



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
StateStat

Reporting Period:  
June 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: **11.41%** # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: **44.16%** # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: June 2011						YEAR-TO-DATE					
	Agency Total	Ethnic	Women	Disabled / Non-Profit	Total MBE/WBE	%	Agency Total	Ethnic	Women	Disabled / Non-Profit	Total MBE/WBE	%
<b>Payment Totals</b>	\$806,751.30	\$20,892.48 2.59%	\$23,279.00 2.89%	\$541.26 0.07%	\$44,712.74	5.54%	\$6,529,546.72	\$1,577,489.37 24.16%	\$425,483.54 6.52%	\$3,171.32 0.05%	\$2,006,144.23	30.72%
<b>Awards Totals</b>	\$488,155.58	\$335.00 0.07%	\$55,369.00 11.34%	\$0.00 0.00%	\$55,704.00	11.41%	\$4,684,505.54	\$1,366,660.00 29.17%	\$702,014.02 14.99%	\$0.00 0.00%	\$2,068,674.02	44.16%
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	\$354,049.00	\$335.00	\$3,583.00	\$0.00	\$3,918.00	1.11%	\$3,367,536.00	\$1,366,660.00	\$20,497.00	\$0.00	\$1,387,157.00	41.19%
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		\$652,482.00	\$0.00	\$45,453.00	\$0.00	\$45,453.00	6.97%
IT Supplies and Equipment	\$65,010.00	\$0.00	\$51,786.00	\$0.00	\$51,786.00	79.66%	\$132,924.00	\$0.00	\$626,374.00	\$0.00	\$626,374.00	471.23%
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	\$26,963.74	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$295,443.21	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Direct Vouchers	\$42,132.84	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$156,244.33	\$0.00	\$0.00	\$0.00	\$0.00	0.00%

SBR INDICATORS	Agency Total	Total SBR	# Designated Procurements	%	Agency Total	Total SBR	# Designated Procurements	%
<b>Payment Totals</b>	\$528,429.24	\$167,792.78	10	31.75%	\$8,986,059	\$2,549,368	37	28.37%



**DBED DASHBOARD**  
*FY 2011 - Through June, 2011*

<b>FY 2011 Jobs Impact Goal</b>	<b>11,000</b>
<b>-Total to Date*</b>	<b>10,097</b>
<b>-Percentage to Goal</b>	<b>91.8%</b>

<b>Facility Location Decisions</b>		<b>Issues Successfully Resolved with Jobs Impact</b>		<b>Issues Successfully Resolved - ALL</b>	
Total No. of Projects	59	Total No. of Projects	112	Total No. of Issues	431
-Projects by Region		-Projects by Region		-Issues by Type	
Eastern	12	Eastern	11	Environmental	3
Western	0	Western	6	Financing	171
Southern	4	Southern	7	Legislative	0
Corridor	43	Corridor	88	Marketing Assistance	65
				Permits	25
				Technical	27
Total No. of Jobs	5,621	Total No. of Jobs	4,476	Workforce	46
New	2,445	New	2,908	Other	94
Retained	3,176	Retained	1,568		

**Finance Programs - Approved Deals Total**

Program	# of Transactions	Dollar Value	Jobs Total**
MEDAAF	23	8,984,500	7,482
Sunny Day	0	0	0
MEAF	0	0	0
CDBG	2	800,000	60
MIDFA	20	18,167,652	1,408
MD Venture Capital	12	1,445,402	147
MSBDFA EPIP	6	805,000	31
MSBDFA Contract Finance	10	1,450,000	172
MSBDFA Guarantee	12	1,778,012	133
Military Reservist Loan Fund	7	288,000	42

\*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: June, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>NUMBER OF EMPLOYEES PER DIVISION</b>										
Office of the Secretary	69	70	70	71	1%	73	69	78	876	12
Business and Enterprise Development	74	74	74	73	-1%	75	73	77	896	12
Marketing and Communications	26	26	25	25	0%	26	25	26	309	12
Tourism and Culture	41	43	43	43	0%	43	41	45	518	12
<b>OVERTIME (HOURS)</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	12
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	12
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	12
Tourism and Culture	0	0	0	0	N/A	0	0	4	4	12
<b>SICK LEAVE (HOURS)</b>										
Office of the Secretary	382	470	399	571	43%	420	315	571	5,042	12
Business and Enterprise Development	161	133	122	114	-7%	110	42	161	1,323	12
Marketing and Communications	455	455	311	377	21%	405	278	506	4,854	12
Tourism and Culture	236	206	219	293	34%	241	144	378	2,895	12
<b>ACCIDENT LEAVE (HOURS)</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	12
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	12
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	12
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	12
<b>UNSCHEDULED LEAVE (HOURS)</b>										
Office of the Secretary	0	0	8	16	100%	8	0	25	97	12
Business and Enterprise Development	0	0	5	0	-100%	0	0	5	5	12
Marketing and Communications	0	16	0	1	N/A	4	0	16	51	12
Tourism and Culture	0	0	0	4	N/A	4	0	24	47	12
<b>FROI TO IWIF</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	2	2	12
Business and Enterprise Development	0	0	0	0	N/A	0	0	1	1	12
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	12
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	12
<b>FROI LAG &gt; 3 DAYS</b>										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	12
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	12
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	12
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	12



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
FACILITY LOCATION PROJECTS

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>ALL PIPELINE PROJECTS</b>										
Total Pipeline Projects	173	170	173	167	-3%	161	138	205	N/A	12
<b>SHORT LIST PROJECTS</b>										
<b>PROJECTS, JOBS AND CAPEX</b>										
Number of Projects	33	32	34	31	-9%	29	22	34	N/A	12
Potential New Jobs	2,331	2,158	2,229	2,009	-10%	3,579	2,009	5,400	N/A	12
At Risk Jobs	2,144	1,115	1,140	932	-18%	1,574	316	3,226	N/A	12
Projected Capex	159,400,000	110,000,000	174,450,000	169,400,000	-3%	515,264,146	964,750	1,194,750,000	N/A	12
<b>PROJECTS BY INDUSTRY</b>										
#Sustainable/Green	3	2	2	1	-50%	1	0	3	N/A	12
#IT and Intelligence	9	7	7	6	-14%	8	6	9	N/A	12
#Science	5	6	6	6	0%	5	4	7	N/A	12
#Traditional/Other	16	17	19	18	-5%	14	10	19	N/A	12
<b>PROJECTS BY TARGET LOCATION</b>										
Eastern	4	5	4	3	-25%	2	0	5	N/A	12
Western	0	0	0	0	N/A	0	0	0	N/A	12
Southern	0	0	0	0	N/A	0	0	0	N/A	12
Corridor	22	19	20	18	-10%	20	16	25	N/A	12
<b>DECISIONS- FACILITY LOCATIONS AND EXPANSIONS</b>										
<b>DECISIONS, JOBS AND CAPEX</b>										
Number of Projects	6	9	3	17	467%	5	1	17	59	12
Potential New Jobs	107	401	559	498	-11%	204	1	559	2,445	12
Retained Jobs	210	1,751	0	351	N/A	265	0	1,751	3,176	12
Projected Capex	2,750,000	566,200,000	90,000,000	64,650,000	-28%	73,232,069	0	566,200,000	878,784,826	12
<b>DECISIONS BY INDUSTRY</b>										
#Sustainable/Green	0	0	0	4	N/A	0	0	4	5	12
#IT and Intelligence	3	2	2	3	50%	2	0	3	18	12
#Science	0	0	0	3	N/A	1	0	3	10	12
#Traditional/Other	3	7	1	7	600%	2	0	7	26	12
<b>DECISIONS BY LOCATION</b>										
Eastern	2	2	0	4	N/A	1	0	4	12	12
Western	0	0	0	0	N/A	0	0	0	0	12
Southern	1	1	0	0	N/A	0	0	1	4	12
Corridor	3	6	3	13	333%	4	1	13	43	12



