotels, Motels Selling Food (w/ BWL*)	2,224,340	3,201,595	3,431,604	N/A	N/A	3,254,314	1,887,820	4,323,557	32,543,139	10
Restaurants and Nite Clubs (w/ BWL*)	5,384,813	6,248,862	6,398,162	N/A	N/A	5,735,545	4,825,363	6,398,162	57,355,453	10
General Merchandise	509,133	621,943	515,934	N/A	N/A	580,255	467,284	956,520	5,802,552	10
Automobile, Bus and Truck Rentals	3,858,319	4,675,057	4,340,857	N/A	N/A	4,217,777	3,607,046	4,812,639	42,177,774	10
Airlines-Commercial	6,740	14,438	12,640	N/A	N/A	10,144	4,416	14,438	101,440	10
Hotels, Motels, Apartments, Cottages	4,780,687	6,394,520	6,466,185	N/A	N/A	6,697,609	4,323,396	10,098,231	66,976,092	10
Recreation and Amusement Places	207,829	233,928	332,274	N/A	N/A	239,155	145,768	332,274	2,391,550	10

*Beer, wine and liquor license



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
Total Jobs (not seasonally adjusted, last two months preliminary)										
Arts, entertainment, and recreation										
Maryland	29,000	31,400	36,300	N/A	N/A	34,980	28,700	43,400	N/A	10
United States	1,691,100	1,748,500	1,865,100	1,973,100	6%	1,882,664	1,652,800	2,235,100	N/A	11
Accommodation										
Maryland	20,400	21,000	21,900	N/A	N/A	22,680	20,400	25,900	N/A	10
United States	1,689,500	1,719,800	1,745,900	1,780,100	2%	1,765,391	1,678,000	1,916,800	N/A	11
Food Services and Drinking Places										
Maryland	158,900	161,700	168,100	N/A	N/A	168,740	158,900	179,600	N/A	10
United States	9,148,200	9,319,500	9,522,100	9,691,100	2%	9,401,727	9,068,000	9,691,100	N/A	11



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	7,330	8,583	7,223	7,769	8%	7,875	6,909	8,929	86,623	11
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	3	2	2	3	50%	1	0	3	N/A (Note)	11
Estimated Direct Expenditures (\$)	\$1,077,333	\$0	\$0	\$1,077,333	N/A	195,879	0	1,077,333	2,154,666	11
Film Days (Film)	38	0	0	38	N/A	7	0	38	76	11
Television										
Number of Productions (Television)	1	1	1	1	0%	1	0	1	N/A (Note)	11
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	11
Film Days (Television)	0	0	0	0	N/A	0	0	0	0	11
Other										
Number of Productions (Other)	6	3	3	3	0%	3	0	6	35	11
Estimated Direct Expenditures (\$)	\$1,172,250	\$48,000	\$96,759	\$1,580,000	1533%	936,440	0	3,665,654	10,300,838	11

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	9,649	9,610	8,741	10,799	24%	9,319	7,550	10,799	102,509	11

