



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
August 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: 7.43% # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: 62.84% # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: August 2011						YEAR-TO-DATE					
	Agency Total	Ethnic	Women	Disabled / Non-Profit / Sheltered Workshop	Total MBE/WBE	%	Agency Total	Ethnic	Women	Disabled / Non-Profit / Sheltered Workshop	Total MBE/WBE	%
Payment Totals	\$297,994.51	\$22,114.98 7.42%	\$2,743.01 0.92%	\$617.16 0.21%	\$25,475.15	8.55%	\$1,579,944.39	\$408,886.58 25.88%	\$94,771.96 6.00%	\$1,178.30 0.07%	\$504,836.84	31.95%
Awards Totals	\$155,421.29	\$0.00 0.00%	\$11,545.00 7.43%	\$0.00 0.00%	\$11,545.00	7.43%	\$2,209,032.26	\$1,359,208.00 61.53%	\$28,855.00 1.31%	\$0.00 0.00%	\$1,388,063.00	62.84%
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		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Services	\$142,244.00	\$0.00	\$11,545.00	\$0.00	\$11,545.00	8.12%	\$2,150,845.00	\$1,359,208.00	\$28,855.00	\$0.00	\$1,388,063.00	64.54%
Supplies and Equipment	\$4,200.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$4,200.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Services	\$1,849.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$1,849.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Supplies and Equipment	\$581.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$581.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Human, Cultural, Social & Educational	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Corporate Credit Card	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$24,706.95	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
Direct Vouchers	\$6,547.29	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$26,850.31	\$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	\$0.00	\$0.00	-		\$589,186	\$5,318	3	0.90%



DBED DASHBOARD
FY 2012 - Through August, 2011

FY 2012 Jobs Impact Goal	10,500
-Total to Date*	780
-Percentage to Goal	7.43%

Facility Location Decisions

Total No. of Projects	5
-Projects by Region	
Eastern	0
Western	0
Southern	0
Corridor	5
 Total No. of Jobs	 127
New	127
Retained	0

Issues Successfully Resolved with Jobs Impact

Total No. of Projects	14
-Projects by Region	
Eastern	1
Western	1
Southern	1
Corridor	11
 Total No. of Jobs	 653
New	516
Retained	137

Issues Successfully Resolved - ALL

Total No. of Issues	56
-Issues by Type	
Environmental	0
Financing	14
Legislative	0
Marketing Assistance	11
Permits	5
Technical	1
Workforce	9
Other	16

Finance Programs - Approved Deals Total

Program	# of Transactions	Dollar Value	Jobs Total**
MEDAAF	1	7,500	2
Sunny Day	0	0	0
MEAF	0	0	0
CDBG	0	0	0
MIDFA	3	625,000	7
MD Venture Capital	1	300,000	0
MSBDFA EPIP	0	0	0
MSBDFA Contract Finance	3	280,000	31
MSBDFA Guarantee	2	300,000	0
Military Reservist Loan Fund	0	0	0

*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: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
NUMBER OF EMPLOYEES PER DIVISION										
Office of the Secretary	70	71	76	74	-3%	75	74	76	150	2
Business and Enterprise Development	74	73	73	73	0%	73	73	73	146	2
Marketing and Communications	25	25	23	25	9%	24	23	25	48	2
Tourism and Culture	43	43	42	41	-2%	42	41	42	83	2
OVERTIME (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	2
SICK LEAVE (HOURS)										
Office of the Secretary	399	571	383	333	-13%	358	333	383	716	2
Business and Enterprise Development	122	114	44	98	123%	71	44	98	142	2
Marketing and Communications	311	377	308	253	-18%	281	253	308	561	2
Tourism and Culture	219	293	131	174	33%	153	131	174	305	2
ACCIDENT LEAVE (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	2
UNSCHEDULED LEAVE (HOURS)										
Office of the Secretary	8	16	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	5	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	1	1	5	350%	3	1	5	6	2
Tourism and Culture	0	4	2	14	800%	8	2	14	15	2
FROI TO IWIF										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	2
FROI LAG > 3 DAYS										
Office of the Secretary	0	0	0	0	N/A	0	0	0	0	2
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	0	2
Marketing and Communications	0	0	0	0	N/A	0	0	0	0	2
Tourism and Culture	0	0	0	0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects*	173	167	182	89	-51%	136	89	182	N/A	2
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	34	31	29	33	14%	31	29	33	N/A	2
Potential New Jobs	2,229	2,009	1,973	2,179	10%	2,076	1,973	2,179	N/A	2
At Risk Jobs	1,140	932	5,035	5,115	2%	5,075	5,035	5,115	N/A	2
Projected Capex	174,450,000	169,400,000	188,000,000	188,000,000	0%	188,000,000	188,000,000	188,000,000	N/A	2
PROJECTS BY INDUSTRY										
#Sustainable/Green	2	1	1	1	0%	1	1	1	N/A	2
#IT and Intelligence	7	6	7	8	14%	8	7	8	N/A	2
#Science	6	6	3	3	0%	3	3	3	N/A	2
#Traditional/Other	19	18	18	21	17%	20	18	21	N/A	2
PROJECTS BY TARGET LOCATION										
Eastern	4	3	3	2	-33%	3	2	3	N/A	2
Western	0	0	0	0	N/A	0	0	0	N/A	2
Southern	0	0	0	0	N/A	0	0	0	N/A	2
Corridor	20	18	18	19	6%	19	18	19	N/A	2
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	3	17	0	5	N/A	3	0	5	5	2
Potential New Jobs	559	498	0	127	N/A	64	0	127	127	2
Retained Jobs	0	351	0	0	N/A	0	0	0	0	2
Projected Capex	90,000,000	64,650,000	0	60,000,000	N/A	30,000,000	0	60,000,000	60,000,000	2
DECISIONS BY INDUSTRY										
#Sustainable/Green	0	4	0	0	N/A	0	0	0	0	2
#IT and Intelligence	2	3	0	0	N/A	0	0	0	0	2
#Science	0	3	0	3	N/A	2	0	3	3	2
#Traditional/Other	1	7	0	2	N/A	1	0	2	2	2
DECISIONS BY LOCATION										
Eastern	0	4	0	0	N/A	0	0	0	0	2
Western	0	0	0	0	N/A	0	0	0	0	2
Southern	0	0	0	0	N/A	0	0	0	0	2
Corridor	3	13	0	5	N/A	3	0	5	5	2