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
ISSUE RESOLUTION

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>ISSUES PIPELINE</b>										
Number of Pipeline Issues	255	242	244	256	5%	254	229	265	N/A	12
<b>AGENCY PARTNERSHIP ISSUES PIPELINE</b>										
DHCD- Housing	1	1	1	1	0%	1	0	1	N/A	12
DHMH- Health	1	1	1	1	0%	0	0	1	N/A	12
DLLR- Licensing	9	8	8	6	-25%	8	6	9	N/A	12
DNR- Natural Resources	0	0	0	0	N/A	1	0	2	N/A	12
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	N/A	12
MDE- Environment	1	1	1	1	0%	1	1	3	N/A	12
MDOT- Transportation	2	2	3	3	0%	3	2	3	N/A	12
MGA- General Assembly	0	0	0	0	N/A	0	0	0	N/A	12
MTES/MTECH- Technology Service	3	4	4	4	0%	3	2	4	N/A	12
SBDC- Small Business	8	8	8	10	25%	9	8	11	N/A	12
TEDCO- Tech. Dev. Corp.	7	6	6	6	0%	7	6	8	N/A	12
WIB- Workforce	8	7	10	9	-10%	9	7	12	N/A	12
<b>ISSUES PIPELINE BY TYPE OF ISSUE</b>										
Environmental	3	3	3	3	0%	3	2	4	N/A	12
Financing	83	82	83	84	1%	79	40	87	N/A	12
Legislative	0	0	29	0	-100%	2	0	29	N/A	12
Marketing Assistance	36	30	0	32	N/A	32	0	42	N/A	12
Permits	4	4	3	4	33%	4	2	4	N/A	12
Technical	27	27	26	25	-4%	32	25	38	N/A	12
Workforce	56	54	55	59	7%	58	54	66	N/A	12
Other	46	42	45	49	9%	44	39	49	N/A	12
<b>COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME</b>										
<b>AGENCY PARTNERSHIP COMPLETED ISSUES</b>										
DHCD- Housing	0	0	0	0	N/A	0	0	2	2	12
DHMH- Health	0	0	0	0	N/A	0	0	2	2	12
DLLR- Licensing	1	0	5	0	-100%	1	0	5	5	12
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	12
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	1	1	12
MDE- Environment	0	0	0	0	N/A	0	0	1	1	12
MDOT- Transportation	0	1	0	0	N/A	0	0	1	1	12
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	12
MTES/MTECH- Technology Service	0	0	0	0	N/A	0	0	1	1	12
SBDC- Small Business	0	0	0	0	N/A	0	0	0	0	12
TEDCO- Tech. Dev. Corp.	2	0	0	0	N/A	1	0	3	3	12
WIB- Workforce	3	0	0	0	N/A	2	0	16	16	12



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ISSUE RESOLUTION

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	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>COMPLETED ISSUES- SUCCESSFULLY RESOLVED</b>										
<b>ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES</b>										
#Issues-Total	61	32	76	43	-43%	36	7	87	431	12
New Jobs	822	263	689	145	-79%	242	10	822	2,908	12
Retained Jobs	5	8	148	870	488%	131	2	870	1,568	12
Capex	0	0	32,000,000	132,000	-100%	4,669,333	0	32,000,000	56,032,000	12
<b>AGENCY PARTNERSHIP COMPLETED ISSUES</b>										
DHCD- Housing	3	1	0	2	N/A	1	0	6	13	12
DHMH- Health	0	0	0	0	N/A	0	0	1	1	12
DLLR- Licensing	5	4	0	4	N/A	2	0	5	22	12
DNR- Natural Resources	0	0	0	0	N/A	0	0	1	2	12
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	2	2	12
MDE- Environment	1	0	0	0	N/A	0	0	2	3	12
MDOT- Transportation	1	1	0	0	N/A	1	0	4	7	12
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	12
MTES/MTECH- Technology Service	5	0	0	0	N/A	1	0	5	8	12
SBDC- Small Business	8	3	2	8	300%	3	0	8	37	12
TEDCO- Tech. Dev. Corp.	5	2	2	2	0%	1	0	5	16	12
WIB- Workforce	1	2	2	2	0%	1	0	4	17	12
<b>COMPLETED ISSUES BY TYPE OF ISSUE</b>										
Environmental	1	1	1	0	-100%	0	0	1	3	12
Financing	18	6	47	17	-64%	14	0	47	171	12
Legislative	0	0	0	0	N/A	0	0	0	0	12
Marketing Assistance	5	5	14	2	-86%	5	1	14	65	12
Permits	5	2	0	6	N/A	2	0	7	25	12
Technical	9	3	1	2	100%	2	0	9	27	12
Workforce	5	9	5	4	-20%	4	0	9	46	12
Other	18	6	8	12	50%	8	0	28	94	12
<b>GRANTS PROGRAMS</b>										
<b>PWQ</b>										
#grants	2	1	1	4	300%	1	0	4	13	12
value	20,116	23,450	24,000	158,000	558%	23,240	0	158,000	278,880	12
<b>SACF</b>										
#grants	0	0	0	0	N/A	0	0	0	0	12

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	
Frank Dickson	8-Jun-11	410 Labs, Inc.	Montgomery	IT and Intelligence	3		15	
Tabu Morris	15-Jun-11	Queen's Quality Painting, LLC	Baltimore County	Traditional/Other	7	7	0	
Patrick Barnes	16-Jun-11	ComSource, Inc.	Frederick	IT and Intelligence	50		25	
Tabu Morris	16-Jun-11	G & D Construction, LLC	Prince George's	Traditional/Other	15	15		
Mindie Burgoyne	24-Jun-11	Solo Cup Company (Federsburg, MD)	Caroline	Traditional/Other	546	46		
Mindie Burgoyne	24-Jun-11	Sotera Defense Solutions	Talbot	Traditional/Other	185	0	102	
Tabu Morris	28-Jun-11	Intelligent Fiscal Optimal Solutions (iFos), LLC	Howard	Traditional/Other	2	2	3	

PRIMARY REP	COMPLETION DATE	ACCOUNT	COUNTY	INDUSTRY	EXISTING JOBS	AT RISK JOBS	NEW JOBS	CAPEX
Joel McCrea	30-Jun-11	NewPage Corporation	Allegany	Traditional/Other	800	800		\$132,000

FY 2011 Job Creation and Retention List - July 1, 2010 through June 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 & Homing, 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	Y
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
FCC Environmental	Baltimore County	02-Jun-11	Energy- R&D, Dev., Prod.	30	0	\$40,000,000	Facility Location	Bob Sklar	Business Development	Y
National Science and Technology Holding, JSC	Out of State	06-Jun-11	X- Other	1			Facility Location	Igor Evseev	International	N
Smart Fuel Cell AG	Out of State	07-Jun-11	Energy- R&D, Dev., Prod.	25			Facility Location	Signe Pringle	International	N
VT Industries	Out of State	07-Jun-11	Manufacturing	75	0	\$8,000,000	Facility Location	Bob Williams	Business Development	Y
Xontal LTD	Baltimore County	07-Jun-11	X- Unknown	11	23		Facility Location	Gary Ventry	Business Development	N
410 Labs, Inc.	Montgomery	08-Jun-11	Information Technology	15			Issue To Resolve	Frank Dickson	Financing	Y
Telcordia Technologies	Out of State	13-Jun-11	Telecommunications	50	0	\$2,000,000	Facility Location	Jayson Knott	Business Development	N
Bartron Medical Imaging (CT)	Out of State	14-Jun-11	Information Technology	15			Facility Location	Brian Castleberry	Business Development	N
Phillips Mushroom Farms, L.P.	Cecil	14-Jun-11	Agriculture & Forestry	60	0	\$8,600,000	Facility Location	Tammy Edwards	Business Development	N
Queen's Quality Painting, LLC	Baltimore County	15-Jun-11	X- Other	0	7		Issue To Resolve	Tabu Morris	Financing	Y
ComSource, Inc.	Frederick	16-Jun-11	Telecommunications	25			Issue To Resolve	Patrick Barnes	Business Development	N
G & D Construction, LLC	Prince George's	16-Jun-11	Construction		15		Issue To Resolve	Tabu Morris	Financing	Y
Burley Oak LLC	Worcester	20-Jun-11	Manufacturing	8			Facility Location	Renee Stephens	Regional Offices	N
Coastal Linen Inc.	Wicomico	20-Jun-11	Health Care Tech & Services	10			Facility Location	Renee Stephens	Regional Offices	N
Zyngenia, Inc.	Out of State	23-Jun-11	Biotechnology	20			Facility Location	Brian Castleberry	Business Development	Y
Cambridge International Inc.	Dorchester	24-Jun-11	Manufacturing	36	230		Facility Location	Mindie Burgoyne	Regional Offices	Y
Clinton Nurseries, Inc.	Out of State	24-Jun-11	Agriculture & Forestry	32	18	\$2,500,000	Facility Location	Mindie Burgoyne	Regional Offices	N
Solo Cup Company (Federalsburg, MD)	Caroline	24-Jun-11	Manufacturing		46		Issue To Resolve	Mindie Burgoyne	Regional Offices	N
Sotera Defense Solutions	Talbot	24-Jun-11	Manufacturing	102	0		Issue To Resolve	Mindie Burgoyne	Regional Offices	N
FCP Fund Manager LLC	Montgomery	27-Jun-11	Finance, Insurance, Real Est.	30	0		Facility Location	Gary Ventry	Business Development	Y
Intelligent Fiscal Optimal Solutions (iFos), LLC	Howard	28-Jun-11	Construction	3	2		Issue To Resolve	Tabu Morris	Financing	Y
Snavely King Majoros & O'Connor, Inc	Out of State	28-Jun-11	Consulting	8	0		Facility Location	Diana Jackson	Business Development	Y
Amplimmune, Inc.	Baltimore City	29-Jun-11	Biotechnology	17	0	\$50,000	Facility Location	Brian Castleberry	Business Development	N
NewPage Corporation	Allegany	30-Jun-11	Manufacturing		800	\$132,000	Issue To Resolve	Joel McCrea	Financing	Y
S3 Shared Service Solutions LLC	Out of State	30-Jun-11	Finance, Insurance, Real Est.	70	80	\$3,500,000	Facility Location	Jayson Knott	Business Development	N
<b>TOTALS</b>				<b>5,353</b>	<b>4,744</b>					
<b>GRAND TOTAL</b>					<b>10,097</b>					



