DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
StateStat

Reporting Period:
February 2013

Dominick Murray
Secretary
Appointed February 2013

Management Team
Deputy Secretary: Robert Walker

Administration:
Business and Enterprise Development: Ursula Powidzki
Tourism, Film, and the Arts: Hannah Byron
Marketing and Communications: Linda Yurche
Business Development: Jayson Knott
International Investment and Trade: Signe Pringle
Finance: Greg Cole
Strategic Industries and Innovation: Patrick Tonui
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: **4.00%** # Waivers requested: 0 # Waivers granted: 0 **Goal Achieved:** **51.01%** # Waivers requested: 0 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD: 2013						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	$388,086.76	$17,280.85 4.45%	$7,400.99 1.91%	$549.61 0.14%	$25,231.45	6.50%	$5,410,044.89	$902,934.94 16.69%	$562,423.07 10.40%	$3,645.68 0.07%	$1,469,003.69	**27.15%**
Awards Totals	$255,053.63	$0.00 0.00%	$10,200.00 4.00%	$0.00 0.00%	$10,200.00	4.00%	$3,280,575.48	$1,625,538.00 49.55%	$47,818.00 1.46%	$0.00 0.00%	$1,673,356.00	**51.01%**
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	$219,733.00	$0.00	$0.00	$0.00	$0.00	0.00%	$2,967,174.00	$1,622,801.00	$37,526.00	$0.00	$1,660,327.00	**55.96%**
Supplies and Equipment	$0.00	$0.00	$0.00	$0.00	$0.00		$20,940.00	$0.00	$0.00	$0.00	$0.00	**0.00%**
IT Services	$3,805.00	$0.00	$10,200.00	$0.00	$10,200.00	268.07%	$56,896.00	$0.00	$10,200.00	$0.00	$10,200.00	**17.93%**
IT Supplies and Equipment	$0.00	$0.00	$0.00	$0.00	$0.00		$14,160.00	$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	$24,704.00	$0.00	$0.00	$0.00	$0.00	0.00%	$176,426.00	$2,737.00	$92.00	$0.00	$2,829.00	**1.60%**
Direct Vouchers	$6,811.63	$0.00	$0.00	$0.00	$0.00	0.00%	$44,979.48	$0.00	$0.00	$0.00	$0.00	**0.00%**

SBR INDICATORS	CURRENTLY AVAILABLE PERIOD: 2013				YEAR-TO-DATE			
	Agency Total	Total SBR	# Designated Procurements	%	Agency Total	Total SBR	# Designated Procurements	%
Payment Totals	$283,540.00	$33,215.00	-	11.71%	$3,167,148	$664,762	2	20.99%

DBED DASHBOARD
FY 2013 - Through February, 2013

FY 2013 Jobs Impact Goal	**10,500**
-Total to Date*	**3,251**
-Percentage to Goal	**30.96%**

Facility Location Decisions	
Total No. of Projects	24
-Projects by Region	
Eastern	4
Western	3
Southern	1
Corridor	16
Total No. of Jobs	2,126
New	997
Retained	1,129

Issues Successfully Resolved with Jobs Impact	
Total No. of Projects	29
-Projects by Region	
Eastern	5
Western	1
Southern	1
Corridor	22
Total No. of Jobs	1,078
New	831
Retained	247

Issues Successfully Resolved - ALL	
Total No. of Issues	783
-Issues by Type	
Environmental	3
Financing	513
Legislative	4
Marketing Assistance	44
Permits	56
Technical	54
Workforce	5
Other	58

Export Assistance Completed	
-Jobs Impact	47

Finance Programs - Approved Deals Total

Program	No. of Transactions	Dollar Value	Jobs Total**
MEDAAF	12	5,766,823	450
Sunny Day	0	0	0
MEAF	0	0	0
CDBG	1	319,000	0
MIDFA	5	2,162,700	23
MD Venture Capital	15	30,508,789	669
MSBDFA EPIP	2	470,000	34
MSBDFA Contract Finance	5	950,000	107
MSBDFA Guarantee	2	604,000	28
Military Reservist Loan Fund	3	87,000	11

*This number represents a combination of Facility Location Decisions, Issues Successfully Resolved, and Export Assistance Completed 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: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
NUMBER OF EMPLOYEES PER DIVISION										
Office of the Secretary	80	78	78	75	-4%	75	70	80	**600**	8
Business and Enterprise Development	67	68	66	64	-3%	67	64	69	**533**	8
Marketing and Communications	25	25	24	25	4%	27	24	31	**215**	8
Tourism and Culture	41	41	38	38	0%	40	38	41	**320**	8
OVERTIME (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	**0**	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	**0**	8
Marketing and Communications	0	0	0	0	N/A	0	0	0	**0**	8
Tourism and Culture	0	0	0	0	N/A	0	0	0	**0**	8
SICK LEAVE (HOURS)										
Office of the Secretary	307	454	344	543	58%	398	260	586	**3,187**	8
Business and Enterprise Development	34	43	83	81	-2%	85	34	205	**681**	8
Marketing and Communications	268	369	429	338	-21%	333	209	445	**2,661**	8
Tourism and Culture	300	301	323	231	-28%	266	191	326	**2,124**	8
ACCIDENT LEAVE (HOURS)										
Office of the Secretary	0	0	0	0	N/A	0	0	0	**0**	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	**0**	8
Marketing and Communications	0	0	0	0	N/A	0	0	0	**0**	8
Tourism and Culture	0	0	0	0	N/A	0	0	0	**0**	8
UNSCHEDULED LEAVE (HOURS)										
Office of the Secretary	16	9	3	0	-100%	12	0	37	**95**	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	**0**	8
Marketing and Communications	0	3	1	0	-100%	4	0	18	**32**	8
Tourism and Culture	0	20	0	0	N/A	14	0	55	**113**	8
FROI TO IWIF										
Office of the Secretary	0	0	1	0	-100%	0	0	1	**1**	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	**0**	8
Marketing and Communications	0	0	0	0	N/A	0	0	0	**0**	8
Tourism and Culture	0	0	0	0	N/A	0	0	0	**0**	8
FROI LAG > 3 DAYS										
Office of the Secretary	0	0	0	0	N/A	0	0	0	**0**	8
Business and Enterprise Development	0	0	0	0	N/A	0	0	0	**0**	8
Marketing and Communications	0	0	0	0	N/A	0	0	0	**0**	8
Tourism and Culture	0	0	0	0	N/A	0	0	0	**0**	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	169	170	169	186	10%	176	169	196	**N/A**	8
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	29	31	32	23	-28%	27	12	33	**N/A**	8
New Jobs	3,473	3,617	3,348	1,308	-61%	3,030	1,308	3,800	**N/A**	8
At Risk Jobs	1,991	2,795	3,081	2,697	-12%	2,268	604	3,081	**N/A**	8
Projected Capex	1,757,000,000	1,473,000,000	1,899,020,000	609,145,000	-68%	1,014,773,125	204,300,000	1,899,020,000	**N/A**	8
PROJECTS BY INDUSTRY										
#Sustainable/Green	0	1	2	1	-50%	1	0	2	**N/A**	8
#IT and Intelligence	5	6	4	5	25%	6	4	9	**N/A**	8
#Science	9	8	8	4	-50%	5	2	9	**N/A**	8
#Traditional/Other	15	16	18	13	-28%	15	5	20	**N/A**	8
PROJECTS BY TARGET LOCATION										
Eastern	2	2	2	0	-100%	2	0	3	**N/A**	8
Western	0	0	0	0	N/A	0	0	1	**N/A**	8
Southern	0	0	0	0	N/A	0	0	0	**N/A**	8
Corridor	20	18	23	16	-30%	19	9	23	**N/A**	8
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	2	4	7	1	-86%	3	0	7	**24**	8
New Jobs	5	151	141	25	-82%	125	0	423	**997**	8
Retained Jobs	0	584	195	0	-100%	141	0	584	**1,129**	8
Projected Capex	100,000	6,700,000	17,050,000	5,000,000	-71%	7,081,250	0	27,700,000	**56,650,000**	8
DECISIONS BY INDUSTRY										
#Sustainable/Green	0	0	0	0	N/A	0	0	1	**1**	8
#IT and Intelligence	1	0	0	0	N/A	1	0	3	**6**	8
#Science	0	0	0	0	N/A	0	0	0	**0**	8
#Traditional/Other	1	4	7	1	-86%	2	0	7	**17**	8
DECISIONS BY LOCATION										
Eastern	0	1	2	1	-50%	1	0	2	**4**	8
Western	1	0	1	0	-100%	0	0	1	**3**	8
Southern	0	1	0	0	N/A	0	0	1	**1**	8
Corridor	1	2	4	0	-100%	2	0	4	**16**	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	358	401	447	586	31%	363	125	586	**N/A**	8
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	4	3	4	4	0%	4	2	12	**N/A**	8
Financing	283	323	362	494	36%	278	50	494	**N/A**	8
Legislative	0	0	0	0	N/A	1	0	2	**N/A**	8
Marketing Assistance	8	9	9	10	11%	13	8	21	**N/A**	8
Permits	1	1	3	4	33%	9	1	16	**N/A**	8
Research Assistance	3	4	8	7	-13%	4	1	8	**N/A**	8
Technical	14	14	14	12	-14%	13	10	17	**N/A**	8
Workforce	6	6	8	11	38%	7	2	11	**N/A**	8
Other	39	41	41	44	7%	38	27	44	**N/A**	8
COMPLETED ISSUES- UNSUCCESSFUL OR UNDETERMINED OUTCOME										
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	0	0	0	N/A	0	0	0	0	8
DHMH- Health	0	0	0	0	N/A	0	0	0	0	8
DLLR- Licensing	0	0	0	0	N/A	0	0	0	0	8
DNR- Natural Resources	0	0	0	0	N/A	0	0	1	1	8
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	0	8
MDE- Environment	0	0	0	0	N/A	0	0	0	0	8
MDOT- Transportation	0	0	0	0	N/A	0	0	0	0	8
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	8
MTES/MTECH- Technology Service	0	0	0	0	N/A	0	0	0	0	8
SBDC- Small Business	0	0	0	0	N/A	0	0	0	0	8
TEDCO- Tech. Dev. Corp.	0	0	0	0	N/A	0	0	0	0	8
WIB- Workforce	0	0	0	0	N/A	0	0	0	0	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										
#Issues-Total	26	45	367	201	-45%	98	11	367	**783**	8
New Jobs*	91	153	36	104	189%	104	0	181	**831**	8
Retained Jobs	0	0	4	21	425%	31	0	193	**247**	8
Capex	24,468,264	0	0	689,125	N/A	13,429,924	0	38,100,000	**107,439,389**	8
AGENCY PARTNERSHIP COMPLETED ISSUES										
DHCD- Housing	0	0	0	1	N/A	0	0	1	**1**	8
DHMH- Health	0	0	0	0	N/A	0	0	0	**0**	8
DLLR- Licensing	0	0	0	0	N/A	0	0	0	**0**	8
DNR- Natural Resources	0	0	0	0	N/A	0	0	1	**2**	8
GOMA- Minority Affairs	0	0	0	0	N/A	0	0	0	**0**	8
MDE- Environment	0	0	0	0	N/A	0	0	1	**1**	8
MDOT- Transportation	0	0	0	0	N/A	0	0	3	**3**	8
MGA- General Assembly	0	0	0	0	N/A	0	0	0	**0**	8
MTES/MTECH- Technology Service	0	0	0	0	N/A	0	0	0	**0**	8
SBDC- Small Business	1	0	1	1	0%	1	0	1	**5**	8
TEDCO- Tech. Dev. Corp.	0	0	0	0	N/A	0	0	1	**2**	8
WIB- Workforce	0	0	0	0	N/A	0	0	1	**1**	8
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	0	0	0	1	N/A	0	0	1	**3**	8
Financing	10	6	295	148	-50%	64	1	295	**513**	8
Legislative	0	1	0	0	N/A	1	0	2	**4**	8
Marketing Assistance	4	3	8	5	-38%	6	1	9	**44**	8
Permits	2	3	18	7	-61%	7	0	20	**56**	8
Research Assistance	0	11	11	19	73%	6	0	19	**46**	8
Technical	1	15	17	16	-6%	7	0	17	**54**	8
Workforce	1	0	1	1	0%	1	0	2	**5**	8
Other	8	6	17	4	-76%	7	1	17	**58**	8
GRANTS PROGRAMS										
PWQ										
#grants	0	1	3	N/A	N/A	1	0	3	**6**	7
Value	0	3,600	38,600	N/A	N/A	10,820	0	38,600	**75,739**	7