*PLEASE NOTE: The reduction in the August 2011 "Total Pipelines Projects" figure is due to the fact that a clean up was implemented to remove opportunities that were old and/or had no recent activity.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues*	244	256	254	80	-69%	167	80	254	N/A	2
AGENCY PARTNERSHIP ISSUES PIPELINE										
DHCD- Housing	1	1	2	1	-50%	2	1	2	N/A	2
DHMH- Health	1	1	0	0	N/A	0	0	0	N/A	2
DLLR- Licensing	8	6	6	2	-67%	4	2	6	N/A	2
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	N/A	2
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	N/A	2
MDE- Environment	1	1	1	1	0%	1	1	1	N/A	2
MDOT- Transportation	3	3	2	0	-100%	1	0	2	N/A	2
MGA- General Assembly	0	0	0	0	N/A	0	0	0	N/A	2
MTEC/MTECH- Technology Service	4	4	4	4	0%	4	4	4	N/A	2
SBDC- Small Business	8	10	11	6	-45%	9	6	11	N/A	2
TEDCO- Tech. Dev. Corp.	6	6	5	3	-40%	4	3	5	N/A	2
WIB- Workforce	10	9	8	4	-50%	6	4	8	N/A	2
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	3	3	3	2	-33%	3	2	3	N/A	2
Financing	83	84	86	27	-69%	57	27	86	N/A	2
Legislative	29	0	0	0	N/A	0	0	0	N/A	2
Marketing Assistance	0	32	28	8	-71%	18	8	28	N/A	2
Permits	3	4	5	2	-60%	4	2	5	N/A	2
Technical	26	25	26	9	-65%	18	9	26	N/A	2
Workforce	55	59	58	13	-78%	36	13	58	N/A	2
Other	45	49	48	19	-60%	34	19	48	N/A	2
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES+										
DHCD- Housing	0	0	0	1	N/A	1	0	1	1	2
DHMH- Health	0	0	0	0	N/A	0	0	0	0	2
DLLR- Licensing	5	0	0	3	N/A	2	0	3	3	2
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	2
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	2
MDE- Environment	0	0	0	1	N/A	1	0	1	1	2
MDOT- Transportation	0	0	0	1	N/A	1	0	1	1	2
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	2
MTEC/MTECH- Technology Service	0	0	0	0	N/A	0	0	0	0	2
SBDC- Small Business	0	0	0	4	N/A	3	0	6	6	2
TEDCO- Tech. Dev. Corp.	0	0	0	2	N/A	3	0	6	6	2
WIB- Workforce	0	0	0	4	N/A	4	0	7	7	2

*PLEASE NOTE: The reduction in the August 2011 "Number of Pipeline Issues" figure is due to the fact that a clean up was implemented to remove opportunities that were old and/or had no recent activity.

+PLEASE NOTE: The increase in the August 2011 "Completed Issues-Unsuccessful or Undetermined Outcome" figure is due to the fact that a clean up was implemented to remove opportunities that were old and/or had no recent activity.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										
#Issues-Total	76	43	26	30	15%	28	26	30	56	2
New Jobs	689	145	5	511	10120%	258	5	511	516	2
Retained Jobs	148	870	84	53	-37%	69	53	84	137	2
Capex	32,000,000	132,000	0	80,000	N/A	40,000	0	80,000	80,000	2
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	2	0	1	N/A	1	0	1	1	2
DHMH- Health	0	0	0	1	N/A	1	0	1	1	2
DLLR- Licensing	0	4	1	0	-100%	1	0	1	1	2
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	2
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	2
MDE- Environment	0	0	0	0	N/A	0	0	0	0	2
MDOT- Transportation	0	0	1	1	0%	1	1	1	2	2
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	2
MTES/MTECH- Technology Service	0	0	0	0	N/A	0	0	0	0	2
SBDC- Small Business	2	8	3	1	-67%	2	1	3	4	2
TEDCO- Tech. Dev. Corp.	2	2	2	1	-50%	2	1	2	3	2
WIB- Workforce	2	2	1	1	0%	1	1	1	2	2
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	1	0	0	0	N/A	0	0	0	0	2
Financing	47	17	4	10	150%	7	4	10	14	2
Legislative	0	0	0	0	N/A	0	0	0	0	2
Marketing Assistance	14	2	5	6	20%	6	5	6	11	2
Permits	0	6	4	1	-75%	3	1	4	5	2
Technical	1	2	1	0	-100%	1	0	1	1	2
Workforce	5	4	4	5	25%	5	4	5	9	2
Other	8	12	8	8	0%	8	8	8	16	2
GRANTS PROGRAMS										
PWQ										
#grants	1	4	2	4	100%	3	2	4	6	2
value	24,000	158,000	37,140	61,622	66%	49,381	37,140	61,622	98,762	2
SACF										
#grants	0	0	0	0	N/A	0	0	0	0	2

Successfully Resolved Issues with Jobs Impacts								
PRIMARY REP	COMPLETION DATE	ACCOUNT	COUNTY	INDUSTRY	EXISTING JOBS	AT RISK JOBS	NEW JOBS	CAPEX
Vickie Swink	14-Jul-11	Pillar Innovations	Garrett	Traditional/Other	260	80	0	
Tabu Morris	21-Jul-11	Metal Men, LLC	Baltimore County	Traditional/Other	4	4	5	
Ginny Walker	01-Aug-11	Robotic Research	Montgomery	IT and Intelligence	12		8	
Signe Pringle	04-Aug-11	Columbia Technologies, LLC	Baltimore County	Science			4	
Carey Esslinger	05-Aug-11	Vac Pac Manufacturing Co, Inc.	Baltimore City	Traditional/Other			5	
Brad Gillenwater	05-Aug-11	Miltec	Queen Anne's	Traditional/Other			5	
Diana Jackson	11-Aug-11	M-Cubed Information Systems	Montgomery	IT and Intelligence	52	45	20	\$80,000
David Karol	11-Aug-11	Max and Ruffy's, LLC	Montgomery	Traditional/Other	0	0	2	
Frank Dickson	18-Aug-11	Tricorder Data Systems	Baltimore City	IT and Intelligence	3		9	
Stacy Kubofcik	18-Aug-11	MedAssurant, Inc.	Prince George's	Traditional/Other			449	
David Karol	22-Aug-11	Tate Andale Inc.	Baltimore County	Traditional/Other	40	0	1	
Tabu Morris	24-Aug-11	Ren Reinforcing Steel Co.	Baltimore City	Traditional/Other	1	1	7	
Tabu Morris	24-Aug-11	Essex Construction	Prince George's	Traditional/Other	7	7	0	
Angela Thornton	31-Aug-11	J. F. Taylor Inc.	St. Mary's	IT and Intelligence	333	0	1	