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY					GOALS	
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
<b>PROGRESS TOWARD GOALS</b>												
FDI Engagements	129	12	6	1	-83%	40	1	129	<b>481</b>	12	400	120%
FDI Prospect Visits	0	3	9	0	-100%	3	0	9	<b>36</b>	12	40	90%
Trade Shows and Marketing Events	3	0	0	1	N/A	7	0	47	<b>85</b>	12	35	243%
ExportMD Grants Approved (Quarterly)	0	0	13	0	-100%	3	0	13	<b>32</b>	12	20	160%
Export Actions and Foreign Office Work Orders	6	2	5	6	20%	7	2	15	<b>88</b>	12	100	88%



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

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	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY					GOALS	
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods	FY 11 GOAL	% TO GOAL
<b>MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS</b>												
Trade Shows and Marketing Events	3	0	0	1	N/A	7	0	47	85	12	N/A	N/A
New Leads from Trade Shows and Mktg Evts*	0	0	0	0	N/A	0	0	0	0	12	N/A	N/A
New Leads from Foreign Offices*	0	0	0	0	N/A	1	0	6	7	12	N/A	N/A
<b>NEW LEADS BY INDIVIDUAL FOREIGN OFFICE</b>												
<b>-Budgeted Offices</b>												
China	0	0	0	0	N/A	0	0	2	3	12	N/A	N/A
France	0	0	0	0	N/A	0	0	0	0	12	N/A	N/A
Israel	0	0	0	0	N/A	0	0	4	4	12	N/A	N/A
<b>-Contingency Offices</b>												
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	12	N/A	N/A
India	0	0	0	0	N/A	0	0	0	0	12	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	12	N/A	N/A
Russia	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
South Korea	0	0	0	0	N/A	0	0	1	1	12	N/A	N/A
Taiwan	0	0	0	0	N/A	0	0	0	0	12	N/A	N/A
Vietnam	0	0	0	0	N/A	0	0	0	0	7	N/A	N/A
<b>FDI ENGAGEMENTS BY BUDGETED FOREIGN OFFICES</b>												
China	0	0	0	0	N/A	1	0	3	7	12	N/A	N/A
France	2	2	2	0	-100%	7	0	31	89	12	N/A	N/A
Israel	0	0	0	0	N/A	0	0	2	5	12	N/A	N/A
<b>EXPORT ASSISTANCE (COMPLETED)</b>												
ExportMD Grants Approved (Quarterly)	0	0	13	0	-100%	3	0	13	32	12	N/A	N/A
Export Actions	5	0	4	3	-25%	5	0	13	56	12	N/A	N/A
Foreign Office Work Orders	1	2	1	3	200%	3	0	12	32	12	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: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>GENERAL FINANCE PROGRAMS INFORMATION APPROVED</b>										
<b>MEDAAF</b>										
# of Approved Transactions	2	2	3	10	233%	2	0	10	23	12
Value (\$)	\$150,000	\$1,400,000	\$1,300,000	\$5,242,000	303%	748,708	0	5,242,000	8,984,500	12
Jobs (New & At Risk Jobs) Total	75	1,850	245	5,042	1958%	624	0	5,042	7,482	12
CAPEX	\$1,303,000	\$113,000,000	\$36,850,000	\$118,574,000	222%	27,299,155	0	118,574,000	327,589,854	12
<b>Sunny Day</b>										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	12
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	12
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
<b>MEAF</b>										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	12
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	12
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
<b>CDBG</b>										
# of Approved Transactions	1	0	0	1	N/A	0	0	1	2	12
Value (\$)	\$500,000	\$0	\$0	\$300,000	N/A	66,667	0	500,000	800,000	12
Jobs (New & At Risk Jobs) Total	60	0	0	0	N/A	5	0	60	60	12
CAPEX	\$1,552,700	\$0	\$0	\$314,000	N/A	155,558	0	1,552,700	1,866,700	12
<b>MIDFA</b>										
# of Approved Transactions	2	3	2	0	-100%	2	0	4	20	12
Value (\$)	\$266,500	\$2,175,000	\$12,200,000	\$0	-100%	1,513,971	0	12,200,000	18,167,652	12
Jobs (New & At Risk Jobs) Total	13	78	109	0	-100%	117	0	581	1,408	12
CAPEX	\$1,782,000	\$10,668,000	\$14,525,000	\$0	-100%	21,432,673	0	193,086,575	257,192,077	12
<b>MD Venture Capital (Challenge &amp; Enterprise)</b>										
# of Approved Transactions	2	0	4	4	0%	1	0	4	12	12
Value (\$)	\$300,000	\$0	\$294,602	\$700,000	138%	120,450	0	700,000	1,445,402	12
Jobs (New & At Risk Jobs) Total	28	0	65	38	-42%	12	0	65	147	12
CAPEX	\$3,150,000	\$0	\$2,494,602	\$4,050,000	62%	857,950	0	4,050,000	10,295,402	12
<b>MSBDFA EPIP</b>										
# of Approved Transactions	0	2	0	0	N/A	1	0	2	6	12
Value (\$)	\$0	\$170,000	\$0	\$0	N/A	67,083	0	455,000	805,000	12
Jobs (New & At Risk Jobs) Total	0	6	0	0	N/A	3	0	14	31	12
CAPEX	\$0	\$170,000	\$0	\$0	N/A	70,417	0	455,000	845,000	12
<b>MSBDFA Contract Finance</b>										
# of Approved Transactions	1	1	1	1	0%	1	0	2	10	12
Value (\$)	\$50,000	\$50,000	\$300,000	\$50,000	-83%	120,833	0	450,000	1,450,000	12
Jobs (New & At Risk Jobs) Total	10	2	55	5	-91%	14	0	55	172	12
CAPEX	\$50,000	\$50,000	\$300,000	\$50,000	-83%	145,833	0	850,000	1,750,000	12
<b>MSBDFA Guarantee &amp; Surety</b>										
# of Approved Transactions	1	0	2	0	-100%	1	0	4	12	12
Value (\$)	\$115,000	\$0	\$137,500	\$0	-100%	148,168	0	926,512	1,778,012	12
Jobs (New & At Risk Jobs) Total	5	0	35	0	-100%	11	0	53	133	12
CAPEX	\$230,000	\$0	\$553,000	\$0	-100%	466,833	0	2,176,000	5,602,000	12
<b>Military Reservist Loan Fund</b>										
# of Approved Transactions	2	1	0	4	N/A	1	0	4	7	12
Value (\$)	\$60,000	\$45,000	\$0	\$183,000	N/A	24,000	0	183,000	288,000	12
Jobs (New & At Risk Jobs) Total	10	7	0	25	N/A	4	0	25	42	12
CAPEX	\$91,000	\$45,000	\$0	\$183,000	N/A	26,583	0	183,000	319,000	12