FY 2013 Job Creation and Retention List - July 1, 2012 through February 28, 2013											
COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	EXISTING JOBS	JOBS - NEW	JOBS - AT RISK	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
Bizerba Label Solutions, Inc.	Harford	7/26/2012	Traditional/Other	68	8			Issue To Resolve	Harry Carroll	Finance Programs	No
Brooklyn Park Gas Inc	Anne Arundel	7/26/2012	Traditional/Other	14	5			Issue To Resolve	Harry Carroll	Finance Programs	No
M Luis Construction Co Inc	Baltimore City	7/26/2012	Traditional/Other	230	56			Issue To Resolve	Harry Carroll	Finance Programs	No
Nash-Finch Company	Baltimore County	7/26/2012	Traditional/Other	36	100	0	$37,000,000	Issue To Resolve	Harry Carroll	Finance Programs	No
National Electronics Warranty, LLC	Howard	7/5/2012	IT and Intelligence	29	0	29	$50,000	Issue To Resolve	Darla Garrett	Finance Programs	Yes
Zero Chroma LLC	Carroll	7/27/2012	Traditional/Other	2	12		$1,000,000	Issue To Resolve	Patricia Stanley	Finance Programs	Yes
Filix LLC	Howard	8/16/2012	Traditional/Other	0	8	0	$100,000	Facility Location	Carey Esslinger	International Investment And Trade	No
Maritime Solutions, Inc.	Anne Arundel	8/24/2012	Sustainable/Green	0	1	0		Facility Location	David Karol	Business Development	No
Vocus, Inc.	Prince George's	8/28/2012	IT and Intelligence	385	215			Facility Location	Tammy Edwards	Business Development	Yes
121 USA LLC	Anne Arundel	9/25/2012	IT and Intelligence	0	3	0	$0	Facility Location	Carey Esslinger	International Investment And Trade	No
Advanced Pro Inspections, LLC	Montgomery	9/21/2012	Traditional/Other	0	1	0		Issue To Resolve	Tabu Morris	Finance Programs	Yes
Choptank Transport	Caroline	9/27/2012	Traditional/Other	90	20	0		Issue To Resolve	Mindie Burgoyne	Business Development	No
CyberPoint International	Baltimore City	9/6/2012	IT and Intelligence		25			Issue To Resolve	Stacy Kubofcik	Finance Programs	No
EA Engineering, Science, and Technology, Inc	Baltimore County	9/18/2012	Sustainable/Green	198	40		$27,000,000	Issue To Resolve	Harry Carroll	Finance Programs	No
GCC Technologies LLC	Garrett	9/28/2012	IT and Intelligence	65	20		$1,000,000	Issue To Resolve	Joel McCrea	Finance Programs	Yes
Plasmonix, Inc. (W. Gust)	Baltimore City	9/28/2012	Science	0	14		$1,250,000	Issue To Resolve	Harry Carroll	Finance Programs	No
Practical Intelligence, LLC	Anne Arundel	9/19/2012	IT and Intelligence	3	2		$100,000	Issue To Resolve	Harry Carroll	Finance Programs	Yes
Safe Chain Solutions	Dorchester	9/13/2012	Traditional/Other	6	10	0		Issue To Resolve	Brian Castleberry	Strategic Industries & Innovation	No
Vorbeck Materials Corporation, Inc.	Howard	9/24/2012	Traditional/Other	0	25			Facility Location	Renee Stephens	Business Development	No
Accuvant	Howard	10/12/2012	IT and Intelligence	50	200	50	$900,000	Facility Location	Patrick Tonui	Strategic Industries & Innovation	No
American Woodmark Corporation	Allegany	10/5/2012	Traditional/Other		200	0	$24,000,000	Facility Location	Gary Ventry	Business Development	Yes
Bambeco LLC	Baltimore City	10/12/2012	Traditional/Other	22	36		$400,000	Issue To Resolve	Frank Dickson	Venture Fund	Yes
BrainScope Company, Inc.	Montgomery	10/12/2012	Science	20	30		$3,500,000	Issue To Resolve	Frank Dickson	Venture Fund	Yes
Envirocon Associates, Inc	Baltimore County	10/4/2012	Traditional/Other	10	3		$6,000,000	Issue To Resolve	Harry Carroll	Finance Programs	No
iWebGate Technology Limited	Baltimore County	10/18/2012	IT and Intelligence		1			Facility Location	Patrick Tonui	Strategic Industries & Innovation	No
LWRC International	Dorchester	10/11/2012	IT and Intelligence	60	25	0		Issue To Resolve	Mindie Burgoyne	Business Development	No
Pallet Guy	Baltimore City	10/17/2012	Traditional/Other	16	22	0	$1,500,000	Facility Location	Mindie Burgoyne	Business Development	No
Pathsensors, Inc.	Baltimore City	10/12/2012	Science	5	11		$1,755,000	Issue To Resolve	Frank Dickson	Venture Fund	Yes
Social & Scientific Systems	Montgomery	10/3/2012	IT and Intelligence	300	0	300	$1,300,000	Facility Location	Mary DiFerdinando	Finance Programs	Yes
Solid Rock Company	Charles	10/1/2012	Traditional/Other	14	0	3		Issue To Resolve	Steven Wall	Business Development	No
Theranostics Health, Inc.	Montgomery	10/11/2012	Science	10	26		$1,500,000	Issue To Resolve	Frank Dickson	Venture Fund	Yes
Wicomico County	Wicomico	10/26/2012	Traditional/Other	190		190	$900,000	Issue To Resolve	Pamela Hepner	Finance Programs	Yes
Yogurazzi, LLC d/b/a PopDream Gourmet Treats	Baltimore County	10/5/2012	Traditional/Other	0	3		$302,000	Issue To Resolve	Harry Carroll	Finance Programs	Yes
Abundances	Montgomery	11/29/2012	IT and Intelligence	1	2	0		Export	Carey Esslinger	International	Yes
Amethyst Technologies	Baltimore City	11/29/2012	Science	18	5	0		Export	Carey Esslinger	International	Yes
Battery One	Washington	11/27/2012	Traditional/Other	14	2			Facility Location	Vickie Swink	Business Development	No
DP Clinical, Inc.	Montgomery	11/29/2012	Science		5			Export	Jessica Reynolds	International	Yes
Duvinage Spiral and Circular Stairs	Washington	11/16/2012	Traditional/Other	22	50			Issue To Resolve	Peter Sexton	International	No
Knowledge Advantage	Montgomery	11/29/2012	IT and Intelligence	0	25			Issue To Resolve	Brad Gillenwater	International	Yes
Maxtena, Inc.	Montgomery	11/30/2012	IT and Intelligence	10	5		$1,120,000	Issue To Resolve	Frank Dickson	Venture Fund	Yes
NBAC Corp	Montgomery	11/29/2012	IT and Intelligence	8	2	0		Export	Carey Esslinger	International	Yes
SeSys	Baltimore County	11/20/2012	IT and Intelligence		3		$100,000	Facility Location	Carey Esslinger	International	No
Sport Squad LLC	Montgomery	11/29/2012	Traditional/Other		2			Export	Jessica Reynolds	International	Yes
Westat	Montgomery	11/29/2012	Science		2			Export	Brad Gillenwater	International	Yes
Zenoss, Inc.	Anne Arundel	11/30/2012	IT and Intelligence	14	11		$20,000,000	Issue To Resolve	Frank Dickson	Venture Fund	Yes
Beacon Environmental Services, Inc.	Harford	12/3/2012	Sustainable/Green		4			Export	Carey Esslinger	International	Yes
Delcoline, Inc.	Prince George's	12/3/2012	Traditional/Other		2			Export	Jessica Reynolds	International	Yes
Helman Tensioners	Carroll	12/3/2012	IT and Intelligence		8			Export	Peter Sexton	International	Yes
Hon Hai Precision	Prince George's	12/11/2012	Traditional/Other		1			Facility Location	Brad Gillenwater	International	No
MedServ International	Prince George's	12/3/2012	Science		12			Export	Carey Esslinger	International	Yes
NAIAD Dynamics	St. Mary's	12/7/2012	Traditional/Other	17	0	17		Facility Location	Steven Wall	Business Development	No
Protenergy Natural Foods Corporation	Dorchester	12/4/2012	Traditional/Other	0	100	0	$3,800,000	Facility Location	Mindie Burgoyne	Business Development	Yes
Smith Associates	Anne Arundel	12/3/2012	Traditional/Other		2			Export	Carey Esslinger	International	Yes
Sodexo	Montgomery	12/17/2012	Traditional/Other	567	50	567	$2,900,000	Facility Location	Kimberly Mullaney	Finance	Yes
The Sherwin Williams Company	Somerset	12/3/2012	Traditional/Other		106			Issue To Resolve	Stacy Kubofcik	Finance	No
ViPs, Inc	Baltimore County	12/19/2012	IT and Intelligence		47			Issue To Resolve	Stacy Kubofcik	Finance	No
Whalen Company, The	Talbot	12/3/2012	Traditional/Other		1			Export	Carey Esslinger	International	Yes
AR Systems	Charles	1/16/2013	Traditional/Other	7	1	4		Issue To Resolve	Steven Wall	Business Development	Yes
Fahe International	Prince George's	1/23/2013	Traditional/Other	1	1	0		Facility Location	Brad Gillenwater	International	No
Kraft Foods	Caroline	1/9/2013	Traditional/Other	87	25	87	$3,500,000	Facility Location	Mindie Burgoyne	Business Development	No
Loccioni	Prince George's	1/17/2013	Traditional/Other	0	2	0		Facility Location	Carey Esslinger	International	No
National Golden Tissue	Washington	1/10/2013	Traditional/Other	54	35			Issue To Resolve	Joel McCrea	Finance	Yes
Ostrander Motor Werkes	Allegany	1/31/2013	Traditional/Other	4	1	0	$450,000	Facility Location	Vickie Swink	Business Development	No
Rohde & Schwarz Inc. (MD)	Howard	1/11/2013	Traditional/Other	108	17	108	$9,000,000	Facility Location	Bob Williams	Strategic Industries & Innovation	Yes
Tidewater Direct LLC	Queen Anne's	1/9/2013	Traditional/Other	92	60	0	$1,600,000	Facility Location	Mindie Burgoyne	Business Development	Yes
Wright Commercial Products	Frederick	1/11/2013	Traditional/Other	100	35	0	$2,500,000	Facility Location	Patrick Barnes	Business Development	Yes
Batching Systems, Inc.	Calvert	2/28/2013	Traditional/Other	21	2	21		Issue To Resolve	Steven Wall	Business Development	No
Berry Plastics Corporation (Poly-Seal Corporation)	Baltimore City	2/28/2013	Traditional/Other	430	5	0	$64,125	Issue To Resolve	David Karol	Business Development	Yes
De Lazy Lizard	Worcester	2/13/2013	Traditional/Other	75	25	0		Issue To Resolve	Renee Stephens	Business Development	No
Millennial Media	Baltimore City	2/11/2013	IT and Intelligence	0	72	0		Issue To Resolve	Mark Vulcan	Finance	No
Solo Cup Company (Federalsburg, MD)	Caroline	2/11/2013	Traditional/Other	572	25	0	$5,000,000	Facility Location	Mindie Burgoyne	Business Development	No
				TOTAL	1,875	1,376					

COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	EXISTING JOBS	JOBS - NEW	JOBS - AT RISK	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE	INCENTIVE APPROVED TO DATE
					GRAND TOTAL	3,251					

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY					GOALS	
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 13 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
Foreign Direct Investment (FDI) Engagements	3	84	37	2	-95%	39	2	91	**313**	8	400	78%
FDI Prospect Visits	0	2	1	1	0%	1	0	3	**8**	8	40	20%
FDI Facility Location Decisions*	1	1	2	0	-100%	1	0	2	**6**	8	15	40%
Trade Shows and Marketing Events	3	20	2	2	0%	5	2	20	**41**	8	35	117%
ExportMD Grants Approved (Quarterly)	4	4	0	1	N/A	1	0	4	**11**	8	20	55%
Total Export Actions and Foreign Office Work Orders	18	28	1	0	-100%	7	0	28	**58**	8	100	58%
-Export Actions Only	7	27	1	0	-100%	5	0	27	**39**	8	**N/A**	**N/A**
-Foreign Office Work Orders Only	11	1	0	0	N/A	2	0	11	**19**	8	**N/A**	**N/A**
Jobs Impact-Export Assistance Completed	18	29	0	0	N/A	6	0	29	**47**	8	**N/A**	**N/A**
TRADE SHOWS, MARKETING EVENTS, AND FOREIGN OFFICE LEADS												
Trade Shows and Marketing Events	3	20	2	2	0%	5	2	20	**41**	8	**N/A**	**N/A**
New Leads from Trade Shows and Marketing Events**	0	10	0	0	N/A	1	0	10	**10**	8	**N/A**	**N/A**
New Leads from Budgeted Foreign Offices**	0	0	0	0	N/A	0	0	0	**0**	8	**N/A**	**N/A**
NEW LEADS BY BUDGETED FOREIGN OFFICES												
-China	0	0	0	0	N/A	0	0	0	**0**	8	**N/A**	**N/A**
-France	0	0	0	0	N/A	0	0	0	**0**	8	**N/A**	**N/A**
-Israel	0	0	0	0	N/A	0	0	0	**0**	8	**N/A**	**N/A**
FDI ENGAGEMENTS BY BUDGETED FOREIGN OFFICES												
-China	0	2	2	0	-100%	6	0	44	**48**	8	**N/A**	**N/A**
-France	0	0	2	0	-100%	5	0	23	**39**	8	**N/A**	**N/A**
-Israel	0	0	0	0	N/A	0	0	0	**0**	8	**N/A**	**N/A**

*A facility location decision where OIIT staff is the lead. Also counted on the Facility Location Projects section of the template.