FY 2012 Job Creation and Retention List - July 1, 2011 through August 31, 2011

COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	JOBS - CREATED/NE W	JOBS - RETAINED	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
Pillar Innovations	Garrett	7/14/2011	Manufacturing	0	80		Issue To Resolve	Vickie Swink	Regional Offices	Yes
Metal Men, LLC	Baltimore County	7/21/2011	Construction	5	4		Issue To Resolve	Tabu Morris	Financing	Yes
Robotic Research	Montgomery	8/1/2011	Information Technology	8			Issue To Resolve	Ginny Walker	International	Yes
Columbia Technologies, LLC	Baltimore County	8/4/2011	Biotechnology	4			Issue To Resolve	Signe Pringle	International	No
Miltec	Queen Anne's	8/5/2011	Manufacturing	5			Issue To Resolve	Brad Gillenwater	International	Yes
Vac Pac Manufacturing Co, Inc.	Baltimore City	8/5/2011	Manufacturing	5			Issue To Resolve	Carey Esslinger	International	Yes
Sunshine Agri-Tech	Out of State	8/8/2011	Biotechnology	1			Facility Location	Brad Gillenwater	International	No
SunStem Biotechnology	Out of State	8/8/2011	Biotechnology	1			Facility Location	Brad Gillenwater	International	No
Tasly Pharmaceuticals	Montgomery	8/8/2011	Biotechnology	24		\$40,000,000	Facility Location	Brad Gillenwater	International	No
Max and Ruffly's, LLC	Montgomery	8/11/2011	Manufacturing	2	0		Issue To Resolve	David Karol	Business Development	No
M-Cubed Information Systems	Montgomery	8/11/2011	Information Technology	20	45	\$80,000	Issue To Resolve	Diana Jackson	Business Development	Yes
MedAssurant, Inc.	Prince George's	8/18/2011	Health Care Tech & Services	449			Issue To Resolve	Stacy Kubofcik	Financing	Yes
Tricorder Data Systems	Baltimore City	8/18/2011	Information Technology	9			Issue To Resolve	Frank Dickson	Financing	Yes
Tate Andale Inc.	Baltimore County	8/22/2011	Manufacturing	1	0		Issue To Resolve	David Karol	Business Development	Yes
Essex Construction	Prince George's	8/24/2011	Construction	0	7		Issue To Resolve	Tabu Morris	Financing	Yes
Ren Reinforcing Steel Co.	Baltimore City	8/24/2011	Construction	7	1		Issue To Resolve	Tabu Morris	Financing	Yes
Jos. A. Bank Clothiers, Inc.	Carroll	8/30/2011	Warehousing/Distribution	100	0	\$20,000,000	Facility Location	Jayson Knott	Business Development	Yes
J. F. Taylor Inc.	St. Mary's	8/31/2011	Aerospace	1	0		Issue To Resolve	Angela Thornton	Regional Offices	Yes
Qingtai Packing & Printing	Out of State	8/31/2011	Manufacturing	1			Facility Location	Brad Gillenwater	International	No
TOTALS				643	137					
GRAND TOTAL				780						



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2012 SUMMARY					GOALS	
	May-11	Jun-11	Jul-11	Aug-11	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 12 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
FDI Engagements	6	1	14	120	757%	67	14	120	134	2	400	34%
FDI Prospect Visits	9	0	0	3	N/A	2	0	3	3	2	40	8%
Trade Shows and Marketing Events	0	1	3	4	33%	4	3	4	7	2	35	20%
ExportMD Grants Approved (Quarterly)	13	0	0	4	N/A	2	0	4	4	2	20	20%
Export Actions and Foreign Office Work Orders	5	6	4	39	875%	22	4	39	43	2	100	43%



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY					GOALS		
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods	FY 12 GOAL	% TO GOAL	
MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS													
Trade Shows and Marketing Events	0	1	3	4	33%	4	3	4	7	2	N/A	N/A	
New Leads from Trade Shows and Mktg Evts*	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
New Leads from Foreign Offices*	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
NEW LEADS BY INDIVIDUAL FOREIGN OFFICE													
-Budgeted Offices													
China	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
France	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
Israel	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
-Contingency Offices													
Colombia (South America)	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
India	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
Montenegro	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
Russia	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
South Korea	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
Taiwan	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
Vietnam	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
FDI ENGAGEMENTS BY BUDGETED FOREIGN OFFICES													
China	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
France	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
Israel	0	0	0	0	N/A	0	0	0	0	2	N/A	N/A	
EXPORT ASSISTANCE (COMPLETED)													
ExportMD Grants Approved (Quarterly)	13	0	0	4	N/A	2	0	4	4	2	N/A	N/A	
Export Actions	4	3	1	6	500%	4	1	6	7	2	N/A	N/A	
Foreign Office Work Orders	1	3	3	33	1000%	18	3	33	36	2	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: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	3	10	0	1	N/A	1	0	1	1	2
Value (\$)	\$1,300,000	\$5,242,000	\$0	\$7,500	N/A	3,750	0	7,500	7,500	2
Jobs (New & At Risk Jobs) Total	245	5,042	0	2	N/A	1	0	2	2	2
CAPEX	\$36,850,000	\$118,574,000	\$0	\$8,350	N/A	4,175	0	8,350	8,350	2
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
CDBG										
# of Approved Transactions	0	1	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$300,000	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$314,000	\$0	\$0	N/A	0	0	0	0	2
MIDFA										
# of Approved Transactions	2	0	1	2	100%	2	1	2	3	2
Value (\$)	\$12,200,000	\$0	\$500,000	\$125,000	-75%	312,500	125,000	500,000	625,000	2
Jobs (New & At Risk Jobs) Total	109	0	0	7	N/A	4	0	7	7	2
CAPEX	\$14,525,000	\$0	\$1,200,000	\$500,000	-58%	850,000	500,000	1,200,000	1,700,000	2
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	4	4	0	1	N/A	1	0	1	1	2
Value (\$)	\$294,602	\$700,000	\$0	\$300,000	N/A	150,000	0	300,000	300,000	2
Jobs (New & At Risk Jobs) Total	65	38	0	0	N/A	0	0	0	0	2
CAPEX	\$2,494,602	\$4,050,000	\$0	\$300,000	N/A	150,000	0	300,000	300,000	2
MSBDFE EPIP										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MSBDFE Contract Finance										
# of Approved Transactions	1	1	2	1	-50%	2	1	2	3	2
Value (\$)	\$300,000	\$50,000	\$250,000	\$30,000	-88%	140,000	30,000	250,000	280,000	2
Jobs (New & At Risk Jobs) Total	55	5	22	9	-59%	16	9	22	31	2
CAPEX	\$300,000	\$50,000	\$300,000	\$30,000	-90%	165,000	30,000	300,000	330,000	2
MSBDFE Guarantee & Surety										
# of Approved Transactions	2	0	0	2	N/A	1	0	2	2	2
Value (\$)	\$137,500	\$0	\$0	\$300,000	N/A	150,000	0	300,000	300,000	2
Jobs (New & At Risk Jobs) Total	35	0	0	0	N/A	0	0	0	0	2
CAPEX	\$553,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Military Reservist Loan Fund										
# of Approved Transactions	0	4	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$183,000	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	25	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$183,000	\$0	\$0	N/A	0	0	0	0	2