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION</b>										
All Finance Assistance Approved (\$)	\$1,441,500	\$3,840,000	\$14,232,102	\$6,475,000	-55%	2,809,881	162,500	14,232,102	<b>33,718,566</b>	12
Allegany	\$0	\$0	\$0	\$92,000	N/A	242,667	0	2,820,000	<b>2,912,000</b>	12
Anne Arundel	\$115,000	\$0	\$0	\$25,000	N/A	11,667	0	115,000	<b>140,000</b>	12
Baltimore City	\$275,000	\$1,045,000	\$12,600,000	\$500,000	-96%	1,391,439	0	12,600,000	<b>16,697,262</b>	12
Baltimore County	\$0	\$1,050,000	\$0	\$2,600,000	N/A	313,958	0	2,600,000	<b>3,767,500</b>	12
Calvert	\$35,000	\$0	\$0	\$0	N/A	2,917	0	35,000	<b>35,000</b>	12
Caroline	\$0	\$0	\$0	\$0	N/A	3,125	0	37,500	<b>37,500</b>	12
Carroll	\$0	\$0	\$0	\$900,000	N/A	75,000	0	900,000	<b>900,000</b>	12
Cecil	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Charles	\$0	\$0	\$0	\$100,000	N/A	8,333	0	100,000	<b>100,000</b>	12
Dorchester	\$0	\$0	\$0	\$575,000	N/A	47,917	0	575,000	<b>575,000</b>	12
Frederick	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Garrett	\$291,500	\$0	\$0	\$0	N/A	39,917	0	291,500	<b>479,000</b>	12
Harford	\$0	\$400,000	\$300,000	\$33,000	-89%	61,083	0	400,000	<b>733,000</b>	12
Howard	\$0	\$0	\$100,000	\$0	-100%	55,333	0	314,000	<b>664,000</b>	12
Kent	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Montgomery	\$150,000	\$45,000	\$444,602	\$1,150,000	159%	149,134	0	1,150,000	<b>1,789,602</b>	12
Prince George's	\$75,000	\$50,000	\$187,500	\$0	-100%	122,275	0	612,500	<b>1,467,300</b>	12
Queen Anne's	\$500,000	\$0	\$0	\$0	N/A	50,417	0	500,000	<b>605,000</b>	12
Somerset	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
St. Mary's	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Talbot	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Washington	\$0	\$1,250,000	\$600,000	\$0	-100%	193,034	0	1,250,000	<b>2,316,402</b>	12
Wicomico	\$0	\$0	\$0	\$500,000	N/A	41,667	0	500,000	<b>500,000</b>	12
Worcester	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Multiple Jurisdictions	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>GENERAL FINANCE RPROGRAMS INFORMATION SETTLED</b>										
<b>MEDAAF</b>										
# of Settled Transactions	1	1	2	2	0%	1	0	4	15	12
Value (\$)	\$10,000	\$300,000	\$512,500	\$35,000	-93%	412,917	0	2,162,500	4,955,000	12
Jobs (New & At Risk Jobs) Total	15	0	126	0	-100%	363	0	3,800	4,357	12
CAPEX	\$15,000	\$0	\$95,025,000	\$75,000	-100%	31,179,109	0	185,000,000	374,149,310	12
<b>Sunny Day</b>										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	12
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	12
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
<b>MEAF</b>										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	12
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	12
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
<b>CDBG</b>										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	12
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	12
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	12
<b>MIDFA</b>										
# of Settled Transactions	0	1	0	2	N/A	1	0	3	8	12
Value (\$)	\$0	\$75,000	\$0	\$218,174	N/A	59,775	0	237,500	717,300	12
Jobs (New & At Risk Jobs) Total	0	13	0	12	N/A	19	0	106	233	12
CAPEX	\$0	\$1,250,000	\$0	\$607,000	N/A	320,209	0	1,250,000	3,842,502	12
<b>MD Venture Capital (Challenge &amp; Enterprise)</b>										
# of Settled Transactions	0	0	3	3	0%	1	0	3	10	12
Value (\$)	\$0	\$0	\$350,020	\$727,680	108%	131,475	0	727,680	1,577,700	12
Jobs (New & At Risk Jobs) Total	0	0	55	65	18%	21	0	93	254	12
CAPEX	\$0	\$0	\$3,400,020	\$6,377,000	88%	1,085,585	0	6,377,000	13,027,020	12
<b>MSBDFA EPIP</b>										
# of Settled Transactions	0	0	0	2	N/A	0	0	2	2	12
Value (\$)	\$0	\$0	\$0	\$170,000	N/A	14,167	0	170,000	170,000	12
Jobs (New & At Risk Jobs) Total	0	0	0	6	N/A	1	0	6	6	12
CAPEX	\$0	\$0	\$0	\$170,000	N/A	14,167	0	170,000	170,000	12
<b>MSBDFA Contract Finance</b>										
# of Settled Transactions	1	2	1	3	200%	1	0	3	8	12
Value (\$)	\$100,000	\$200,000	\$50,000	\$400,000	700%	79,167	0	400,000	950,000	12
Jobs (New & At Risk Jobs) Total	4	29	12	67	458%	10	0	67	122	12
CAPEX	\$350,000	\$450,000	\$50,000	\$400,000	700%	154,167	0	600,000	1,850,000	12
<b>MSBDFA Guarantee &amp; Surety</b>										
# of Settled Transactions	1	1	2	3	50%	1	0	3	12	12
Value (\$)	\$250,000	\$250,000	\$325,012	\$287,500	-12%	507,954	0	3,333,500	6,095,452	12
Jobs (New & At Risk Jobs) Total	0	0	62	50	-19%	11	0	62	130	12
CAPEX	\$0	\$0	\$935,000	\$575,000	-39%	1,232,083	0	6,775,000	14,785,000	12
<b>Military Reservist Loan Fund</b>										
# of Settled Transactions	0	0	0	0	N/A	0	0	1	2	12
Value (\$)	\$0	\$0	\$0	\$0	N/A	8,333	0	50,000	100,000	12
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	2	0	20	26	12
CAPEX	\$0	\$0	\$0	\$0	N/A	8,333	0	50,000	100,000	12



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

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	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION</b>										
All Finance Assistance Settled (\$)	\$360,000	\$825,000	\$1,237,532	\$1,838,354	49%	1,213,788	0	4,622,876	<b>14,565,452</b>	12
Allegany	\$0	\$0	\$0	\$0	N/A	25,000	0	300,000	<b>300,000</b>	12
Anne Arundel	\$0	\$0	\$212,500	\$0	-100%	127,192	0	1,013,800	<b>1,526,300</b>	12
Baltimore City	\$10,000	\$75,000	\$475,032	\$897,680	89%	204,425	0	897,680	<b>2,453,102</b>	12
Baltimore County	\$250,000	\$0	\$0	\$0	N/A	104,167	0	1,000,000	<b>1,250,000</b>	12
Calvert	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Caroline	\$0	\$0	\$0	\$37,500	N/A	3,125	0	37,500	<b>37,500</b>	12
Carroll	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Cecil	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Charles	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Dorchester	\$0	\$0	\$0	\$0	N/A	1,250	0	15,000	<b>15,000</b>	12
Frederick	\$0	\$0	\$0	\$0	N/A	41,667	0	500,000	<b>500,000</b>	12
Garrett	\$0	\$300,000	\$0	\$190,674	N/A	165,890	0	1,500,000	<b>1,990,674</b>	12
Harford	\$0	\$0	\$0	\$300,000	N/A	25,000	0	300,000	<b>300,000</b>	12
Howard	\$100,000	\$350,000	\$100,000	\$25,000	-75%	52,083	0	350,000	<b>625,000</b>	12
Kent	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Montgomery	\$0	\$0	\$150,000	\$0	-100%	29,167	0	150,000	<b>350,000</b>	12
Prince George's	\$0	\$100,000	\$0	\$387,500	N/A	398,208	0	3,333,500	<b>4,778,500</b>	12
Queen Anne's	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Somerset	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
St. Mary's	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Talbot	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Washington	\$0	\$0	\$300,000	\$0	-100%	25,000	0	300,000	<b>300,000</b>	12
Wicomico	\$0	\$0	\$0	\$0	N/A	11,615	0	139,376	<b>139,376</b>	12
Worcester	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12
Multiple Jurisdictions	\$0	\$0	\$0	\$0	N/A	0	0	0	<b>0</b>	12