**A lead may 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: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	0	1	0	3	N/A	2	0	3	**12**	8
Value ($)	$0	$100,000	$0	$2,800,000	N/A	720,853	0	2,800,000	**5,766,823**	8
Jobs (New & At Risk Jobs) Total	0	85	0	125	N/A	56	0	190	**450**	8
CAPEX	$0	$1,000,000	$0	$14,666,000	N/A	2,792,500	0	14,666,000	**22,340,000**	8
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	**0**	8
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	8
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	8
MEAF										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	**0**	8
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	8
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	8
CDBG										
# of Approved Transactions	1	0	0	0	N/A	0	0	1	**1**	8
Value ($)	$319,000	$0	$0	$0	N/A	39,875	0	319,000	**319,000**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	8
CAPEX	$319,000	$0	$0	$0	N/A	39,875	0	319,000	**319,000**	8
MIDFA										
# of Approved Transactions	0	0	0	1	N/A	1	0	2	**5**	8
Value ($)	$0	$0	$0	$249,900	N/A	270,338	0	1,512,000	**2,162,700**	8
Jobs (New & At Risk Jobs) Total	0	0	0	4	N/A	3	0	16	**23**	8
CAPEX	$0	$0	$0	$1,098,000	N/A	726,875	0	3,800,000	**5,815,000**	8
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	2	3	1	2	100%	2	1	4	**15**	8
Value ($)	$300,000	$20,390,000	$5,000,000	$1,600,000	-68%	3,813,599	150,000	20,390,000	**30,508,789**	8
Jobs (New & At Risk Jobs) Total	62	10	0	68	N/A	84	0	458	**669**	8
CAPEX	$498,264	$288,555,306	$5,000,000	$22,800,000	356%	43,133,571	150,000	288,555,306	**345,068,570**	8
MSBDFA EPIP										
# of Approved Transactions	0	1	0	1	N/A	0	0	1	**2**	8
Value ($)	$0	$150,000	$0	$320,000	N/A	58,750	0	320,000	**470,000**	8
Jobs (New & At Risk Jobs) Total	0	4	0	30	N/A	4	0	30	**34**	8
CAPEX	$0	$280,000	$0	$320,000	N/A	75,000	0	320,000	**600,000**	8
MSBDFA Contract Finance										
# of Approved Transactions	0	0	0	1	N/A	1	0	2	**5**	8
Value ($)	$0	$0	$0	$150,000	N/A	118,750	0	450,000	**950,000**	8
Jobs (New & At Risk Jobs) Total	0	0	0	24	N/A	13	0	76	**107**	8
CAPEX	$0	$0	$0	$150,000	N/A	118,750	0	450,000	**950,000**	8
MSBDFA Guarantee & Surety										
# of Approved Transactions	0	0	0	0	N/A	0	0	2	**2**	8
Value ($)	$0	$0	$0	$0	N/A	75,500	0	604,000	**604,000**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	4	0	28	**28**	8
CAPEX	$0	$0	$0	$0	N/A	180,000	0	1,440,000	**1,440,000**	8
Military Reservist Loan Fund										
# of Approved Transactions	0	0	0	0	N/A	0	0	2	**3**	8
Value ($)	$0	$0	$0	$0	N/A	10,875	0	75,000	**87,000**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	1	0	10	**11**	8
CAPEX	$0	$0	$0	$0	N/A	24,125	0	133,000	**193,000**	8

NOTE: Some historic data has been modified.

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved ($)	$619,000	$20,640,000	$5,000,000	$5,119,900	2%	5,107,189	619,000	20,640,000	**40,857,512**	8
Allegany	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Anne Arundel	$0	$0	$0	$0	N/A	37,349	0	248,789	**298,789**	8
Baltimore City	$300,000	$0	$0	$0	N/A	231,750	0	1,254,000	**1,854,000**	8
Baltimore County	$0	$12,000,000	$0	$0	N/A	1,543,850	0	12,000,000	**12,350,800**	8
Calvert	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Caroline	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Carroll	$319,000	$0	$0	$0	N/A	71,125	0	319,000	**569,000**	8
Cecil	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Charles	$0	$0	$0	$0	N/A	6,250	0	50,000	**50,000**	8
Dorchester	$0	$0	$0	$500,000	N/A	250,150	0	1,501,200	**2,001,200**	8
Frederick	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Garrett	$0	$100,000	$0	$0	N/A	15,625	0	100,000	**125,000**	8
Harford	$0	$150,000	$0	$0	N/A	18,750	0	150,000	**150,000**	8
Howard	$0	$0	$0	$300,000	N/A	37,500	0	300,000	**300,000**	8
Kent	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Montgomery	$0	$390,000	$0	$1,750,000	N/A	607,500	0	1,920,000	**4,860,000**	8
Prince George's	$0	$0	$0	$320,000	N/A	91,500	0	320,000	**732,000**	8
Queen Anne's	$0	$0	$0	$249,900	N/A	31,238	0	249,900	**249,900**	8
Somerset	$0	$0	$0	$0	N/A	0	0	0	**0**	8
St. Mary's	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Talbot	$0	$0	$0	$0	N/A	5,000	0	25,000	**40,000**	8
Washington	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Wicomico	$0	$0	$0	$0	N/A	62,500	0	500,000	**500,000**	8
Worcester	$0	$0	$0	$0	N/A	215,978	0	1,727,823	**1,727,823**	8
Multiple Jurisdictions	$0	$8,000,000	$5,000,000	$2,000,000	-60%	1,881,125	0	8,000,000	**15,049,000**	8

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPOGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	3	6	1	1	0%	2	1	6	**18**	8
Value ($)	$687,500	$2,075,000	$65,769	$1,625,000	2371%	691,659	50,000	2,075,000	**5,533,269**	8
Jobs (New & At Risk Jobs) Total	100	1,360	0	75	N/A	377	0	1,403	**3,013**	8
CAPEX	$66,575,000	$169,286,000	$10,500,000	$1,625,000	-85%	34,635,750	100,000	169,286,000	**277,086,000**	8
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	1	**1**	8
Value ($)	$0	$0	$0	$0	N/A	250,000	0	2,000,000	**2,000,000**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	156	0	1,250	**1,250**	8
CAPEX	$0	$0	$0	$0	N/A	1,187,500	0	9,500,000	**9,500,000**	8
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	**0**	8
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	8
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	8
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	**0**	8
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	8
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	8
MIDFA										
# of Settled Transactions	1	0	0	0	N/A	1	0	3	**5**	8
Value ($)	$1,512,000	$0	$0	$0	N/A	861,315	0	5,328,520	**6,890,520**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	69	0	547	**550**	8
CAPEX	$3,800,000	$0	$0	$0	N/A	3,083,000	0	20,749,000	**24,664,000**	8
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	2	5	1	1	0%	2	1	5	**18**	8
Value ($)	$647,875	$25,300,000	$390,000	$600,000	54%	3,850,984	150,000	25,300,000	**30,807,875**	8
Jobs (New & At Risk Jobs) Total	319	62	10	2	-80%	86	2	319	**688**	8
CAPEX	$21,000,000	$292,513,570	$1,540,000	$5,300,000	244%	44,405,446	875,000	292,513,570	**355,243,570**	8
MSBDFA EPIP										
# of Settled Transactions	0	0	0	0	N/A	0	0	1	**2**	8
Value ($)	$0	$0	$0	$0	N/A	36,250	0	150,000	**290,000**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	1	0	11	**11**	8
CAPEX	$0	$0	$0	$0	N/A	155,625	0	1,105,000	**1,245,000**	8
MSBDFA Contract Finance										
# of Settled Transactions	0	1	1	0	-100%	0	0	1	**2**	8
Value ($)	$0	$250,000	$100,000	$0	-100%	43,750	0	250,000	**350,000**	8
Jobs (New & At Risk Jobs) Total	0	0	7	0	-100%	1	0	7	**7**	8
CAPEX	$0	$250,000	$100,000	$0	-100%	43,750	0	250,000	**350,000**	8
MSBDFA Guarantee & Surety										
# of Settled Transactions	0	0	0	0	N/A	0	0	1	**1**	8
Value ($)	$0	$0	$0	$0	N/A	25,500	0	204,000	**204,000**	8
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	2	0	16	**16**	8
CAPEX	$0	$0	$0	N/A	N/A	148,571	0	1,040,000	**1,040,000**	7
Military Reservist Loan Fund										
# of Settled Transactions	2	2	1	1	0%	1	0	2	**8**	8
Value ($)	$75,000	$62,000	$25,000	$50,000	100%	39,000	0	75,000	**312,000**	8
Jobs (New & At Risk Jobs) Total	2	6	5	6	20%	5	0	15	**36**	8
CAPEX	$82,400	$110,000	$83,000	$100,781	21%	59,539	0	110,000	**476,311**	8

NOTE: Some historic data has been modified.