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved (\$)	\$14,232,102	\$6,475,000	\$750,000	\$762,500	2%	756,250	750,000	762,500	1,512,500	2
Allegany	\$0	\$92,000	\$0	\$0	N/A	0	0	0	0	2
Anne Arundel	\$0	\$25,000	\$0	\$50,000	N/A	25,000	0	50,000	50,000	2
Baltimore City	\$12,600,000	\$500,000	\$500,000	\$105,000	-79%	302,500	105,000	500,000	605,000	2
Baltimore County	\$0	\$2,600,000	\$250,000	\$7,500	-97%	128,750	7,500	250,000	257,500	2
Calvert	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Caroline	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Carroll	\$0	\$900,000	\$0	\$0	N/A	0	0	0	0	2
Cecil	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Charles	\$0	\$100,000	\$0	\$0	N/A	0	0	0	0	2
Dorchester	\$0	\$575,000	\$0	\$0	N/A	0	0	0	0	2
Frederick	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Garrett	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Harford	\$300,000	\$33,000	\$0	\$0	N/A	0	0	0	0	2
Howard	\$100,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Kent	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Montgomery	\$444,602	\$1,150,000	\$0	\$300,000	N/A	150,000	0	300,000	300,000	2
Prince George's	\$187,500	\$0	\$0	\$300,000	N/A	150,000	0	300,000	300,000	2
Queen Anne's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Somerset	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
St. Mary's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Talbot	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Washington	\$600,000	\$0	\$0	\$0	N/A	0	0	0	0	2
Wicomico	\$0	\$500,000	\$0	\$0	N/A	0	0	0	0	2
Worcester	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Multiple Jurisdictions	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPOGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	2	2	2	1	-50%	2	1	2	3	2
Value (\$)	\$512,500	\$35,000	\$200,000	\$400,000	100%	300,000	200,000	400,000	600,000	2
Jobs (New & At Risk Jobs) Total	126	0	0	385	N/A	193	0	385	385	2
CAPEX	\$95,025,000	\$75,000	\$97,176	\$6,500,000	6589%	3,298,588	97,176	6,500,000	6,597,176	2
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
MIDFA										
# of Settled Transactions	0	2	1	1	0%	1	1	1	2	2
Value (\$)	\$0	\$218,174	\$45,000	\$875,000	1844%	460,000	45,000	875,000	920,000	2
Jobs (New & At Risk Jobs) Total	0	12	11	40	264%	26	11	40	51	2
CAPEX	\$0	\$607,000	\$180,000	\$2,300,000	1178%	1,240,000	180,000	2,300,000	2,480,000	2
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	3	3	2	2	0%	2	2	2	4	2
Value (\$)	\$350,020	\$727,680	\$150,000	\$400,000	167%	275,000	150,000	400,000	550,000	2
Jobs (New & At Risk Jobs) Total	55	65	12	15	25%	14	12	15	27	2
CAPEX	\$3,400,020	\$6,377,000	\$1,450,000	\$550,000	-62%	1,000,000	550,000	1,450,000	2,000,000	2
MSBDFE EPIP										
# of Settled Transactions	0	2	0	0	N/A	0	0	0	0	2
Value (\$)	\$0	\$170,000	\$0	\$0	N/A	0	0	0	0	2
Jobs (New & At Risk Jobs) Total	0	6	0	0	N/A	0	0	0	0	2
CAPEX	\$0	\$170,000	\$0	\$0	N/A	0	0	0	0	2
MSBDFE Contract Finance										
# of Settled Transactions	1	3	0	1	N/A	1	0	1	1	2
Value (\$)	\$50,000	\$400,000	\$0	\$50,000	N/A	25,000	0	50,000	50,000	2
Jobs (New & At Risk Jobs) Total	12	67	0	5	N/A	3	0	5	5	2
CAPEX	\$50,000	\$400,000	\$0	\$50,000	N/A	25,000	0	50,000	50,000	2
MSBDFE Guarantee & Surety										
# of Settled Transactions	2	3	2	1	-50%	2	1	2	3	2
Value (\$)	\$325,012	\$287,500	\$290,070	\$75,000	-74%	182,535	75,000	290,070	365,070	2
Jobs (New & At Risk Jobs) Total	62	50	18	15	-17%	17	15	18	33	2
CAPEX	\$935,000	\$575,000	\$1,646,000	\$428,000	-74%	1,037,000	428,000	1,646,000	2,074,000	2
Military Reservist Loan Fund										
# of Settled Transactions	0	0	0	1	N/A	1	0	1	1	2
Value (\$)	\$0	\$0	\$0	\$45,000	N/A	22,500	0	45,000	45,000	2
Jobs (New & At Risk Jobs) Total	0	0	0	7	N/A	4	0	7	7	2
CAPEX	\$0	\$0	\$0	\$45,000	N/A	22,500	0	45,000	45,000	2



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled (\$)	\$1,237,532	\$1,838,354	\$685,070	\$1,845,000	169%	1,265,035	685,070	1,845,000	2,530,070	2
Allegany	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Anne Arundel	\$212,500	\$0	\$0	\$0	N/A	0	0	0	0	2
Baltimore City	\$475,032	\$897,680	\$135,000	\$875,000	548%	505,000	135,000	875,000	1,010,000	2
Baltimore County	\$0	\$0	\$0	\$150,000	N/A	75,000	0	150,000	150,000	2
Calvert	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Caroline	\$0	\$37,500	\$0	\$0	N/A	0	0	0	0	2
Carroll	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Cecil	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Charles	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Dorchester	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Frederick	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Garrett	\$0	\$190,674	\$0	\$0	N/A	0	0	0	0	2
Harford	\$0	\$300,000	\$0	\$0	N/A	0	0	0	0	2
Howard	\$100,000	\$25,000	\$250,070	\$0	-100%	125,035	0	250,070	250,070	2
Kent	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Montgomery	\$150,000	\$0	\$100,000	\$345,000	245%	222,500	100,000	345,000	445,000	2
Prince George's	\$0	\$387,500	\$50,000	\$475,000	850%	262,500	50,000	475,000	525,000	2
Queen Anne's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Somerset	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
St. Mary's	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Talbot	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Washington	\$300,000	\$0	\$150,000	\$0	-100%	75,000	0	150,000	150,000	2
Wicomico	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Worcester	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2
Multiple Jurisdictions	\$0	\$0	\$0	\$0	N/A	0	0	0	0	2



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY			
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total
DIVISION-WIDE									
STAFF ACTIVITY									
Outreach Activities	38	55	23	15	-35%	19	15	23	38
Technical Assistance	13	19	22	19	-14%	21	19	22	41
PUBLICITY									
Travel Media Exposure (ad value \$)	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0
Media Placements	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0
Placement Circulation	N/A	N/A	N/A	N/A	N/A	N/A	0	0	0

OFFICE OF TOURISM DEVELOPMENT									
WEB STATS									
Unique Web Users- OTD Web Site^	207,359	218,551	155,088	115,658	-25%	135,373	115,658	155,088	270,746
Consumer e-newsletter distribution	43,113	50,500	63,785	69,637	9%	66,711	63,785	69,637	133,422
Industry partner e-newsletter distribution	8,892	9,058	9,090	9,046	0%	9,068	9,046	9,090	18,136
Internet Requests	1,172	1,677	1,139	1,490	31%	1,315	1,139	1,490	2,629
Internet Clicks- OTD web site ads	105,471	106,869	41,455	22,434	-46%	31,945	22,434	41,455	63,889

^ Starting with July, 2011, this measure is being tracked with Google analytics.