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY			
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total
<b>DIVISION-WIDE</b>									
<b>STAFF ACTIVITY</b>									
Outreach Activities	38	40	38	55	45%	41	19	64	488
Technical Assistance	24	38	13	19	46%	26	13	43	310
<b>PUBLICITY</b>									
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
Media Placements	N/A	N/A	N/A	N/A	N/A	142	58	226	284
Placement Circulation	N/A	N/A	N/A	N/A	N/A	42,360,364	21,000,930	63,719,797	84,720,727

<b>OFFICE OF TOURISM DEVELOPMENT</b>									
<b>WEB STATS</b>									
Unique Web Users- OTD Web Site	129,767	145,419	207,359	218,551	5%	135,496	77,263	218,551	1,625,949
Consumer e-newsletter distribution	42,715	42,941	43,113	50,500	17%	42,655	38,313	50,500	511,865
Industry partner e-newsletter distribution	8,730	8,820	8,892	9,058	2%	8,603	8,337	9,058	103,235
Internet Requests	1,537	1,104	1,172	1,677	43%	1,796	982	3,849	21,550
Internet Clicks- OTD web site ads	25,409	44,479	105,471	106,869	1%	37,012	7,205	106,869	444,138
<b>ADVERTISING GENERATED INQUIRIES</b>									
Print Advertising Calls	1,014	674	481	470	-2%	335	62	1,014	4,024
Consumer Labels	2,226	6,679	8,069	5,049	-37%	2,662	654	8,069	31,949
TV and Radio Advertising Calls	390	333	429	485	13%	260	33	485	3,117
OTD 800 Number	144	153	208	198	-5%	105	31	208	1,255
<b>VISITATION</b>									
Welcome Center Visitation	17,459	24,578	29,478	32,328	10%	20,554	12,164	32,328	246,648
Lodging-Room Demand-Maryland*	2.3%	0.1%	4.2%	1.6%	-62%	N/A	0.1	10.4	N/A
Lodging-Room Demand-US*	7.1%	5.8%	5.4%	4.9%	-9%	N/A	4.9	10.5	N/A
Lodging-Room Revenue-Maryland*	3.6%	-1.4%	5.6%	3.9%	-30%	N/A	-1.4	12.8	N/A
Lodging-Room Revenue-US*	11.1%	8.8%	9.6%	8.6%	-10%	N/A	8.6	13.3	N/A
Amtrak: Non-commuter arrivals	74,300	76,800	81,200	77,500	-5%	72,600	59,100	81,300	871,200
BWI Domestic Passenger Arrivals	921,922	917,903	1,014,787	N/A	N/A	900,875	682,154	1,047,926	9,909,625
International Arrivals	23,438	26,381	28,138	N/A	N/A	23,628	18,417	28,138	259,911
Total Passengers to BWI	945,360	944,284	1,042,925	N/A	N/A	924,503	700,571	1,074,297	10,169,536
* Percent change (year-over-year)									



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY			
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total
<b>Tourism-related Sales Taxes Total Receipts</b>									
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 25,337,180	\$ 24,617,856	\$ 24,611,716	N/A	N/A	23,935,699	20,362,239	25,669,038	<b>263,292,684</b>
Hotels, Motels Selling Food (w/ BWL*)	\$ 3,201,595	\$ 3,431,604	\$ 4,108,436	N/A	N/A	3,331,961	1,887,820	4,323,557	<b>36,651,576</b>
Restaurants and Nite Clubs (w/ BWL*)	\$ 18,746,586	\$ 19,194,487	\$ 18,773,051	N/A	N/A	17,349,037	14,476,089	19,194,487	<b>190,839,409</b>
General Merchandise	\$ 12,438,867	\$ 10,318,684	\$ 10,839,832	N/A	N/A	11,535,536	9,345,677	19,130,399	<b>126,890,898</b>
Automobile, Bus and Truck Rentals	\$ 5,194,508	\$ 4,823,175	\$ 5,359,262	N/A	N/A	4,747,587	4,007,829	5,359,262	<b>52,223,454</b>
Airlines-Commercial	\$ 28,877	\$ 25,281	\$ 20,236	N/A	N/A	20,283	8,831	28,877	<b>223,117</b>
Hotels, Motels, Apartments, Cottages	\$ 6,394,520	\$ 6,466,185	\$ 7,700,246	N/A	N/A	6,788,758	4,323,396	10,098,231	<b>74,676,337</b>
Recreation and Amusement Places	\$ 467,856	\$ 664,548	\$ 433,954	N/A	N/A	474,278	291,536	664,548	<b>5,217,056</b>

\*Beer, wine and liquor license

<b>Tourism Tax Increments</b>									
Restaurants, Lunchrooms, Deli (w/o BWL*)	8,445,727	8,205,952	8,203,905	N/A	N/A	7,978,566	6,787,413	8,556,346	<b>87,764,227</b>
Hotels, Motels Selling Food (w/ BWL*)	3,201,595	3,431,604	4,108,436	N/A	N/A	3,331,961	1,887,820	4,323,557	<b>36,651,576</b>
Restaurants and Nite Clubs (w/ BWL*)	6,248,862	6,398,162	6,257,684	N/A	N/A	5,783,012	4,825,363	6,398,162	<b>63,613,137</b>
General Merchandise	621,943	515,934	541,992	N/A	N/A	576,777	467,284	956,520	<b>6,344,544</b>
Automobile, Bus and Truck Rentals	4,675,057	4,340,857	4,823,336	N/A	N/A	4,272,828	3,607,046	4,823,336	<b>47,001,110</b>
Airlines-Commercial	14,438	12,640	10,118	N/A	N/A	10,142	4,416	14,438	<b>111,559</b>
Hotels, Motels, Apartments, Cottages	6,394,520	6,466,185	7,700,246	N/A	N/A	6,788,758	4,323,396	10,098,231	<b>74,676,337</b>
Recreation and Amusement Places	233,928	332,274	216,977	N/A	N/A	237,139	145,768	332,274	<b>2,608,527</b>

\*Beer, wine and liquor license



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY			
	Mar-11	Apr-11	May-11	Jun-11	From Last Mo	Average	Minimum	Maximum	Total
<b>Total Jobs (not seasonally adjusted, last two months preliminary)</b>									
<b>Arts, entertainment, and recreation</b>									
Maryland	31,400	35,300	38,900	N/A	N/A	35,245	28,700	43,400	N/A
United States	1,748,500	1,864,600	1,958,700	2,159,200	10%	1,904,467	1,652,800	2,235,100	N/A
<b>Accommodation</b>									
Maryland	21,000	22,000	22,800	N/A	N/A	22,700	20,400	25,900	N/A
United States	1,719,800	1,745,400	1,785,500	1,855,900	4%	1,773,342	1,678,000	1,916,800	N/A
<b>Food Services and Drinking Places</b>									
Maryland	161,700	167,600	171,100	N/A	N/A	168,909	158,900	179,600	N/A
United States	9,319,500	9,516,600	9,671,800	9,772,200	1%	9,430,533	9,068,000	9,772,200	N/A



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY			
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total
<b>MARYLAND FILM OFFICE</b>									
Unique Web Users- MFO Web Site	8,583	7,223	7,769	7,094	-9%	7,810	6,909	8,929	93,717
<b>PRODUCTION ACTIVITY</b>									
<b>Feature Films</b>									
Number of Productions	2	2	2	2	0%	1	0	3	N/A (Note)
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$13,263,533	N/A	1,195,072	0	13,263,533	14,340,866
Film Days (Film)	0	0	0	53	N/A	8	0	53	91
<b>Television</b>									
Number of Productions (Television)	1	1	1	1	0%	1	0	1	N/A (Note)
Estimated Direct Expenditures (\$)	\$0	\$0	\$0	\$3,150,932	N/A	262,578	0	3,150,932	3,150,932
Film Days (Television)	0	0	0	6	N/A	1	0	6	6
<b>Other</b>									
Number of Productions (Other)	3	3	3	5	67%	3	0	6	40
Estimated Direct Expenditures (\$)	\$48,000	\$96,759	\$1,580,000	\$1,232,927	-22%	961,147	0	3,665,654	11,533,765

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 expenditure.