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled ($)	$2,922,375	$27,687,000	$580,769	$2,275,000	292%	5,798,458	390,000	27,687,000	**46,387,664**	8
Allegany	$0	$0	$0	$0	N/A	322,313	0	2,578,500	**2,578,500**	8
Anne Arundel	$148,789	$0	$100,000	$0	-100%	62,349	0	150,000	**498,789**	8
Baltimore City	$437,500	$12,700,000	$65,769	$0	-100%	1,775,909	0	12,700,000	**14,207,269**	8
Baltimore County	$0	$0	$0	$0	N/A	31,250	0	250,000	**250,000**	8
Calvert	$0	$0	$0	$50,000	N/A	6,250	0	50,000	**50,000**	8
Caroline	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Carroll	$499,086	$500,000	$0	$0	N/A	156,136	0	500,000	**1,249,086**	8
Cecil	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Charles	$25,000	$50,000	$0	$0	N/A	9,375	0	50,000	**75,000**	8
Dorchester	$1,762,000	$0	$0	$0	N/A	220,250	0	1,762,000	**1,762,000**	8
Frederick	$0	$1,000,000	N/A	$0	N/A	500,000	0	2,500,000	**3,500,000**	7
Garrett	$0	$25,000	$0	$0	N/A	15,625	0	100,000	**125,000**	8
Harford	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Howard	$0	$0	$0	$0	N/A	23,750	0	140,000	**190,000**	8
Kent	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Montgomery	$50,000	$150,000	$390,000	$600,000	54%	860,003	0	4,370,020	**6,880,020**	8
Prince George's	$0	$262,000	$0	$0	N/A	32,750	0	262,000	**262,000**	8
Queen Anne's	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Somerset	$0	$0	$0	$1,625,000	N/A	203,125	0	1,625,000	**1,625,000**	8
St. Mary's	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Talbot	$0	$0	$25,000	$0	-100%	3,125	0	25,000	**25,000**	8
Washington	$0	$0	$0	$0	N/A	13,750	0	60,000	**110,000**	8
Wicomico	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Worcester	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Multiple Jurisdictions	$0	$13,000,000	$0	$0	N/A	1,625,000	0	13,000,000	**13,000,000**	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
CENTRAL BUSINESS LICENSING SYSTEM*

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
PERFORMANCE METRICS										
Number of unique visitors to the CBLS portal web page	N/A	N/A	3,441	4,821	40%	4,131	3,441	4,821	**8,262**	2
Number of new user accounts created	N/A	N/A	794	961	21%	878	794	961	**1,755**	2
Number of new registrations submitted	N/A	N/A	314	529	68%	422	314	529	**843**	2
Number of registrations approved	N/A	N/A	303	484	60%	394	303	484	**787**	2
Average number of days for approval of registration submissions	N/A	N/A	0.99	0.97	-2%	0.98	0.97	0.99	**N/A**	2
Number of technical support requests	N/A	N/A	16	152	850%	84	16	152	**168**	2
Percentage of technical support requests successfully resolved	N/A	N/A	100%	100%	0%	100%	100%	100%	**N/A**	2
Average amount of time needed to resolve a technical support request (days)	N/A	N/A	<1	<1	N/A	**N/A**	**N/A**	**N/A**	**N/A**	2
Percentage of system uptime	N/A	N/A	99.99%	99.98%	-0.01%	99.99%	99.98%	99.99%	**N/A**	2
Penetration Rate										
Number of businesses incorporated not using CBLS	N/A	N/A	6,080	N/A	N/A	6,080	6,080	6,080	**6,080**	1
Number of businesses incorporated using CBLS	N/A	N/A	303	484	60%	394	303	484	**787**	2
Penetration rate-percentage**	N/A	N/A	5%	100%	N/A	52%	5%	100%	**11%**	2

*January, 2013 is the first full month for which data is available.

**This measure is calculated as follows: number of businesses incorporated using CBLS divided by the total number of businesses incorporated (not using + using CBLS).

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach	0	0	0	0	N/A	2	0	8	**12**	8
Issues Successfully Resolved	0	0	118	143	21%	34	0	143	**274**	8
PUBLICITY										
Travel Media Exposure (ad value $)	$ 283,913	$ 153,098	N/A	N/A	N/A	2,284,895	153,098	9,797,303	**13,709,370**	6
Media Placements	50	217	N/A	N/A	N/A	206	50	293	**1,235**	6
Placement Circulation	3,062,975	995,890	N/A	N/A	N/A	14,915,364	995,890	65,857,202	**89,492,184**	6
OFFICE OF TOURISM DEVELOPMENT										
WEB STATS										
Unique Web Users- OTD Web Site	103,381	90,815	88,957	89,961	1%	137,552	88,957	213,866	**1,100,419**	8
Consumer e-newsletter distribution	90,032	89,758	89,277	89,056	0%	89,196	82,498	91,737	**713,566**	8
Industry partner e-newsletter distribution	9,491	9,462	9,010	9,277	3%	9,427	9,010	9,622	**75,419**	8
Internet Requests	714	603	1,851	N/A	N/A	1,829	603	4,257	**12,806**	7
Internet Clicks- OTD web site ads	25,901	17,306	23,484	25,239	7%	38,154	17,306	58,626	**305,234**	8
ADVERTISING GENERATED INQUIRIES										
Print Advertising Calls	278	152	339	N/A	N/A	329	152	501	**2,300**	7
Consumer Labels	354	625	1,705	N/A	N/A	1,747	354	3,105	**12,230**	7
TV and Radio Advertising Calls	281	310	398	N/A	N/A	475	281	753	**3,324**	7
OTD 800 Number	100	130	204	N/A	N/A	145	100	204	**1,014**	7
VISITATION										
Welcome Center Visitation	20,125	17,052	16,768	15,337	-9%	25,897	15,337	36,791	**207,175**	8
Lodging-Room Demand-Maryland*	-3.4%	-0.7%	3.7%	N/A	N/A	0	-3	4	**N/A**	7
Lodging-Room Demand-US*	2.5%	4.0%	4.3%	N/A	N/A	3	1	4	**N/A**	7
Lodging-Room Revenue-Maryland*	-4.2%	-0.3%	12.2%	N/A	N/A	3	-4	12	**N/A**	7
Lodging-Room Revenue-US*	6.1%	8.4%	9.6%	N/A	N/A	7	5	10	**N/A**	7
Amtrak: Non-commuter arrivals	74,500	77,200	66,300	N/A	N/A	74,414	66,300	77,400	**520,900**	7
BWI Domestic Passenger Arrivals	881,662	821,408	744,161	N/A	N/A	900,445	744,161	1,069,239	**6,303,115**	7
International Arrivals	30,185	28,684	27,720	N/A	N/A	32,015	27,720	37,541	**224,102**	7
Total Passengers to BWI	911,847	850,092	769,865	N/A	N/A	932,171	769,865	1,105,857	**6,525,200**	7

** Percent change (year-over-year)*

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
Tourism-related Sales Taxes Total Receipts										
Restaurants, Lunchrooms, Deli (w/o BWL*)	$ 24,184,368	N/A	N/A	N/A	N/A	26,536,321	24,184,368	27,707,292	**132,681,603**	5
Hotels, Motels Selling Food (w/BWL*)	$ 2,901,443	N/A	N/A	N/A	N/A	3,946,647	2,901,443	4,482,140	**19,733,236**	5
Restaurants and Nite Clubs (w/BWL*)	$ 17,027,120	N/A	N/A	N/A	N/A	20,214,063	17,027,120	22,143,332	**101,070,315**	5
General Merchandise	$ 14,437,866	N/A	N/A	N/A	N/A	12,411,251	11,306,677	14,437,866	**62,056,256**	5
Automobile, Bus and Truck Rentals	$ 5,063,713	N/A	N/A	N/A	N/A	5,543,343	5,035,196	6,316,012	**27,716,717**	5
Airlines-Commercial	$ 19,696	N/A	N/A	N/A	N/A	19,744	8,608	27,957	**98,718**	5
Hotels, Motels, Apartments, Cottages	$ 5,380,381	N/A	N/A	N/A	N/A	8,465,353	5,380,381	10,895,306	**42,326,765**	5
Recreation and Amusement Places	$ 314,836	N/A	N/A	N/A	N/A	505,474	314,836	654,930	**2,527,368**	5