ADVERTISING GENERATED INQUIRIES									
Print Advertising Calls	481	470	375	531	42%	453	375	531	906
Consumer Labels	8,069	5,049	3,020	2,672	-12%	2,846	2,672	3,020	5,692
TV and Radio Advertising Calls	429	485	370	672	82%	521	370	672	1,042
OTD 800 Number	208	198	202	180	-11%	191	180	202	382
VISITATION									
Welcome Center Visitation	29,478	32,328	36,534	27,690	-24%	32,112	27,690	36,534	64,224
Lodging-Room Demand-Maryland*	4.2%	1.6%	1.3%	N/A	N/A	1	1	1	N/A
Lodging-Room Demand-US*	5.4%	4.9%	3.6%	N/A	N/A	4	4	4	N/A
Lodging-Room Revenue-Maryland*	5.6%	3.9%	2.5%	N/A	N/A	3	3	3	N/A
Lodging-Room Revenue-US*	9.6%	8.6%	7.7%	N/A	N/A	8	8	8	N/A
Amtrak: Non-commuter arrivals	81,200	77,500	75,900	64,500	-15%	70,200	64,500	75,900	140,400
BWI Domestic Passenger Arrivals	1,014,787	1,023,114	1,062,989	N/A	N/A	1,062,989	1,062,989	1,062,989	1,062,989
International Arrivals	28,138	28,963	32,015	N/A	N/A	32,015	32,015	32,015	32,015
Total Passengers to BWI	1,042,925	1,052,077	1,095,004	N/A	N/A	1,095,004	1,095,004	1,095,004	1,095,004

* Percent change (year-over-year)



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY			
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total
Tourism-related Sales Taxes Total Receipts									
Restaurants, Lunchrooms, Deli (w/o BWL*)	\$ 24,611,716	\$ 27,994,761	N/A	N/A	N/A	N/A	0	0	0
Hotels, Motels Selling Food (w/ BWL*)	\$ 4,108,436	\$ 4,750,736	N/A	N/A	N/A	N/A	0	0	0
Restaurants and Nite Clubs (w/ BWL*)	\$ 18,773,051	\$ 20,546,403	N/A	N/A	N/A	N/A	0	0	0
General Merchandise	\$ 10,839,832	\$ 14,164,685	N/A	N/A	N/A	N/A	0	0	0
Automobile, Bus and Truck Rentals	\$ 5,359,262	\$ 6,011,317	N/A	N/A	N/A	N/A	0	0	0
Airlines-Commercial	\$ 20,236	\$ 29,086	N/A	N/A	N/A	N/A	0	0	0
Hotels, Motels, Apartments, Cottages	\$ 7,700,246	\$ 9,410,755	N/A	N/A	N/A	N/A	0	0	0
Recreation and Amusement Places	\$ 433,954	\$ 771,448	N/A	N/A	N/A	N/A	0	0	0

*Beer, wine and liquor license

Tourism Tax Increments									
Restaurants, Lunchrooms, Deli (w/o BWL*)	8,203,905	9,331,587	N/A	N/A	N/A	N/A	0	0	0
Hotels, Motels Selling Food (w/ BWL*)	4,108,436	4,750,736	N/A	N/A	N/A	N/A	0	0	0
Restaurants and Nite Clubs (w/ BWL*)	6,257,684	6,848,801	N/A	N/A	N/A	N/A	0	0	0
General Merchandise	541,992	708,234	N/A	N/A	N/A	N/A	0	0	0
Automobile, Bus and Truck Rentals	4,823,336	5,410,185	N/A	N/A	N/A	N/A	0	0	0
Airlines-Commercial	10,118	14,543	N/A	N/A	N/A	N/A	0	0	0
Hotels, Motels, Apartments, Cottages	7,700,246	9,410,755	N/A	N/A	N/A	N/A	0	0	0
Recreation and Amusement Places	216,977	385,724	N/A	N/A	N/A	N/A	0	0	0

*Beer, wine and liquor license





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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2012 SUMMARY			
	May-11	Jun-11	Jul-11	Aug-11	From Last Mo	Average	Minimum	Maximum	Total
Jobs (not seasonally adjusted, last two months preliminary)									
Arts, entertainment, and recreation									
Maryland	39,600	45,200	46,400	45,500	-2%	45,950	45,500	46,400	N/A
United States	1,960,900	2,148,400	2,203,400	2,148,700	-2%	2,176,050	2,148,700	2,203,400	N/A
Accommodation									
Maryland	22,800	24,300	25,200	25,300	0%	25,250	25,200	25,300	N/A
United States	1,785,500	1,899,000	1,963,100	1,956,300	0%	1,959,700	1,956,300	1,963,100	N/A
Food Services and Drinking Places									
Maryland	171,600	177,300	177,300	174,600	-2%	175,950	174,600	177,300	N/A
United States	9,671,600	9,767,800	9,714,500	9,737,700	0%	9,726,100	9,714,500	9,737,700	N/A



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY			
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total
MARYLAND FILM OFFICE									
Unique Web Users- MFO Web Site	7,769	7,094	6,758	6,730	0%	6,744	6,730	6,758	13,488
PRODUCTION ACTIVITY									
Feature Films									
Number of Productions	2	2	0	0	N/A	0	0	0	N/A (Note)
Estimated Direct Expenditures (\$)	\$0	\$13,263,533	\$0	\$0	N/A	0	0	0	0
Film Days (Film)	0	53	0	0	N/A	0	0	0	0
Television									
Number of Productions (Television)	1	1	0	0	N/A	0	0	0	N/A (Note)
Estimated Direct Expenditures (\$)	\$0	\$3,150,932	\$0	\$0	N/A	0	0	0	0
Film Days (Television)	0	6	0	0	N/A	0	0	0	0
Other									
Number of Productions (Other)	3	5	4	6	50%	5	4	6	10
Estimated Direct Expenditures (\$)	\$1,580,000	\$1,232,927	\$2,227,658	\$2,004,274	-10%	2,115,966	2,004,274	2,227,658	4,231,932

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.