<b>MARYLAND STATE ARTS COUNCIL</b>									
Unique Web Users- MSAC Web Site	9,610	8,741	10,799	5,510	-49%	9,002	5,510	10,799	108,019

	FY06	FY07	FY08	FY09	FY10	FY11	FY12
<b>GRANTS to Organizations</b>							
Number	313	323	354	330	327	240	244
Total Value (\$)	\$7,401,406	\$9,945,616	\$10,637,893	\$9,713,937	\$9,421,443	\$8,895,879	\$8,917,904
<b>GRANTS - Community Arts Development</b>							
Number	29	28	28	31	24	24	24
Total Value (\$)	\$1,888,831	\$2,344,857	\$2,439,843	\$2,392,098	\$2,138,133	\$2,138,137	\$2,138,134
<b>GRANTS to Individuals</b>							
Number	N/A	N/A	N/A	106	97	93	
Total Value (\$)	N/A	N/A	N/A	\$251,000	\$247,000	\$246,000	

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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>PUBLIC RELATIONS</b>										
\$ value of media coverage in-state (Proactive)	20,884	128,342	64,718	234,121	262%	75,047	20,884	234,121	900,564	12
\$ value of media coverage national/trade	39,373	46,188	29,663	132,510	347%	82,434	8,339	426,356	989,208	12
# of publication DBED mentioned-positive	149	72	241	550	128%	148	26	550	1,775	12
# of media assists (Inclusion) DBED (Reactive)	21	37	17	40	135%	23	8	40	274	12
# of proactive stories	135	52	241	550	128%	144	15	550	1,724	12
<b>INTERACTIVE / WEB</b>										
<b>CHOOSEMARYLAND</b>										
Total visits	85,526	82,664	87,316	82,457	-6%	76,388	50,467	87,316	916,657	12
Unique website visitors	36,335	35,771	37,714	37,197	-1%	34,953	20,357	39,843	419,433	12
Time spent on site	3	4	3	3	0%	4	3	10	4	12
Page views per person	4.1	4.2	3.6	3.5	-3%	5.3	3.0	8.2	5.3	12
Total database contacts	22,952	23,245	24,125	24,423	1%	17,923	12,271	24,423	24,423	12
<b>TWITTER</b>										
Number of tweets	209	108	241	2,643	997%	367	108	2,643	4,401	12
Number of followers	140	307	241	2,912	1108%	360	35	2,912	4,319	12
<b>FACEBOOK</b>										
Number of new fans	120	56	447	1,208	170%	222	47	1,208	2,664	12
<b>YOUTUBE</b>										
Number of videos watched	393	299	232	578	149%	375	209	599	4,505	12
<b>BLOG VISITORS</b>										
CyberMaryland Blog	722	930	1,008	891	-12%	631	319	1,008	7,569	12
<b>Call To Action - website feedback</b>										
Number of comments	20	28	24	23	-4%	22	13	33	262	12
Number of sign-ups for Pulses	0	0	0	0	N/A	16	0	91	194	12
Number of joins	25	41	43	52	21%	33	10	91	367	11
<b>Mdbiz Media</b>										
Number of Posts (stories, videos, interviews, etc.)	22	16	15	85	467%	13	0	85	151	12
Number of Hits (visitors who read, watched or listened)	2,262	2,252	2,233	2,559	15%	871	0	2,559	10,449	12
<b>OUTREACH- OFFICE OF THE SECRETARY</b>										
# of Events	14	13	18	11	-39%	12	4	20	139	12
# of People Reached/Attendees	2,270	1,245	5,190	1,750	-66%	1,764	390	5,190	21,170	12



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>CREATIVE SERVICES AND EVENTS</b>										
<b>TRADESHOWS / EXHIBITIONS</b>										
# of Events	2	1	3	2	-33%	2	0	8	28	12
# of Attendees	14,000	140	1,030	15,000	1356%	3,764	0	15,000	45,170	12
<b>ADVERTISING</b>										
# of advertising impressions	5,304,000	501,000	1,436,690	2,601,690	81%	1,530,883	12,500	5,304,000	18,370,600	12
# of placements	9	31	148	114	-23%	35	0	148	415	12
<b>GRAPHICS</b>										
# of Business Information Projects	23	26	18	20	11%	18	11	26	221	12
\$ value of Creative Projects	27,620	29,340	32,110	59,550	85%	35,413	12,510	68,740	424,950	12
<b>RESEARCH / INFORMATION RESOURCES</b>										
Internal Research Requests	25	23	11	18	64%	19	11	27	225	12
External Communications Requests	17	11	7	14	100%	11	7	17	132	12
Economic Impact Analyses*	2	1	1	1	0%	2	0	8	23	12
Partnerships*	3	2	3	3	0%	3	1	6	33	12
<i>*EIA are projects we do; and partnerships are interaction w/partners not providing a product.</i>										
<b>LEVERAGE DOLLARS</b>										
\$ value of partner contributions	167,200	0	0	0	N/A	16,836	0	167,200	185,200	11
<b>MEDIA VALUE</b>										
- Cost	\$ 91,355	\$ -	\$ -	\$ -	N/A	\$ 23,475	\$ -	\$ 109,045	\$ 281,699	12
- Leveraged Dollars	\$ 47,360	\$ -	\$ -	\$ -	N/A	\$ 27,243	\$ -	\$ 78,060	\$ 326,920	12
- Total Value	\$ 138,715	\$ -	\$ -	\$ -	N/A	\$ 50,718	\$ -	\$ 187,105	\$ 608,619	12



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>BIOENTREPRENEUR RESOURCE PROGRAM</b>										
<b>COMPANIES RECEIVING ASSISTANCE</b>										
-Baltimore	2	9	0	2	N/A	6	0	19	76	12
-Rockville	7	5	15	5	-67%	8	1	22	94	12
-MBC Visits to Companies	6	3	4	7	75%	3	0	7	36	12
<b>Total</b>	<b>15</b>	<b>17</b>	<b>19</b>	<b>14</b>	<b>-26%</b>	<b>17</b>	<b>4</b>	<b>36</b>	<b>206</b>	<b>12</b>
<b>TECHNICAL ASSISTANCE SERVICES PROVIDED</b>										
-Business Plan Development	5	1	4	0	-100%	2	0	5	26	12
-Grant Programs (MBC, TEDCO, MIPS)	3	1	1	0	-100%	1	0	3	7	12
-Financing	0	1	3	9	200%	1	0	9	16	12
-Training Programs (PWQ, ActiVate)	0	1	0	0	N/A	0	0	1	1	12
<b>DATABASE USE</b>										
-Number of Companies	7	13	11	5	-55%	11	1	31	134	12
-Number of Individuals	9	22	17	7	-59%	13	1	31	161	12
-Number of Downloads (DataMonitor)	120	47	166	85	-49%	75	23	166	897	12
-Value (DataMonitor)	\$ 278,231.00	\$ 225,773.00	\$ 447,501.00	346,173	-23%	\$ 268,052	\$ 122,485	\$ 447,501	\$ 3,216,625	12
-Cost (DataMonitor)	\$ 2,042.00	\$ 2,042.00	\$ 2,042.00	2,042	0%	\$ 2,042	\$ 2,042	\$ 2,042	\$ 24,504	12
<b>COMPANIES IN THE MBC BIODIRECTORY</b>										
Venture Valuation Database	640	640	640	634	-1%	631	620	640	6,309	10
Contacts - Card Exchange	129	113	0	17	N/A	108	0	364	1,291	12
<b>BIOTECHNOLOGY DEVELOPMENT PROGRAM</b>										
<b>BIOTECHNOLOGY COMMERCIALIZATION AWARDS</b>										
Number of Applicants	0	0	0	0	N/A	2	0	20	20	12
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	4	4	12
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 66,667	\$ -	\$ 800,000	\$ 800,000	12
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ 174,581	\$ -	\$ 2,094,977	\$ 2,094,977	12
<b>BIOTECHNOLOGY TRANSLATIONAL RESEARCH AWARDS</b>										
Number of Applicants	0	0	0	0	N/A	2	0	18	20	12
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	4	4	12
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 66,184	\$ -	\$ 794,205	\$ 794,205	12
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ 62,500	\$ -	\$ 750,000	\$ 750,000	12
<b>INSTITUTIONAL SHARED RESOURCE FACILITY AWARDS</b>										
Number of Applicants	0	0	0	0	N/A	0	0	1	1	12
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	0	0	12
Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	12
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	12
<b>FINANCING PROGRAMS</b>										
<b>BIOTECH TAX CREDIT*</b>										
-Companies Benefitting	3	3	1	0	-100%	4	0	17	42	12
-Investors Applying	5	1	0	0	N/A	22	0	166	265	12
-Investors Receiving	6	7	2	0	-100%	17	0	124	206	12
-Value	\$ 550,000	\$ 364,727	\$ 91,001	\$ -	-100%	\$ 976,678	\$ -	\$ 8,060,906	\$ 11,720,134	12
-Leveraged Investment	\$ 1,100,000	\$ 1,130,000	\$ 225,000	\$ -	-100%	\$ 2,149,054	\$ -	\$ 17,631,646	\$ 25,788,646	12
<b>MARKETING AND OUTREACH ACTIVITY</b>										
<b>WEBSITE ANALYTICS</b>										
-Visits	7,938	7,828	7,328	7,894	8%	7,549	6,478	8,471	83,034	11