**Beer, wine and liquor license*

Tourism Tax Increments										
Restaurants, Lunchrooms, Deli (w/o BWL*)	8,061,456	N/A	N/A	N/A	N/A	8,845,440	8,061,456	9,235,764	**44,227,201**	5
Hotels, Motels Selling Food (w/BWL*)	2,901,443	N/A	N/A	N/A	N/A	3,946,647	2,901,443	4,482,140	**19,733,236**	5
Restaurants and Nite Clubs (w/BWL*)	5,675,707	N/A	N/A	N/A	N/A	6,738,021	5,675,707	7,381,111	**33,690,105**	5
General Merchandise	721,893	N/A	N/A	N/A	N/A	620,563	565,334	721,893	**3,102,813**	5
Automobile, Bus and Truck Rentals	4,557,342	N/A	N/A	N/A	N/A	4,989,009	4,531,677	5,684,411	**24,945,046**	5
Airlines-Commercial	9,848	N/A	N/A	N/A	N/A	9,872	4,304	13,979	**49,359**	5
Hotels, Motels, Apartments, Cottages	5,380,381	N/A	N/A	N/A	N/A	8,465,353	5,380,381	10,895,306	**42,326,765**	5
Recreation and Amusement Places	157,418	N/A	N/A	N/A	N/A	252,737	157,418	327,465	**1,263,684**	5

**Beer, wine and liquor license*

Total Jobs (not seasonally adjusted, last two months preliminary)										
Arts, entertainment, and recreation										
Maryland	30,400	30,200	N/A	N/A	N/A	35,150	30,200	41,300	**N/A**	6
United States	1,829,700	1,825,600	1,757,300	1,782,100	1%	1,958,738	1,757,300	2,267,600	**N/A**	8
Accommodation										
Maryland	21,900	20,700	N/A	N/A	N/A	24,167	20,700	27,200	**N/A**	6
United States	1,762,100	1,755,200	1,724,200	1,733,100	1%	1,820,038	1,724,200	1,965,700	**N/A**	8
Food Services and Drinking Places										
Maryland	175,400	174,800	N/A	N/A	N/A	180,183	174,800	186,300	**N/A**	6
United States	10,006,200	10,010,600	9,775,300	9,841,100	1%	10,022,163	9,775,300	10,209,500	**N/A**	8

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	6,076	5,068	5,843	5,709	-2%	5,996	5,068	6,479	**47,969**	8
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	3	3	3	3	0%	3	2	3	**N/A (Note)**	8
Estimated Direct Expenditures ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	8
Film Days (Film)	0	0	0	0	N/A	0	0	0	**0**	8
Television										
Number of Productions (Television)	2	2	2	2	0%	2	2	2	**N/A (Note)**	8
Estimated Direct Expenditures ($)	$0	$0	$0	$0	N/A	1,765,798	0	14,126,384	**14,126,384**	8
Film Days (Television)	0	0	0	0	N/A	5	0	38	**38**	8
Other										
Number of Productions (Other)	3	0	0	0	N/A	2	0	4	**14**	8
Estimated Direct Expenditures ($)	$1,035,463	$0	$0	$0	N/A	1,347,382	0	8,519,713	**10,779,058**	8

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

MARYLAND STATE ARTS COUNCIL										
Unique Web Users- MSAC Web Site	11,186	8,450	10,334	N/A	N/A	9,556	7,927	11,186	**108,019**	7

	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13
GRANTS to Organizations								
Number	313	323	354	330	327	240	244	258
Total Value ($)	$7,401,406	$9,945,616	$10,637,893	$9,713,937	$9,421,443	$8,895,879	$8,917,904	$8,798,692
GRANTS - Community Arts Development								
Number	29	28	28	31	24	24	24	24
Total Value ($)	$1,888,831	$2,344,857	$2,439,843	$2,392,098	$2,138,133	$2,138,137	$2,138,134	$2,128,533
GRANTS to Individuals								
Number	N/A	N/A	N/A	106	97	93	100	
Total Value ($)	N/A	N/A	N/A	$251,000	$247,000	$246,000	$252,000	

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
$ value of media coverage in-state - Proactive	81,274	234,808	18,673	N/A	N/A	81,407	18,673	234,808	**569,846**	7
$ value of media coverage national/trade	85,011	257,597	21,310	N/A	N/A	97,531	21,310	257,597	**682,715**	7
Publications w/DBED mentioned - Positive	157	142	62	N/A	N/A	122	56	177	**853**	7
Media assists (Inclusion) DBED - Reactive	23	17	11	N/A	N/A	18	11	23	**124**	7
Proactive stories generated	172	211	111	N/A	N/A	146	41	211	**1,020**	7
Press releases sent	6	4	7	N/A	N/A	5	4	8	**38**	7
INTERACTIVE										
WEB SITES										
Choose Maryland										
-Visitors	127,452	112,620	80,949	N/A	N/A	105,462	80,949	127,452	**738,231**	7
-Unique Visitors	36,542	33,251	29,500	N/A	N/A	34,135	29,500	37,266	**238,942**	7
Cyber Maryland										
-Visitors	583	618	801	N/A	N/A	807	478	1,564	**5,652**	7
-Unique Visitors	487	529	626	N/A	N/A	628	387	1,187	**4,394**	7
Maryland Made Easy										
-Visitors	750	1,104	3,812	N/A	N/A	1,519	750	3,812	**10,634**	7
-Unique Visitors	598	880	3,030	N/A	N/A	1,266	598	3,030	**8,861**	7
NEWSLETTER SUBSCRIBERS^										
Bio	3,959	3,970	3,996	N/A	N/A	4,067	3,946	4,317	**N/A**	7
Business	15,571	15,624	15,692	N/A	N/A	15,834	15,486	16,252	**N/A**	7
Cyber	2,816	2,832	2,859	N/A	N/A	2,841	2,793	2,884	**N/A**	7
Economic	11,675	11,729	11,805	N/A	N/A	11,844	11,579	12,113	**N/A**	7
Global	6,008	6,075	6,142	N/A	N/A	5,658	2,793	6,239	**N/A**	7
Total subscribers	40,029	40,230	40,494	N/A	N/A	40,705	39,817	41,771	**N/A**	7
Unique subscribers	26,731	26,830	26,960	N/A	N/A	27,171	26,652	27,904	**N/A**	7
SOCIAL MEDIA (MDbiz)^										
Twitter Followers	358	300	300	N/A	N/A	242	114	358	**N/A**	7
LinkedIn Members	12	12	13	N/A	N/A	23	12	55	**N/A**	7
Facebook Fans	13	18	20	N/A	N/A	24	13	45	**N/A**	7
NEWS BLOGS & CREATED CONTENT										
MDbizMedia Posts	14	13	30	N/A	N/A	17	13	30	**121**	7
MDbizMedia Hits	4,550	4,582	6,000	N/A	N/A	4,927	3,733	6,065	**34,490**	7
Videos created	1	3	1	N/A	N/A	3	1	5	**23**	7
YouTube Channel Views	1,326	1,035	1,126	N/A	N/A	1,575	1,035	2,317	**11,025**	7

^NOTE: The figure in the "Total" column for Newsletter Subscribers and Social Media is the total as of the current reporting month, not a cumulative total for the year.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
OUTREACH										
EVENTS & SPEAKING ENGAGEMENTS										
Events	9	3	5	N/A	N/A	7	3	9	**48**	7
Attendees	1,103	213	100	N/A	N/A	769	100	2,688	**5,381**	7
TRADE SHOWS/EXHIBITIONS										
Events	9	1	2	N/A	N/A	4	0	13	**30**	7
Attendees	1,985	21,500	950	N/A	N/A	5,269	0	21,500	**36,885**	7
PAID ADVERTISING & CREATIVE SERVICES										
PAID ADVERTISING										
Number of placements	6	4	4	N/A	N/A	9	4	28	**62**	7
Number of impressions	1,524,000	976,000	956,000	N/A	N/A	2,492,186	956,000	5,566,000	**17,445,300**	7
$ cost	18,719	10,580	13,180	N/A	N/A	46,493	10,580	78,142	**325,450**	7
$ value	21,739	12,400	17,200	N/A	N/A	63,039	12,400	112,071	**441,272**	7
CREATIVE SERVICES/GRAPHICS										
Number of business information projects	20	13	15	N/A	N/A	21	13	26	**145**	7
$ value of creative projects	39,130	18,450	30,800	N/A	N/A	41,376	18,450	64,400	**289,630**	7
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	14	12	21	N/A	N/A	13	9	21	**88**	7
External Communications Requests	24	8	9	N/A	N/A	14	8	24	**97**	7
Economic Impact Analyses*	1	1	4	N/A	N/A	1	0	4	**10**	7
Partnerships*	4	1	1	N/A	N/A	3	1	4	**20**	7