	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: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
\$ value of media coverage in-state (Proactive)	80,451	20,884	128,342	64,718	-50%	60,586	20,884	128,342	666,443	11
\$ value of media coverage national/trade	426,356	39,373	46,188	29,663	-36%	77,882	8,339	426,356	856,698	11
# of publication DBED mentioned-positive	385	149	72	241	235%	111	26	385	1,225	11
# of media assists (Inclusion) DBED (Reactive)	27	21	37	17	-54%	21	8	37	234	11
# of proactive stories	385	135	52	241	363%	107	15	385	1,174	11
INTERACTIVE / WEB										
CHOOSEMARYLAND										
Total visits	64,673	85,526	82,664	87,316	6%	75,836	50,467	87,316	834,200	11
Unique website visitors	28,746	36,335	35,771	37,714	5%	34,749	20,357	39,843	382,236	11
Time spent on site	4	3	4	3	-25%	4	3	10	4	11
Page views per person	4.1	4.1	4.2	3.6	-14%	5.5	3.0	8.2	5.5	11
Total database contacts	18,558	22,952	23,245	24,125	4%	17,332	12,271	24,125	24,125	11
TWITTER										
Number of tweets	215	209	108	241	123%	160	108	241	1,758	11
Number of followers	150	140	307	241	-21%	128	35	307	1,407	11
FACEBOOK										
Number of new fans	100	120	56	447	698%	132	47	447	1,456	11
YOUTUBE										
Number of videos watched	527	393	299	232	-22%	357	209	599	3,927	11
BLOG VISITORS										
CyberMaryland Blog	664	722	930	1,008	8%	607	319	1,008	6,678	11
Call To Action - website feedback										
Number of comments	18	20	28	24	-14%	22	13	33	239	11
Number of sign-ups for Pulses	0	0	0	0	N/A	18	0	91	194	11
Number of joins	15	25	41	43	5%	32	10	91	315	10
Mdbiz Media										
Number of Posts (stories, videos, interviews, etc.)	13	22	16	15	-6%	6	0	22	66	11
Number of Hits (visitors who read, watched or listened)	1,143	2,262	2,252	2,233	-1%	717	0	2,262	7,890	11
OUTREACH- OFFICE OF THE SECRETARY										
# of Events	9	14	13	18	38%	12	4	20	128	11
# of People Reached/Attendees	934	2,270	1,245	5,190	317%	1,765	390	5,190	19,420	11



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
CREATIVE SERVICES AND EVENTS										
TRADESHOWS / EXHIBITIONS										
# of Events	0	2	1	3	200%	2	0	8	26	11
# of Attendees	0	14,000	140	1,030	636%	2,743	0	14,000	30,170	11
ADVERTISING										
# of advertising impressions	1,052,000	5,304,000	501,000	1,436,690	187%	1,433,537	12,500	5,304,000	15,768,910	11
# of placements	0	9	31	148	377%	27	0	148	301	11
GRAPHICS										
# of Business Information Projects	18	23	26	18	-31%	18	11	26	201	11
\$ value of Creative Projects	45,050	27,620	29,340	32,110	9%	33,218	12,510	68,740	365,400	11
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	13	25	23	11	-52%	19	11	27	207	11
External Communications Requests	13	17	11	7	-36%	11	7	17	118	11
Economic Impact Analyses*	3	2	1	1	0%	2	0	8	22	11
Partnerships*	5	3	2	3	50%	3	1	6	30	11
<i>*EIA are projects we do; and partnerships are interaction w/partners not providing a product.</i>										
LEVERAGE DOLLARS										
\$ value of partner contributions	0	167,200	0	0	N/A	18,520	0	167,200	185,200	10
MEDIA VALUE										
- Cost	\$ 8,799	\$ 91,355	\$ -	\$ -	N/A	\$ 25,609	\$ -	\$ 109,045	\$ 281,699	11
- Leveraged Dollars	\$ 8,300	\$ 47,360	\$ -	\$ -	N/A	\$ 29,720	\$ -	\$ 78,060	\$ 326,920	11
- Total Value	\$ 17,099	\$ 138,715	\$ -	\$ -	N/A	\$ 55,329	\$ -	\$ 187,105	\$ 608,619	11