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
-Unique Visitors	5,477	5,513	5,247	5,449	4%	5,232	4,643	5,818	57,553	11
-Page Views	13,754	14,787	13,049	13,766	5%	13,672	11,577	16,552	150,391	11
-Pages Per Visit	1.73	1.89	1.78	1.74	-2%	1.45	0.76	1.95	15.90	11
-Average Time on Site (minutes)	0:01:44	0:02:08	0:01:52	0:01:44	-7%	0:01:52	0:01:40	0:02:09	0:20:36	11
<b>MARKETING^</b>										
MBC Events - Lead	5	3	3	1	-67%	1	0	5	14	12
-Number of Participants	250	131	570	0	-100%	108	0	570	1,291	12
MBC Speaking Engagements	2	1	1	6	500%	2	0	6	18	12
-Number of Participants	35	60	0	710	N/A	105	0	710	1,260	12
Trade Show Participation	0	0	0	6	N/A	1	0	6	7	12
-Number of Participants	0	0	0	2,300	N/A	223	0	2,300	2,675	12
Center Sponsored Events	2	1	0	8	N/A	1	0	8	16	12
-Number of Participants	200	50	0	5,035	N/A	545	0	5,035	6,545	12
<b>WORKFORCE DEVELOPMENT ACTIVITY</b>										
<b>INTERNSHIP PLACEMENT GRANTS</b>										
-Companies Applying	0	0	0	0	N/A	0	0	1	1	12
-Companies Received Internship Grants	0	0	0	0	N/A	0	0	1	1	12
-Number of Interns Employed	0	0	0	0	N/A	0	0	4	4	12
-Value	\$ -	\$ -	\$ -	\$ -	N/A	\$ 208	\$ -	\$ 2,500	\$ 2,500	12

\*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: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>LEADING MARKET INDICATORS</b>										
<b>LABOR FORCE (thousands)</b>										
Maryland	2,983	2,989	2,991	N/A	N/A	2,980	2,974	2,991	N/A	11
United States	153,406	153,421	153,693	153,421	0%	153,654	153,186	154,124	N/A	12
<b>EMPLOYMENT (thousands)</b>										
Maryland	2,776	2,785	2,787	N/A	N/A	2,766	2,758	2,787	N/A	11
United States	139,864	139,674	139,779	139,334	0%	139,365	138,909	139,864	N/A	12
<b>UNEMPLOYMENT RATE (%)</b>										
Maryland	6.9%	6.8%	6.8%	N/A	N/A	7.2%	6.8%	7.4%	N/A	11
United States	8.8%	9.0%	9.1%	9.2%	1%	9.3%	8.8%	9.8%	N/A	12
<b>INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)</b>										
Maryland	28,036	29,438	31,934	N/A	N/A	29,980	27,106	32,872	N/A	11
United States	1,719,339	1,796,727	1,907,159	N/A	N/A	1,864,629	1,669,830	2,096,120	N/A	11
<b>BUSINESS AND CONSUMER MARKETS</b>										
<b>BWI TRAFFIC</b>										
BWI Cargo (Metric Tons)	9,493	8,830	8,594	N/A	N/A	8,684	7,848	9,613	95,528	11
BWI Commercial Passengers (Millions)	1,882,404	1,899,305	2,078,548	N/A	N/A	1,851,097	1,404,820	2,170,517	20,362,062	11
<b>ELECTRICITY (# units)</b>										
Electric Meters Installed, Commercial Maryland	93	92	110	115	5%	104	82	124	1,248	12
Electric Meters Installed, Residential Maryland	288	557	484	441	-9%	522	288	724	6,267	12
Electricity Sales, Commercial (Millions of MWh) Maryland	1,463,720	1,442,859	1,665,432	1,774,896	7%	1,588,286	1,379,099	1,866,529	19,059,435	12
Electricity Sales, Residential (Millions of MWh) Maryland	1,048,252	792,585	826,888	1,131,465	37%	1,113,749	792,585	1,522,141	13,364,983	12
<b>HOME SALES (# units)</b>										
Maryland	4,343	4,621	4,805	5,449	13%	4,140	3,119	5,449	49,683	12
United States	402	437	458	N/A	N/A	380	285	458	4,178	11
<b>RESIDENTIAL BUILDING PERMITS (# units)</b>										
Maryland	988	769	1,281	N/A	N/A	869	599	1,281	9,557	11
United States	53,650	49,872	56,272	N/A	N/A	46,737	35,985	56,272	514,103	11
<b>AUTOMOBILE SALES (# units)</b>										
Maryland	27,667	25,793	25,464	26,984	6%	23,484	18,863	27,667	281,807	12
United States (in Thousands)	1,112	1,116	1,006	0	-100%	960	0	1,139	11,520	12



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>JOBS BY INDUSTRY SECTOR (in thousands)</b>										
<b>TOTAL NON-AGRICULTURAL EMPLOYMENT</b>										
Maryland	2,510	2,520	2,506	N/A	N/A	2,515	2,506	2,520	N/A	11
United States	130,757	130,974	130,999	131,017	0%	130,389	129,844	131,017	N/A	12
<b>CONSTRUCTION NATURAL RESOURCES &amp; MINING</b>										
Maryland	142	143	140	N/A	N/A	143	140	144	N/A	11
United States	6,281	6,296	6,301	6,299	0%	6,255	6,211	6,301	N/A	12
<b>MANUFACTURING</b>										
Maryland	112	114	113	N/A	N/A	114	112	115	N/A	11
United States	11,675	11,703	11,701	11,707	0%	11,616	11,539	11,707	N/A	12
<b>TRADE, TRANSPORTATION AND UTILITIES</b>										
Maryland	440	441	437	N/A	N/A	440	437	443	N/A	11
United States	24,791	24,870	24,883	24,900	0%	24,741	24,601	24,900	N/A	12
<b>INFORMATION</b>										
Maryland	43	43	44	N/A	N/A	43	42	44	N/A	11
United States	2,683	2,684	2,686	2,686	0%	2,693	2,683	2,711	N/A	12
<b>FINANCIAL ACTIVITIES</b>										
Maryland	141	142	142	N/A	N/A	142	141	143	N/A	11
United States	7,611	7,612	7,626	7,611	0%	7,614	7,606	7,626	N/A	12
<b>PROFESSIONAL AND BUSINESS SERVICES</b>										
Maryland	387	392	390	N/A	N/A	389	386	392	N/A	11
United States	17,066	17,111	17,156	17,168	0%	16,922	16,681	17,168	N/A	12
<b>EDUCATION AND HEALTH SERVICES</b>										
Maryland	402	403	401	N/A	N/A	402	401	404	N/A	11
United States	19,865	19,905	19,923	19,923	0%	19,770	19,571	19,923	N/A	12
<b>LEISURE AND HOSPITALITY</b>										
Maryland	227	229	227	N/A	N/A	228	226	231	N/A	11
United States	13,171	13,200	13,176	13,210	0%	13,110	13,013	13,210	N/A	12
<b>OTHER SERVICES</b>										
Maryland	115	116	116	N/A	N/A	115	115	116	N/A	11
United States	5,439	5,442	5,444	5,449	0%	5,417	5,362	5,449	N/A	12
<b>GOVERNMENT</b>										
Maryland	501	495	497	N/A	N/A	499	495	503	N/A	11
United States	22,175	22,151	22,103	22,064	0%	22,251	22,064	22,581	N/A	12
<b>AVERAGE WEEKLY HOURS- MANUFACTURING</b>										
Maryland	41.1	41.4	40.9	N/A	N/A	41	40	41	N/A	11
United States	41.3	41.3	41.5	41.5	0%	41	41	42	N/A	12
<b>AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)</b>										
Maryland	790.3	782.0	763.6	N/A	N/A	808	764	842	N/A	11
United States	780.2	781.4	785.2	783.5	0%	777	757	788	N/A	12