*EIA are projects we do; partnerships are interactions w/partners not providing a product.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
BIOTECHNOLOGY DEVELOPMENT PROGRAMS										
BIOTECHNOLOGY COMMERCIALIZATION AWARDS										
Applicants	0	0	0	0	N/A	6	0	45	**45**	8
Awards Approved	0	0	0	0	N/A	0	0	0	**0**	8
Dollar Value	$ -	$ -	$ -	$ -	N/A	$ -	$ -	$ -	**$ -**	8
Private/Public Dollars Leveraged	$ -	$ -	$ -	$ -	N/A	$ -	$ -	$ -	**$ -**	8
BIOTECHNOLOGY TRANSLATIONAL RESEARCH AWARDS										
Applicants	0	0	0	0	N/A	3	0	23	**23**	8
Awards Approved	0	0	0	0	N/A	0	0	0	**0**	8
Dollar Value	$ -	$ -	$ -	$ -	N/A	$ -	$ -	$ -	**$ -**	8
Private/Public Dollars Leveraged	$ -	$ -	$ -	$ -	N/A	$ -	$ -	$ -	**$ -**	8
BIOTECHNOLOGY TAX CREDIT*										
Applicants	1	4	5	9	80%	24	1	136	**190**	8
Companies Benefitting	0	3	0	2	N/A	4	0	13	**30**	8
Investors Receiving	0	14	0	2	N/A	21	0	126	**166**	8
Dollar Value	$ -	$ 1,035,000	$ -	$ 200,000	N/A	$ 1,338,876	$ -	$ 7,795,963	**$ 10,711,009**	8
Leveraged Investment	$ -	$ 2,070,000	$ -	$ 400,000	N/A	$ 2,680,878	$ -	$ 15,591,925	**$ 21,447,025**	8
SERVICES PROVIDED										
TECHNICAL ASSISTANCE PROVIDED**										
Number of Companies	14	11	16	14	-13%	24	11	42	**193**	8
DATABASE USE										
Number of Companies	9	8	6	16	167%	9	4	16	**72**	8
Number of Individuals	11	10	6	17	183%	12	6	22	**92**	8
COMPANIES IN THE MBC BIODIRECTORY										
Venture Valuation Database	672	672	672	678	1%	672	670	678	**5,379**	8
Contacts - Card Exchange	97	37	171	67	-61%	78	37	171	**621**	8
OUTREACH***										
EVENTS LEAD BY MBC										
Events	0	1	1	1	0%	1	0	2	**5**	8
Attendees	0	35	25	20	-20%	18	0	60	**140**	8
EVENTS SPONSORED BY MBC										
Events	2	0	0	1	N/A	1	0	3	**8**	8
Attendees	335	0	0	100	N/A	103	0	335	**825**	8
SPEAKING ENGAGEMENTS										
Events	3	1	2	2	0%	1	0	3	**9**	8
Attendees	170	100	70	145	107%	68	0	170	**545**	8
TRADE SHOWS										
Events	0	1	0	1	N/A	1	0	4	**6**	8
Attendees	0	180	0	200	N/A	114	0	535	**915**	8

*The Biotech Tax Credit data is manually tallied.
**Technical Assistance may occur at the Baltimore or Rockville Bio Center locations, or at a company's offices, and includes help with business plans and information on financing, grants, and training programs.
***Attendees may overlap (e.g., the same person may be counted for an Event Lead by MBC and an Event Sponsored by MBC).