MARYLAND STATE ARTS COUNCIL									
Unique Web Users- MSAC Web Site	10,799	5,510	9,938	6,339	-36%	8,139	6,339	9,938	108,019

	FY06	FY07	FY08	FY09	FY10	FY11	FY12
GRANTS to Organizations							
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
GRANTS - Community Arts Development							
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
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	

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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
\$ value of media coverage in-state (Proactive)	64,718	234,121	79,082	20,961	-73%	50,022	20,961	79,082	100,043	2
\$ value of media coverage national/trade	29,663	132,510	115,115	63,747	-45%	89,431	63,747	115,115	178,862	2
# of publication DBED mentioned-positive	241	550	147	87	-41%	117	87	147	234	2
# of media assists (Inclusion) DBED (Reactive)	17	40	23	15	-35%	19	15	23	38	2
# of proactive stories	241	550	139	77	-45%	108	77	139	216	2
INTERACTIVE / WEB										
CHOOSEMARYLAND										
Total visits	87,316	82,457	88,757	83,641	-6%	86,199	83,641	88,757	172,398	2
Unique website visitors	37,714	37,197	36,643	31,034	-15%	33,839	31,034	36,643	67,677	2
Time spent on site	3	3	3	3	0%	3	3	3	6	2
Page views per person	3.6	3.5	3.4	3.5	3%	3	3	4	7	2
Total database contacts	24,125	24,423	26,538	27,164	2%	26,851	26,538	27,164	53,702	2
TWITTER										
Number of tweets	241	312	204	230	13%	217	204	230	434	2
Number of followers	241	270	315	450	43%	383	315	450	765	2
FACEBOOK										
Number of new fans	447	150	122	201	65%	162	122	201	323	2
YOUTUBE										
Number of videos watched	232	578	441	1,077	144%	759	441	1,077	1,518	2
BLOG VISITORS										
CyberMaryland Blog	1,008	891	810	854	5%	832	810	854	1,664	2
Call To Action - website feedback										
Number of comments	24	23	18	27	50%	23	18	27	45	2
Number of sign-ups for Pulses	0	0	0	0	N/A	0	0	0	0	2
Number of joins	43	52	39	37	-5%	38	37	39	76	2
Mdbiz Media										
Number of Posts (stories, videos, interviews, etc.)	15	23	113	22	-81%	68	22	113	135	2
Number of Hits (visitors who read, watched or listened)	2,233	2,559	3,514	5,951	69%	4,733	3,514	5,951	9,465	2
OUTREACH- OFFICE OF THE SECRETARY										
# of Events	18	11	7	7	0%	7	7	7	14	2
# of People Reached/Attendees	5,190	1,750	265	920	247%	593	265	920	1,185	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
CREATIVE SERVICES AND EVENTS										
TRADESHOWS / EXHIBITIONS										
# of Events	3	2	1	2	100%	2	1	2	3	2
# of Attendees	1,030	15,000	1,500	5,300	253%	3,400	1,500	5,300	6,800	2
ADVERTISING										
# of advertising impressions	1,436,690	2,601,690	1	0	-100%	1	0	1	1	2
# of placements	148	114	1,600,000	0	-100%	800,000	0	1,600,000	1,600,000	2
GRAPHICS										
# of Business Information Projects	18	20	20	33	65%	27	20	33	53	2
\$ value of Creative Projects	32,110	59,550	48,000	56,590	18%	52,295	48,000	56,590	104,590	2
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	11	18	9	17	89%	13	9	17	26	2
External Communications Requests	7	14	10	16	60%	13	10	16	26	2
Economic Impact Analyses*	1	1	0	1	N/A	1	0	1	1	2
Partnerships*	3	3	0	1	N/A	1	0	1	1	2
<i>*EIA are projects we do; and partnerships are interaction w/partners not providing a product.</i>										
LEVERAGE DOLLARS										
\$ value of partner contributions	0	0	0	N/A	N/A	0	0	0	0	1
MEDIA VALUE										
- Cost	\$ -	\$ -	\$ -	N/A	N/A	0	0	0	0	1
- Leveraged Dollars	\$ -	\$ -	\$ 71,600	N/A	N/A	71,600	71,600	71,600	71,600	1
- Total Value	\$ -	\$ -	\$ 71,600	N/A	N/A	71,600	71,600	71,600	71,600	1



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
BIOENTREPRENEUR RESOURCE PROGRAM										
COMPANIES RECEIVING ASSISTANCE										
-Baltimore	0	2	0	0	N/A	0	0	0	0	2
-Rockville	15	5	9	9	0%	9	9	9	18	2
-MBC Visits to Companies	4	7	0	2	N/A	1	0	2	2	2
Total	19	14	9	11	22%	10	9	11	20	2
TECHNICAL ASSISTANCE SERVICES PROVIDED										
-Business Plan Development	4	0	0	1	N/A	1	0	1	1	2
-Grant Programs (MBC, TEDCO, MIPS)	1	0	0	1	N/A	1	0	1	1	2
-Financing	3	9	0	0	N/A	0	0	0	0	2
-Training Programs (PWQ, ActiVate)	0	0	0	0	N/A	0	0	0	0	2
DATABASE USE										
-Number of Companies	11	5	9	9	0%	9	9	9	18	2
-Number of Individuals	17	7	11	12	9%	12	11	12	23	2
-Number of Downloads (DataMonitor)	166	85	52	213	310%	133	52	213	265	2
-Value (DataMonitor)	\$ 447,501.00	\$ 346,173.00	\$ 265,242.00	\$ 497,751.00	88%	381,497	265,242	497,751	762,993	2
-Cost (DataMonitor)	\$ 2,042.00	\$ 2,042.00	\$ 2,042.00	\$ 2,042.00	0%	2,042	2,042	2,042	4,084	2
COMPANIES IN THE MBC BIODIRECTORY										
Venture Valuation Database	640	634	634	642	1%	638	634	642	1,276	2
Contacts - Card Exchange	0	17	407	153	-62%	280	153	407	560	2
BIOTECHNOLOGY DEVELOPMENT PROGRAM										
BIOTECHNOLOGY COMMERCIALIZATION AWARDS										
Number of Applicants	0	0	0	0	N/A	0	0	0	0	2
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	0	0	2
Value	\$ -	\$ -	\$ -	\$ -	N/A	0	0	0	0	2
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	0	0	0	0	2
BIOTECHNOLOGY TRANSLATIONAL RESEARCH AWARDS										
Number of Applicants	0	0	0	0	N/A	0	0	0	0	2
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	0	0	2
Value	\$ -	\$ -	\$ -	\$ -	N/A	0	0	0	0	2
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	0	0	0	0	2
INSTITUTIONAL SHARED RESOURCE FACILITY AWARDS										
Number of Applicants	0	0	0	0	N/A	0	0	0	0	2
Companies/Organizations Receiving Awards	0	0	0	0	N/A	0	0	0	0	2
Value	\$ -	\$ -	\$ -	\$ -	N/A	0	0	0	0	2
Private/Public \$ Leveraged	\$ -	\$ -	\$ -	\$ -	N/A	0	0	0	0	2
FINANCING PROGRAMS										
BIOTECH TAX CREDIT*										
-Companies Benefiting	1	0	0	16	N/A	8	0	16	16	2
-Investors Applying	0	0	205	45	-78%	125	45	205	250	2
-Investors Receiving	2	0	0	131	N/A	66	0	131	131	2
-Value	\$ 91,001	\$ -	\$ -	\$ 8,099,725	N/A	4,049,863	0	8,099,725	8,099,725	2
-Leveraged Investment	\$ 225,000	\$ -	\$ -	\$ 16,505,757	N/A	8,252,879	0	16,505,757	16,505,757	2
MARKETING AND OUTREACH ACTIVITY										
WEBSITE ANALYTICS										