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>NEW AND EXPANDING BUSINESSES</b>										
Location Announcements-TOTAL	36	29	18	23	28%	27	18	36	320	12
New Locations	3	4	2	5	150%	4	1	6	46	12
Expansions	33	25	16	18	13%	23	16	33	274	12
Total Capital Investment (Millions)	155	65	331	84	-75%	319	36	1,417	3,831	12
Total New Jobs	1,587	426	521	529	2%	740	298	1,932	8,884	12
<b>NEW JOBS BY COUNTY</b>										
Allegany	0	0	16	0	-100%	3	0	20	36	12
Anne Arundel	155	235	60	200	233%	111	0	510	1,332	12
Baltimore City	35	7	85	25	-71%	67	0	315	807	12
Baltimore County	104	0	190	0	-100%	55	0	200	654	12
Calvert	0	0	0	0	N/A	0	0	0	0	12
Caroline	0	0	0	0	N/A	0	0	0	0	12
Carroll	0	0	0	0	N/A	0	0	0	0	12
Cecil	0	39	0	0	N/A	10	0	60	114	12
Charles	0	0	0	0	N/A	0	0	0	0	12
Dorchester	0	20	0	0	N/A	2	0	20	20	12
Frederick	30	125	0	0	N/A	32	0	200	380	12
Garrett	0	0	0	4	N/A	3	0	25	31	12
Harford	1,215	0	0	60	N/A	121	0	1,215	1,449	12
Howard	102	0	70	0	-100%	51	0	140	607	12
Kent	0	0	0	0	N/A	0	0	0	0	12
Montgomery	0	0	25	25	0%	150	0	1,678	1,805	12
Prince George's	0	0	0	200	N/A	68	0	300	819	12
Queen Anne's	0	0	0	0	N/A	1	0	10	10	12
Somerset	0	0	0	15	N/A	5	0	50	65	12
St. Mary's	0	0	0	0	N/A	0	0	0	0	12
Talbot	0	0	0	0	N/A	1	0	6	6	12
Washington	0	0	50	0	-100%	48	0	241	578	12
Wicomico	0	0	25	0	-100%	19	0	200	225	12
Worcester	0	0	0	0	N/A	0	0	0	0	12



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>NEW JOBS BY INDUSTRY</b>										
Agriculture	0	0	0	0	N/A	5	0	60	60	12
Mining	0	0	0	0	N/A	2	0	25	25	12
Utilities	0	0	0	4	N/A	0	0	4	4	12
Construction	0	0	0	0	N/A	12	0	100	138	12
Manufacturing	57	386	275	140	-49%	154	15	386	1,842	12
Wholesale trade	0	0	0	0	N/A	20	0	100	237	12
Retail trade	1,200	0	0	0	N/A	100	0	1,200	1,200	12
Transportation and warehousing	15	0	0	0	N/A	19	0	200	225	12
Information	40	10	0	300	N/A	43	0	300	517	12
Finance and insurance	0	0	16	0	-100%	29	0	228	342	12
Real estate	0	0	50	60	20%	9	0	60	110	12
Professional services	249	0	165	0	-100%	92	0	275	1,105	12
Management of companies	0	0	0	0	N/A	0	0	0	0	12
Administrative services	0	25	0	0	N/A	52	0	265	620	12
Educational services	0	0	0	0	N/A	11	0	110	127	12
Health care	0	0	0	0	N/A	147	0	1,548	1,758	12
Arts, entertainment and recreation	0	0	15	25	67%	3	0	25	40	12
Accommodation and food services	30	0	0	0	N/A	19	0	90	230	12
Other services	50	0	0	0	N/A	13	0	51	153	12
Federal government	0	5	0	0	N/A	17	0	200	205	12
<b>BRAC-RELATED JOBS</b>										
BRAC-Related Jobs	15	0	0	0	N/A	26	0	135	307	12



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

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11		Average	Minimum	Maximum	Total	Periods
<b>CLOSING AND DOWNSIZING BUSINESSES</b>										
Layoff Announcements-TOTAL	10	4	50	4	-92%	8	0	50	90	12
Closings	4	3	25	2	-92%	4	0	25	48	12
Downsizings	6	1	25	2	-92%	4	0	25	45	12
<b>IMPACTED JOBS</b>										
Total Impacted Jobs	1,215	287	2,218	320	-86%	593	116	2,218	7,119	12
<b>BY COUNTY</b>										
Allegany	0	0	0	0	N/A	0	0	0	0	12
Anne Arundel	478	0	628	0	-100%	110	0	628	1,322	12
Baltimore City	25	168	139	143	3%	101	0	613	1,209	12
Baltimore County	172	101	686	0	-100%	187	0	1,147	2,240	12
Calvert	0	0	0	0	N/A	0	0	0	0	12
Caroline	0	0	0	0	N/A	0	0	0	0	12
Carroll	0	0	122	0	-100%	10	0	122	122	12
Cecil	0	0	0	0	N/A	0	0	0	0	12
Charles	0	0	11	0	-100%	3	0	27	38	12
Dorchester	0	0	76	0	-100%	6	0	76	76	12
Frederick	0	0	89	0	-100%	15	0	89	185	12
Garrett	0	0	0	0	N/A	0	0	0	0	12
Harford	0	0	11	52	373%	10	0	52	115	12
Howard	146	18	164	30	-82%	30	0	164	358	12
Kent	0	0	61	0	-100%	5	0	61	61	12
Montgomery	120	0	109	0	-100%	28	0	120	330	12
Prince George's	274	0	17	95	459%	53	0	274	633	12
Queen Anne's	0	0	0	0	N/A	0	0	0	0	12
Somerset	0	0	0	0	N/A	9	0	103	103	12
St. Mary's	0	0	9	0	-100%	1	0	9	9	12
Talbot	0	0	0	0	N/A	0	0	0	0	12
Washington	0	0	0	0	N/A	10	0	63	122	12
Wicomico	0	0	0	0	N/A	0	0	0	0	12
Worcester	0	0	96	0	-100%	16	0	100	196	12
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	0	12



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

Reporting Period: June, 2011

BY INDUSTRY	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
Agriculture	0	0	0	0	N/A	0	0	0	0	12
Mining	0	0	0	0	N/A	0	0	0	0	12
Utilities	0	0	0	0	N/A	0	0	0	0	12
Construction	0	0	0	0	N/A	0	0	0	0	12
Manufacturing	612	179	266	0	-100%	216	0	1,072	2,591	12
Wholesale trade	25	0	59	0	-100%	18	0	100	211	12
Retail trade	266	0	1,677	0	-100%	176	0	1,677	2,115	12
Transportation and warehousing	0	0	144	0	-100%	21	0	144	247	12
Information	0	0	0	0	N/A	9	0	59	111	12
Finance and insurance	39	18	0	0	N/A	12	0	90	147	12
Real estate	0	0	0	0	N/A	6	0	75	75	12
Professional services	190	0	72	125	74%	36	0	190	431	12
Management of companies	0	90	0	0	N/A	11	0	90	134	12
Administrative services	0	0	0	0	N/A	14	0	84	166	12
Educational services	83	0	0	52	N/A	11	0	83	135	12
Health care	0	0	0	143	N/A	12	0	143	143	12
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	12
Accommodation and food services	0	0	0	0	N/A	51	0	613	613	12
Other services	0	0	0	0	N/A	0	0	0	0	12
Federal government	0	0	0	0	N/A	0	0	0	0	12



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
 AGENCY WIDE OVERVIEW

Reporting Period: June, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2011 SUMMARY				
	Mar-11	Apr-11	May-11	Jun-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>BUSINESSES ASSISTED</b>										
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.