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND BIOTECHNOLOGY CENTER

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
INTERACTIVE										
WEBSITE ANALYTICS										
Visits	7,950	6,542	9,425	8,062	-14%	8,227	6,542	9,425	**65,819**	8
Unique Visitors	5,899	4,756	6,732	5,624	-16%	5,951	4,756	6,946	**47,607**	8
Page Views	13,463	10,985	16,880	13,975	-17%	14,502	10,985	16,880	**116,013**	8
Pages Per Visit	1.69	1.68	1.79	1.73	-3%	2	2	2	**14**	8
Average Time on Site (minutes)	0:01:42	0:01:56	0:02:11	0:02:11	0%	0:02:02	0:01:33	0:02:29	**0:16:14**	8
SOCIAL MEDIA										
LinkedIn Members	178	189	202	215	6%	164	65	215	**1,313**	8
BioPulse Newsletter Subscribers	3,959	3,970	3,996	3,985	0%	4,057	3,946	4,317	**32,454**	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	3,103	3,113	N/A	N/A	N/A	3,090	3,071	3,113	**N/A**	6
United States	155,319	155,511	155,654	N/A	N/A	155,251	154,647	155,654	**N/A**	7
EMPLOYMENT (thousands)										
Maryland	2,899	2,907	N/A	N/A	N/A	2,879	2,854	2,907	**N/A**	6
United States	143,277	143,305	143,322	N/A	N/A	142,946	142,164	143,328	**N/A**	7
UNEMPLOYMENT RATE (%)										
Maryland	6.6%	6.6%	N/A	N/A	N/A	7	7	7	**N/A**	6
United States	7.8%	7.8%	7.9%	N/A	N/A	8	8	8	**N/A**	7
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	27,225	24,165	25,097	N/A	N/A	26,155	23,666	28,020	**N/A**	7
United States	1,754,571	1,559,023	1,592,699	N/A	N/A	1,612,814	1,534,692	1,754,571	**N/A**	7
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	9,838	9,874	N/A	N/A	N/A	9,615	9,045	9,976	**57,688**	6
BWI Commercial Passengers (Millions)	1,828,154	1,716,393	N/A	N/A	N/A	1,924,316	1,716,393	2,222,339	**11,545,896**	6
ELECTRICITY (# units)										
Electric Meters Installed, Commercial Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	**0**	0
Electric Meters Installed, Residential Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	**0**	0
Electricity Sales, Commercial (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	**0**	0
Electricity Sales, Residential (Millions of MWh) Maryland	N/A	N/A	N/A	N/A	N/A	N/A	0	0	**0**	0
HOME SALES (# units)										
Maryland	4,520	4,398	3,407	N/A	N/A	4,495	3,407	5,230	**31,468**	7
United States	385	374	291	N/A	N/A	390	291	476	**2,729**	7
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	1,409	1,391	1,067	N/A	N/A	1,240	1,067	1,409	**8,677**	7
United States	66,545	65,125	63,738	N/A	N/A	70,270	63,738	77,745	**491,887**	7
AUTOMOBILE SALES (# units)										
Maryland	22,996	22,632	27,083	N/A	N/A	26,006	22,632	28,765	**182,040**	7
United States (in Thousands)	1,317	1,305	1,296	N/A	N/A	1,262	1,201	1,317	**8,835**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,584	2,589	N/A	N/A	N/A	2,580	2,569	2,589	**N/A**	6
United States	134,472	134,668	134,825	N/A	N/A	134,278	133,762	134,825	**N/A**	7
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	150	151	N/A	N/A	N/A	148	146	151	**N/A**	6
United States	6,526	6,562	6,594	N/A	N/A	6,516	6,479	6,594	**N/A**	7
MANUFACTURING										
Maryland	107	107	N/A	N/A	N/A	109	107	111	**N/A**	6
United States	11,938	11,946	11,950	N/A	N/A	11,941	11,925	11,957	**N/A**	7
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	444	443	N/A	N/A	N/A	444	441	447	**N/A**	6
United States	25,720	25,781	25,815	N/A	N/A	25,642	25,485	25,815	**N/A**	7
INFORMATION										
Maryland	43	43	N/A	N/A	N/A	43	42	43	**N/A**	6
United States	2,685	2,682	2,691	N/A	N/A	2,681	2,670	2,691	**N/A**	7
FINANCIAL ACTIVITIES										
Maryland	140	140	N/A	N/A	N/A	140	138	140	**N/A**	6
United States	7,822	7,831	7,837	N/A	N/A	7,814	7,788	7,837	**N/A**	7
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	418	420	N/A	N/A	N/A	416	410	420	**N/A**	6
United States	18,117	18,119	18,144	N/A	N/A	18,059	17,965	18,144	**N/A**	7
EDUCATION AND HEALTH SERVICES										
Maryland	425	427	N/A	N/A	N/A	422	418	427	**N/A**	6
United States	20,460	20,510	20,535	N/A	N/A	20,437	20,331	20,535	**N/A**	7
LEISURE AND HOSPITALITY										
Maryland	236	238	N/A	N/A	N/A	236	233	238	**N/A**	6
United States	13,861	13,894	13,917	N/A	N/A	13,837	13,743	13,917	**N/A**	7
OTHER SERVICES										
Maryland	118	119	N/A	N/A	N/A	119	118	119	**N/A**	6
United States	5,464	5,470	5,478	N/A	N/A	5,457	5,438	5,478	**N/A**	7
GOVERNMENT										
Maryland	505	502	N/A	N/A	N/A	507	502	512	**N/A**	6
United States	21,879	21,873	21,864	N/A	N/A	21,895	21,864	21,945	**N/A**	7
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	40.5	40.7	N/A	N/A	N/A	41.3	40.5	41.7	**N/A**	6
United States	41.8	42.3	41.4	N/A	N/A	41.7	41.3	42.3	**N/A**	7
AVERAGE WEEKLY EARNINGS- MANUFACTURING ($)										
Maryland	657.3	652.0	N/A	N/A	N/A	668.8	652.0	688.0	**N/A**	6
United States	801.3	814.7	800.3	N/A	N/A	798.0	788.0	814.7	**N/A**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	24	35	13	18	38%	24	13	35	**192**	8
New Locations	6	4	4	1	-75%	4	1	6	**32**	8
Expansions	18	31	9	17	89%	20	9	31	**160**	8
Total Capital Investment (Millions)	668	157	13	87	569%	137	13	668	**1,092**	8
Total New Jobs	3,432	497	290	221	-24%	698	221	3,432	**5,586**	8
NEW JOBS BY COUNTY										
Allegany	350	0	0	0	N/A	61	0	350	**485**	8
Anne Arundel	1,230	0	0	0	N/A	193	0	1,230	**1,544**	8
Baltimore City	1,753	52	0	43	N/A	243	0	1,753	**1,942**	8
Baltimore County	20	0	100	178	78%	55	0	178	**443**	8
Calvert	0	0	0	0	N/A	1	0	7	**7**	8
Caroline	0	50	0	0	N/A	7	0	50	**52**	8
Carroll	0	0	0	0	N/A	0	0	0	**0**	8
Cecil	35	112	0	0	N/A	18	0	112	**147**	8
Charles	0	0	0	0	N/A	1	0	10	**10**	8
Dorchester	0	0	0	0	N/A	0	0	0	**0**	8
Frederick	0	0	0	0	N/A	1	0	5	**5**	8
Garrett	0	20	0	0	N/A	3	0	20	**20**	8
Harford	0	0	0	0	N/A	7	0	22	**57**	8
Howard	0	133	180	0	-100%	41	0	180	**325**	8
Kent	0	0	0	0	N/A	0	0	0	**0**	8
Montgomery	4	50	0	0	N/A	15	0	50	**117**	8
Prince George's	0	0	10	0	-100%	30	0	113	**238**	8
Queen Anne's	0	60	0	0	N/A	8	0	60	**66**	8
Somerset	0	0	0	0	N/A	0	0	0	**0**	8
St. Mary's	0	0	0	0	N/A	0	0	0	**0**	8
Talbot	0	0	0	0	N/A	0	0	0	**0**	8
Washington	40	20	0	0	N/A	16	0	50	**128**	8
Wicomico	0	0	0	0	N/A	0	0	0	**0**	8
Worcester	0	0	0	0	N/A	0	0	0	**0**	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	25	0	0	0	N/A	3	0	25	**25**	8
Mining	0	0	0	0	N/A	0	0	0	**0**	8
Utilities	0	0	0	0	N/A	0	0	0	**0**	8
Construction	0	0	0	0	N/A	30	0	125	**238**	8
Manufacturing	64	110	0	100	N/A	57	0	110	**454**	8
Wholesale trade	15	0	0	0	N/A	17	0	96	**136**	8
Retail trade	24	0	0	0	N/A	5	0	24	**38**	8
Transportation and warehousing	0	32	0	78	N/A	21	0	78	**165**	8
Information	4	20	0	0	N/A	6	0	25	**49**	8
Finance and insurance	0	0	0	0	N/A	0	0	0	**0**	8
Real estate	0	0	0	0	N/A	1	0	10	**10**	8
Professional services	50	185	180	43	-76%	84	27	185	**675**	8
Management of companies	0	0	0	0	N/A	0	0	0	**0**	8
Administrative services	0	0	10	0	-100%	22	0	135	**175**	8
Educational services	0	0	100	0	-100%	13	0	100	**100**	8
Health care	0	0	0	0	N/A	11	0	60	**84**	8
Arts, entertainment and recreation	2,900	100	0	0	N/A	375	0	2,900	**3,000**	8
Accommodation and food services	350	50	0	0	N/A	50	0	350	**400**	8
Other services	0	0	0	0	N/A	5	0	35	**37**	8
Federal government	0	0	0	0	N/A	0	0	0	**0**	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DOWNSIZINGS AND CLOSINGS BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	1	2	3	3	0%	3	1	5	**26**	8
Closings	0	0	2	2	0%	2	0	3	**13**	8
Downsizings	1	2	1	1	0%	2	1	2	**13**	8
IMPACTED JOBS										
Total Impacted Jobs	75	91	188	306	63%	234	75	409	**1,870**	8
BY COUNTY										
Allegany	0	0	0	44	N/A	6	0	44	**44**	8
Anne Arundel	75	91	0	194	N/A	67	0	194	**534**	8
Baltimore City	0	0	96	0	-100%	21	0	96	**167**	8
Baltimore County	0	0	42	0	-100%	32	0	120	**255**	8
Calvert	0	0	0	0	N/A	0	0	0	**0**	8
Caroline	0	0	0	0	N/A	0	0	0	**0**	8
Carroll	0	0	0	0	N/A	0	0	0	**0**	8
Cecil	0	0	0	0	N/A	0	0	0	**0**	8
Charles	0	0	0	0	N/A	9	0	68	**68**	8
Dorchester	0	0	0	0	N/A	0	0	0	**0**	8
Frederick	0	0	0	0	N/A	3	0	25	**25**	8
Garrett	0	0	0	0	N/A	0	0	0	**0**	8
Harford	0	0	0	0	N/A	0	0	0	**0**	8
Howard	0	0	0	0	N/A	10	0	45	**80**	8
Kent	0	0	0	0	N/A	0	0	0	**0**	8
Montgomery	0	0	50	0	-100%	39	0	145	**315**	8
Prince George's	0	0	0	68	N/A	48	0	242	**382**	8
Queen Anne's	0	0	0	0	N/A	0	0	0	**0**	8
Somerset	0	0	0	0	N/A	0	0	0	**0**	8
St. Mary's	0	0	0	0	N/A	0	0	0	**0**	8
Talbot	0	0	0	0	N/A	0	0	0	**0**	8
Washington	0	0	0	0	N/A	0	0	0	**0**	8
Wicomico	0	0	0	0	N/A	0	0	0	**0**	8
Worcester	0	0	0	0	N/A	0	0	0	**0**	8
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	**0**	8

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

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	From Last Mo	Average	Minimum	Maximum	Total	Periods
BY INDUSTRY										
Agriculture	0	0	0	0	N/A	0	0	0	**0**	8
Mining	0	0	0	0	N/A	0	0	0	**0**	8
Utilities	0	0	0	0	N/A	0	0	0	**0**	8
Construction	0	0	0	0	N/A	0	0	0	**0**	8
Manufacturing	0	0	188	44	-77%	85	0	239	**681**	8
Wholesale trade	0	60	0	0	N/A	8	0	60	**60**	8
Retail trade	0	0	0	0	N/A	9	0	72	**72**	8
Transportation and warehousing	0	0	0	194	N/A	62	0	300	**494**	8
Information	0	0	0	0	N/A	0	0	0	**0**	8
Finance and insurance	0	0	0	0	N/A	7	0	55	**55**	8
Real estate	0	0	0	0	N/A	6	0	45	**45**	8
Professional services	0	31	0	0	N/A	20	0	125	**156**	8
Management of companies	0	0	0	0	N/A	0	0	0	**0**	8
Administrative services	75	0	0	0	N/A	21	0	93	**168**	8
Educational services	0	0	0	0	N/A	0	0	0	**0**	8
Health care	0	0	0	0	N/A	9	0	71	**71**	8
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	**0**	8
Accommodation and food services	0	0	0	68	N/A	9	0	68	**68**	8
Other services	0	0	0	0	N/A	0	0	0	**0**	8
Federal government	0	0	0	0	N/A	0	0	0	**0**	8

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
AGENCY WIDE OVERVIEW

Reporting Period: February, 2013

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2013 SUMMARY				
	Nov-12	Dec-12	Jan-13	Feb-13	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.