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
BIOENTREPRENEUR RESOURCE PROGRAM										
COMPANIES RECEIVING ASSISTANCE										
-Baltimore	6	2	9	0	-100%	7	0	19	74	11
-Rockville	10	7	5	15	200%	8	1	22	89	11
-MBC Visits to Companies	0	6	3	4	33%	3	0	7	29	11
Total	16	15	17	19	12%	17	4	36	192	11
TECHNICAL ASSISTANCE SERVICES PROVIDED										
-Business Plan Development	0	5	1	4	300%	2	0	5	26	11
-Grant Programs (MBC, TEDCO, MIPS)	0	3	1	1	0%	1	0	3	7	11
-Financing	2	0	1	3	200%	1	0	3	7	11
-Training Programs (PWQ, ActiVate)	0	0	1	0	-100%	0	0	1	1	11
DATABASE USE										
-Number of Companies	13	7	13	11	-15%	12	1	31	129	11
-Number of Individuals	15	9	22	17	-23%	14	1	31	154	11
-Number of Downloads (DataMonitor)	99	120	47	166	253%	74	23	166	812	11
-Value (DataMonitor)	\$ 283,817.00	\$ 278,231.00	\$ 225,773.00	447,501	98%	\$ 260,950	\$ 122,485	\$ 447,501	\$ 2,870,452	11
-Cost (DataMonitor)	\$ 2,042.00	\$ 2,042.00	\$ 2,042.00	2,042	0%	\$ 2,042	\$ 2,042	\$ 2,042	\$ 22,462	11
COMPANIES IN THE MBC BIODIRECTORY										
Venture Valuation Database	627	640	640	640	0%	631	620	640	5,675	9
Contacts - Card Exchange	92	129	113	0	-100%	116	0	364	1,274	11
BIOTECHNOLOGY DEVELOPMENT PROGRAM										
BIOTECHNOLOGY COMMERCIALIZATION AWARDS										
Number of Applicants	0	0	0	0	N/A	2	0	20	20	11
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	4	4	11
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 72,727	\$ -	\$ 800,000	\$ 800,000	11
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ 190,452	\$ -	\$ 2,094,977	\$ 2,094,977	11
BIOTECHNOLOGY TRANSLATIONAL RESEARCH AWARDS										
Number of Applicants	0	0	0	0	N/A	2	0	18	20	11
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	4	4	11
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 72,200	\$ -	\$ 794,205	\$ 794,205	11
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ 68,182	\$ -	\$ 750,000	\$ 750,000	11
INSTITUTIONAL SHARED RESOURCE FACILITY AWARDS										
Number of Applicants	0	0	0	0	N/A	0	0	1	1	11
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	0	0	11
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	11
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	11
FINANCING PROGRAMS										
BIOTECH TAX CREDIT*										
-Companies Benefitting	3	3	3	1	-67%	4	0	17	42	11
-Investors Applying	5	5	1	0	-100%	24	0	166	265	11
-Investors Receiving	6	6	7	2	-71%	19	0	124	206	11
-Value	\$ 166,000	\$ 550,000	\$ 364,727	\$ 91,001	-75%	\$ 1,065,467	\$ -	\$ 8,060,906	\$ 11,720,134	11
-Leveraged Investment	\$ 727,000	\$ 1,100,000	\$ 1,130,000	\$ 225,000	-80%	\$ 2,344,422	\$ -	\$ 17,631,646	\$ 25,788,646	11
MARKETING AND OUTREACH ACTIVITY										
WEBSITE ANALYTICS										
-Visits	6,978	7,938	7,828	7,328	-6%	7,514	6,478	8,471	75,140	10



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
-Unique Visitors	4,858	5,477	5,513	5,247	-5%	5,210	4,643	5,818	52,104	10
-Page Views	11,577	13,754	14,787	13,049	-12%	13,663	11,577	16,552	136,625	10
-Pages Per Visit	2	2	2	2	-6%	1	1	2	14	10
-Average Time on Site (minutes)	0:01:40	0:01:44	0:02:08	0:01:52	-13%	0:01:53	0:01:40	0:02:09	0:18:52	10
MARKETING^										
MBC Events - Lead	2	5	3	3	0%	1	0	5	13	11
-Number of Participants	340	250	131	570	335%	117	0	570	1,291	11
MBC Speaking Engagements	0	2	1	1	0%	1	0	3	12	11
-Number of Participants	0	35	60	0	-100%	50	0	215	550	11
Trade Show Participation	0	0	0	0	N/A	0	0	1	1	11
-Number of Participants	0	0	0	0	N/A	34	0	375	375	11
Center Sponsored Events	1	2	1	0	-100%	1	0	2	8	11
-Number of Participants	300	200	50	0	-100%	137	0	635	1,510	11
WORKFORCE DEVELOPMENT ACTIVITY										
INTERNSHIP PLACEMENT GRANTS										
-Companies Applying	0	0	0	0	N/A	0	0	1	1	11
-Companies Received Internship Grants	0	0	0	0	N/A	0	0	1	1	11
-Number of Interns Employed	0	0	0	0	N/A	0	0	4	4	11
-Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 227	\$ -	\$ 2,500	\$ 2,500	11