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2011 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
--Visits	7,328	7,894	7,277	7,673	5%	7,475	7,277	7,673	14,950	2
--Unique Visitors	5,247	5,449	4,844	4,967	3%	4,906	4,844	4,967	9,811	2
--Page Views	13,049	13,766	12,285	14,155	15%	13,220	12,285	14,155	26,440	2
--Pages Per Visit	1.78	1.74	1.69	1.84	9%	2	2	2	4	2
--Average Time on Site (minutes)	0:01:52	0:01:44	0:01:35	2:17:00	8553%	0	0	0	0	2
MARKETING^										
MBC Events - Lead	3	1	0	0	N/A	0	0	0	0	2
--Number of Participants	570	0	0	0	N/A	0	0	0	0	2
MBC Speaking Engagements	1	6	0	0	N/A	0	0	0	0	2
--Number of Participants	0	710	0	0	N/A	0	0	0	0	2
Trade Show Participation	0	6	0	1	N/A	1	0	1	1	2
--Number of Participants	0	2,300	0	40	N/A	20	0	40	40	2
Center Sponsored Events	0	8	1	1	0%	1	1	1	2	2
--Number of Participants	0	5,035	0	0	N/A	0	0	0	0	2
WORKFORCE DEVELOPMENT ACTIVITY										
INTERNSHIP PLACEMENT GRANTS										
--Companies Applying	0	0	0	0	N/A	0	0	0	0	2
--Companies Received Internship Grants	0	0	0	0	N/A	0	0	0	0	2
--Number of Interns Employed	0	0	0	0	N/A	0	0	0	0	2
--Value	\$ -	\$ -	\$ -	\$ -	N/A	0	0	0	0	2

*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: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	2,991	2,990	2,982	2,976	0%	2,979	2,976	2,982	N/A	2
United States	153,693	153,421	153,228	153,594	0%	153,411	153,228	153,594	N/A	2
EMPLOYMENT (thousands)										
Maryland	2,787	2,782	2,769	2,758	0%	2,764	2,758	2,769	N/A	2
United States	139,779	139,334	139,296	139,627	0%	139,462	139,296	139,627	N/A	2
UNEMPLOYMENT RATE (%)										
Maryland	6.8%	7.0%	7.1%	7.3%	3%	7	7	7	N/A	2
United States	9.1%	9.2%	9.1%	9.1%	0%	9	9	9	N/A	2
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	31,934	29,748	27,691	N/A	N/A	27,691	27,691	27,691	N/A	1
United States	1,911,550	1,865,354	1,719,270	N/A	N/A	1,719,270	1,719,270	1,719,270	N/A	1
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	8,594	9,302	8,863	N/A	N/A	8,863	8,863	8,863	8,863	1
BWI Commercial Passengers (Millions)	2,078,548	2,126,776	2,205,035	N/A	N/A	2,205,035	2,205,035	2,205,035	2,205,035	1
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	110	115	N/A	N/A	N/A	N/A	0	0	0	0
Electric Meters Installed, Residential Maryland	484	441	N/A	N/A	N/A	N/A	0	0	0	0
Electricity Sales, Commercial (Millions of MWh) Maryland	1,665,432	1,774,896	N/A	N/A	N/A	N/A	0	0	0	0
Electricity Sales, Residential (Millions of MWh) Maryland	826,888	1,131,465	N/A	N/A	N/A	N/A	0	0	0	0
HOME SALES (# units)										
Maryland	4,805	5,449	4,932	4,758	-4%	4,845	4,758	4,932	9,690	2
United States	457	515	458	N/A	N/A	458	458	458	458	1
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	1,281	751	1,092	N/A	N/A	1,092	1,092	1,092	1,092	1
United States	56,272	62,436	51,248	N/A	N/A	51,248	51,248	51,248	51,248	1
AUTOMOBILE SALES (# units)										
Maryland	25,464	26,984	23,154	24,875	7%	24,015	23,154	24,875	48,029	2
United States (in Thousands)	999	985	1,042	0	-100%	521	0	1,042	1,042	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,510	2,514	2,526	2,523	0%	2,525	2,523	2,526	N/A	2
United States	131,027	131,073	131,132	131,132	0%	131,132	131,132	131,132	N/A	2
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	140	137	139	140	1%	140	139	140	N/A	2
United States	6,309	6,314	6,327	6,327	0%	6,327	6,327	6,327	N/A	2
MANUFACTURING										
Maryland	113	113	114	114	0%	114	114	114	N/A	2
United States	11,710	11,721	11,760	11,757	0%	11,759	11,757	11,760	N/A	2
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	439	440	442	442	0%	442	442	442	N/A	2
United States	24,893	24,923	24,946	24,938	0%	24,942	24,938	24,946	N/A	2
INFORMATION										
Maryland	44	44	45	41	-9%	43	41	45	N/A	2
United States	2,684	2,684	2,679	2,631	-2%	2,655	2,631	2,679	N/A	2
FINANCIAL ACTIVITIES										
Maryland	142	141	142	141	-1%	142	141	142	N/A	2
United States	7,625	7,607	7,602	7,605	0%	7,604	7,602	7,605	N/A	2
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	391	394	396	395	0%	396	395	396	N/A	2
United States	17,155	17,159	17,183	17,211	0%	17,197	17,183	17,211	N/A	2
EDUCATION AND HEALTH SERVICES										
Maryland	401	401	401	402	0%	402	401	402	N/A	2
United States	19,926	19,938	19,990	20,024	0%	20,007	19,990	20,024	N/A	2
LEISURE AND HOSPITALITY										
Maryland	228	229	229	226	-1%	228	226	229	N/A	2
United States	13,175	13,208	13,214	13,216	0%	13,215	13,214	13,216	N/A	2
OTHER SERVICES										
Maryland	116	117	119	118	-1%	119	118	119	N/A	2
United States	5,445	5,448	5,452	5,461	0%	5,457	5,452	5,461	N/A	2
GOVERNMENT										
Maryland	497	499	499	506	1%	503	499	506	N/A	2
United States	22,105	22,071	21,979	21,962	0%	21,971	21,962	21,979	N/A	2
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	41.2	41.0	41.0	41.5	1%	41	41	42	N/A	2
United States	41.5	41.5	41.1	41.5	1%	41	41	42	N/A	2
AVERAGE WEEKLY EARNINGS- MANUFACTURING (\$)										
Maryland	762.6	760.1	758.5	765.3	1%	762	759	765	N/A	2
United States	784.8	782.7	776.8	783.5	1%	780	777	784	N/A	2