*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: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	2,974	2,983	2,989	2,991	0%	2,980	2,974	2,991	N/A	11
United States	153,246	153,406	153,421	153,693	0%	153,675	153,186	154,124	N/A	11
EMPLOYMENT (thousands)										
Maryland	2,764	2,776	2,785	2,787	0%	2,766	2,758	2,787	N/A	11
United States	139,573	139,864	139,674	139,779	0%	139,368	138,909	139,864	N/A	11
UNEMPLOYMENT RATE (%)										
Maryland	7.1%	6.9%	6.8%	6.8%	0%	7.2%	6.8%	7.4%	N/A	11
United States	8.9%	8.8%	9.0%	9.1%	1%	9.3%	8.8%	9.8%	N/A	11
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	27,106	28,036	29,438	31,934	8%	29,980	27,106	32,872	N/A	11
United States	1,669,830	1,719,339	1,796,727	1,328,289	-26%	1,812,004	1,328,289	2,096,120	N/A	11
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	7,848	9,493	8,830	NA	N/A	8,693	7,848	9,613	86,934	10
BWI Commercial Passengers (Millions)	1,404,820	1,882,404	1,899,305	NA	N/A	1,828,351	1,404,820	2,170,517	18,283,514	10
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	97	93	NA	NA	N/A	103	82	124	931	9
Electric Meters Installed, Residential Maryland	522	288	NA	NA	N/A	532	288	724	4,785	9
Electricity Sales, Commercial (Millions of MWh) Maryland	1,444,288	1,463,720	NA	NA	N/A	1,575,139	1,379,099	1,866,529	14,176,248	9
Electricity Sales, Residential (Millions of MWh) Maryland	1,075,199	1,048,252	NA	NA	N/A	1,179,338	842,663	1,522,141	10,614,045	9
HOME SALES (# units)										
Maryland	3,173	4,343	4,621	4,805	4%	4,021	3,119	4,805	44,234	11
United States	295	402	437	458	5%	380	285	458	4,178	11
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	674	988	769	NA	N/A	828	599	1,265	8,276	10
United States	37,232	53,650	49,872	NA	N/A	45,783	35,985	53,650	457,831	10
AUTOMOBILE SALES (# units)										
Maryland	18,863	27,667	25,793	25,464	-1%	23,166	18,863	27,667	254,823	11
United States (in Thousands)	1,139	1,112	1,116	1,003	-10%	1,047	971	1,139	11,517	11



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,516	2,510	2,520	2,506	-1%	2,515	2,506	2,520	N/A	11
United States	130,563	130,757	130,989	131,043	0%	130,337	129,844	131,043	N/A	11
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	143	142	143	140	-2%	143	140	144	N/A	11
United States	6,261	6,281	6,295	6,303	0%	6,251	6,211	6,303	N/A	11
MANUFACTURING										
Maryland	112	112	114	113	-1%	114	112	115	N/A	11
United States	11,655	11,675	11,699	11,694	0%	11,607	11,539	11,699	N/A	11
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	442	440	441	437	-1%	440	437	443	N/A	11
United States	24,775	24,791	24,869	24,872	0%	24,726	24,601	24,872	N/A	11
INFORMATION										
Maryland	43	43	43	44	2%	43	42	44	N/A	11
United States	2,684	2,683	2,682	2,681	0%	2,693	2,681	2,711	N/A	11
FINANCIAL ACTIVITIES										
Maryland	141	141	142	142	0%	142	141	143	N/A	11
United States	7,606	7,611	7,609	7,612	0%	7,613	7,606	7,618	N/A	11
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	392	387	392	390	-1%	389	386	392	N/A	11
United States	16,991	17,066	17,116	17,160	0%	16,900	16,681	17,160	N/A	11
EDUCATION AND HEALTH SERVICES										
Maryland	401	402	403	401	0%	402	401	404	N/A	11
United States	19,832	19,865	19,919	19,953	0%	19,760	19,571	19,953	N/A	11
LEISURE AND HOSPITALITY										
Maryland	226	227	229	227	-1%	228	226	231	N/A	11
United States	13,125	13,171	13,203	13,197	0%	13,103	13,013	13,203	N/A	11
OTHER SERVICES										
Maryland	115	115	116	116	0%	115	115	116	N/A	11
United States	5,434	5,439	5,441	5,444	0%	5,414	5,362	5,444	N/A	11
GOVERNMENT										
Maryland	501	501	495	497	0%	499	495	503	N/A	11
United States	22,200	22,175	22,156	22,127	0%	22,270	22,127	22,581	N/A	11
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	40.8	41.1	41.4	41	-1%	41	40	41	N/A	11
United States	40.9	41.3	41.3	41.4	0%	41	41	42	N/A	11
AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)										
Maryland	799.7	790.3	782.0	764	-2%	808	764	842	N/A	11
United States	774.2	780.2	780.6	782.9	0%	776	757	788	N/A	11



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	25	36	24	14	-42%	26	14	36	282	11
New Locations	4	3	3	1	-67%	4	1	6	39	11
Expansions	21	33	21	13	-38%	22	13	33	243	11
Total Capital Investment (Millions)	740	155	56	326	482%	339	36	1,417	3,730	11
Total New Jobs	494	1,641	280	480	71%	745	280	1,920	8,195	11
NEW JOBS BY COUNTY										
Allegany	0	0	0	0	N/A	2	0	20	20	11
Anne Arundel	40	155	235	60	-74%	103	0	510	1,132	11
Baltimore City	114	35	0	85	N/A	70	0	315	775	11
Baltimore County	0	104	0	190	N/A	59	0	200	654	11
Calvert	0	0	0	0	N/A	0	0	0	0	11
Caroline	0	0	0	0	N/A	0	0	0	0	11
Carroll	0	0	0	0	N/A	0	0	0	0	11
Cecil	0	0	0	0	N/A	5	0	60	60	11
Charles	0	0	0	0	N/A	0	0	0	0	11
Dorchester	0	0	20	0	-100%	2	0	20	20	11
Frederick	200	30	25	0	-100%	25	0	200	280	11
Garrett	0	0	0	0	N/A	2	0	25	25	11
Harford	0	1,215	0	0	N/A	126	0	1,215	1,389	11
Howard	55	102	0	70	N/A	55	0	140	607	11
Kent	0	0	0	0	N/A	0	0	0	0	11
Montgomery	0	0	0	25	N/A	162	0	1,678	1,780	11
Prince George's	50	0	0	0	N/A	56	0	300	619	11
Queen Anne's	0	0	0	0	N/A	0	0	0	0	11
Somerset	0	0	0	0	N/A	5	0	50	50	11
St. Mary's	0	0	0	0	N/A	0	0	0	0	11
Talbot	0	0	0	0	N/A	1	0	6	6	11
Washington	35	0	0	50	N/A	53	0	241	578	11
Wicomico	0	0	0	0	N/A	18	0	200	200	11
Worcester	0	0	0	0	N/A	0	0	0	0	11



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	0	0	0	0	N/A	5	0	60	60	11
Mining	0	0	0	0	N/A	2	0	25	25	11
Utilities	0	0	0	0	N/A	0	0	0	0	11
Construction	0	0	0	0	N/A	13	0	100	138	11
Manufacturing	0	57	245	250	2%	137	0	351	1,511	11
Wholesale trade	50	0	0	0	N/A	22	0	100	237	11
Retail trade	0	1,200	0	0	N/A	109	0	1,200	1,200	11
Transportation and warehousing	0	15	0	0	N/A	20	0	200	225	11
Information	100	40	10	0	-100%	20	0	100	217	11
Finance and insurance	0	0	0	0	N/A	30	0	228	326	11
Real estate	0	0	0	50	N/A	5	0	50	50	11
Professional services	74	249	0	165	N/A	100	0	275	1,105	11
Management of companies	0	0	0	0	N/A	0	0	0	0	11
Administrative services	70	0	25	0	-100%	56	0	265	620	11
Educational services	0	0	0	0	N/A	12	0	110	127	11
Health care	0	0	0	0	N/A	160	0	1,548	1,758	11
Arts, entertainment and recreation	0	0	0	15	N/A	1	0	15	15	11
Accommodation and food services	0	30	0	0	N/A	21	0	90	230	11
Other services	0	50	0	0	N/A	14	0	51	151	11
Federal government	200	0	0	0	N/A	18	0	200	200	11
BRAC-RELATED JOBS										
BRAC-Related Jobs	40	15	0	0	N/A	28	0	135	307	11