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	21	35	19	16	-16%	18	16	19	35	2
New Locations	3	12	2	3	50%	3	2	3	5	2
Expansions	18	23	17	13	-24%	15	13	17	30	2
Total Capital Investment (Millions)	90	182	204	67	-67%	136	67	204	271	2
Total New Jobs	334	922	209	140	-33%	175	140	209	349	2
NEW JOBS BY COUNTY										
Allegany	16	0	0	0	N/A	0	0	0	0	2
Anne Arundel	60	323	25	0	-100%	13	0	25	25	2
Baltimore City	85	95	50	0	-100%	25	0	50	50	2
Baltimore County	0	0	40	0	-100%	20	0	40	40	2
Calvert	0	0	0	0	N/A	0	0	0	0	2
Caroline	0	60	0	0	N/A	0	0	0	0	2
Carroll	0	0	0	0	N/A	0	0	0	0	2
Cecil	0	0	0	0	N/A	0	0	0	0	2
Charles	0	0	0	0	N/A	0	0	0	0	2
Dorchester	0	0	0	0	N/A	0	0	0	0	2
Frederick	0	0	0	0	N/A	0	0	0	0	2
Garrett	0	4	0	0	N/A	0	0	0	0	2
Harford	0	70	0	0	N/A	0	0	0	0	2
Howard	70	0	30	50	67%	40	30	50	80	2
Kent	0	0	0	0	N/A	0	0	0	0	2
Montgomery	28	50	4	15	275%	10	4	15	19	2
Prince George's	0	285	60	0	-100%	30	0	60	60	2
Queen Anne's	0	20	0	0	N/A	0	0	0	0	2
Somerset	0	15	0	0	N/A	0	0	0	0	2
St. Mary's	0	0	0	0	N/A	0	0	0	0	2
Talbot	0	0	0	0	N/A	0	0	0	0	2
Washington	50	0	0	60	N/A	30	0	60	60	2
Wicomico	25	0	0	0	N/A	0	0	0	0	2
Worcester	0	0	0	15	N/A	8	0	15	15	2



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	0	0	0	0	N/A	0	0	0	0	2
Mining	0	0	0	0	N/A	0	0	0	0	2
Utilities	0	4	4	0	-100%	2	0	4	4	2
Construction	0	0	0	0	N/A	0	0	0	0	2
Manufacturing	85	198	30	75	150%	53	30	75	105	2
Wholesale trade	0	70	0	0	N/A	0	0	0	0	2
Retail trade	0	85	0	0	N/A	0	0	0	0	2
Transportation and warehousing	0	60	0	0	N/A	0	0	0	0	2
Information	0	320	0	0	N/A	0	0	0	0	2
Finance and insurance	16	0	0	0	N/A	0	0	0	0	2
Real estate	50	60	0	0	N/A	0	0	0	0	2
Professional services	165	100	65	50	-23%	58	50	65	115	2
Management of companies	0	0	0	0	N/A	0	0	0	0	2
Administrative services	0	0	0	0	N/A	0	0	0	0	2
Educational services	0	0	0	0	N/A	0	0	0	0	2
Health care	3	0	50	0	-100%	25	0	50	50	2
Arts, entertainment and recreation	15	25	60	15	-75%	38	15	60	75	2
Accommodation and food services	0	0	0	0	N/A	0	0	0	0	2
Other services	0	0	0	0	N/A	0	0	0	0	2
Federal government	0	0	0	0	N/A	0	0	0	0	2
BRAC-RELATED JOBS										
BRAC-Related Jobs	0	123	0	0	N/A	0	0	0	0	2



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

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11		Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	50	7	3	5	67%	4	3	5	8	2
Closings	25	6	1	2	100%	2	1	2	3	2
Downsizings	25	1	3	3	0%	3	3	3	6	2
IMPACTED JOBS										
Total Impacted Jobs	2,218	1,011	337	254	-25%	296	254	337	591	2
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	0	2
Anne Arundel	628	0	4	0	-100%	2	0	4	4	2
Baltimore City	139	198	120	0	-100%	60	0	120	120	2
Baltimore County	686	96	35	0	-100%	18	0	35	35	2
Calvert	0	0	0	0	N/A	0	0	0	0	2
Caroline	0	0	0	0	N/A	0	0	0	0	2
Carroll	122	0	0	0	N/A	0	0	0	0	2
Cecil	0	0	0	0	N/A	0	0	0	0	2
Charles	11	0	6	0	-100%	3	0	6	6	2
Dorchester	76	0	0	0	N/A	0	0	0	0	2
Frederick	89	0	58	97	67%	78	58	97	155	2
Garrett	0	0	0	0	N/A	0	0	0	0	2
Harford	11	52	0	0	N/A	0	0	0	0	2
Howard	164	0	0	20	N/A	10	0	20	20	2
Kent	61	0	0	0	N/A	0	0	0	0	2
Montgomery	109	0	10	83	730%	47	10	83	93	2
Prince George's	17	191	89	54	-39%	72	54	89	143	2
Queen Anne's	0	0	0	0	N/A	0	0	0	0	2
Somerset	0	0	0	0	N/A	0	0	0	0	2
St. Mary's	9	0	15	0	-100%	8	0	15	15	2
Talbot	0	474	0	0	N/A	0	0	0	0	2
Washington	0	0	0	0	N/A	0	0	0	0	2
Wicomico	0	0	0	0	N/A	0	0	0	0	2
Worcester	96	0	0	0	N/A	0	0	0	0	2
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	0	2



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

Reporting Period: August, 2011

BY INDUSTRY	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-11	From Last Mo	Average	Minimum	Maximum	Total	Periods
Agriculture	0	0	0	0	N/A	0	0	0	0	2
Mining	0	0	0	0	N/A	0	0	0	0	2
Utilities	0	0	0	0	N/A	0	0	0	0	2
Construction	0	0	0	0	N/A	0	0	0	0	2
Manufacturing	266	474	58	0	-100%	29	0	58	58	2
Wholesale trade	59	0	89	0	-100%	45	0	89	89	2
Retail trade	1,677	0	0	0	N/A	0	0	0	0	2
Transportation and warehousing	144	0	35	0	-100%	18	0	35	35	2
Information	0	0	0	20	N/A	10	0	20	20	2
Finance and insurance	0	96	35	54	54%	45	35	54	89	2
Real estate	0	0	0	0	N/A	0	0	0	0	2
Professional services	72	147	0	83	N/A	42	0	83	83	2
Management of companies	0	0	0	0	N/A	0	0	0	0	2
Administrative services	0	96	0	97	N/A	49	0	97	97	2
Educational services	0	0	0	0	N/A	0	0	0	0	2
Health care	0	198	0	0	N/A	0	0	0	0	2
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	0	2
Accommodation and food services	0	0	120	0	-100%	60	0	120	120	2
Other services	0	0	0	0	N/A	0	0	0	0	2
Federal government	0	0	0	0	N/A	0	0	0	0	2



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
AGENCY WIDE OVERVIEW

Reporting Period: August, 2011

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2012 SUMMARY				
	May-11	Jun-11	Jul-11	Aug-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.