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

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11		Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	0	10	4	5	25%	4	0	10	41	11
Closings	3	4	3	2	-33%	2	0	4	23	11
Downsizings	0	6	1	3	200%	2	0	6	21	11
IMPACTED JOBS										
Total Impacted Jobs	116	1,215	287	527	84%	464	116	1,303	5,108	11
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	11
Anne Arundel	0	478	0	430	N/A	102	0	478	1,124	11
Baltimore City	0	25	168	0	-100%	84	0	613	927	11
Baltimore County	0	172	101	97	-4%	150	0	1,147	1,651	11
Calvert	0	0	0	0	N/A	0	0	0	0	11
Caroline	0	0	0	0	N/A	0	0	0	0	11
Carroll	0	0	0	0	N/A	0	0	0	0	11
Cecil	0	0	0	0	N/A	0	0	0	0	11
Charles	0	0	0	0	N/A	2	0	27	27	11
Dorchester	0	0	0	0	N/A	0	0	0	0	11
Frederick	0	0	0	0	N/A	9	0	56	96	11
Garrett	0	0	0	0	N/A	0	0	0	0	11
Harford	0	0	0	0	N/A	5	0	52	52	11
Howard	0	146	18	0	-100%	15	0	146	164	11
Kent	0	0	0	0	N/A	0	0	0	0	11
Montgomery	57	120	0	0	N/A	20	0	120	221	11
Prince George's	59	274	0	0	N/A	47	0	274	521	11
Queen Anne's	0	0	0	0	N/A	0	0	0	0	11
Somerset	0	0	0	0	N/A	9	0	103	103	11
St. Mary's	0	0	0	0	N/A	0	0	0	0	11
Talbot	0	0	0	0	N/A	0	0	0	0	11
Washington	0	0	0	0	N/A	11	0	63	122	11
Wicomico	0	0	0	0	N/A	0	0	0	0	11
Worcester	0	0	0	0	N/A	9	0	100	100	11
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	0	11



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

Reporting Period: May, 2011

BY INDUSTRY	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
Agriculture	0	0	0	0	N/A	0	0	0	0	11
Mining	0	0	0	0	N/A	0	0	0	0	11
Utilities	0	0	0	0	N/A	0	0	0	0	11
Construction	0	0	0	0	N/A	0	0	0	0	11
Manufacturing	0	612	179	124	-31%	223	0	1,072	2,449	11
Wholesale trade	0	25	0	59	N/A	19	0	100	211	11
Retail trade	116	266	0	200	N/A	58	0	266	638	11
Transportation and warehousing	0	0	0	144	N/A	22	0	144	247	11
Information	0	0	0	0	N/A	10	0	59	111	11
Finance and insurance	0	39	18	0	-100%	13	0	90	147	11
Real estate	0	0	0	0	N/A	7	0	75	75	11
Professional services	0	190	0	0	N/A	21	0	190	234	11
Management of companies	0	0	90	0	-100%	12	0	90	134	11
Administrative services	0	0	0	0	N/A	15	0	84	166	11
Educational services	0	83	0	0	N/A	8	0	83	83	11
Health care	0	0	0	0	N/A	0	0	0	0	11
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	11
Accommodation and food services	0	0	0	0	N/A	56	0	613	613	11
Other services	0	0	0	0	N/A	0	0	0	0	11
Federal government	0	0	0	0	N/A	0	0	0	0	11



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
 AGENCY WIDE OVERVIEW

Reporting Period: May, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Feb-11	Mar-11	Apr-11	May-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.