StateStat
Reporting Period:
January 2014

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: Raquel Guillory
Business Development: Jayson Knott
International Investment and Trade: Signe Pringle
Finance Programs: Greg Cole
Strategic Industries and Innovation: Leone Hermans-Blackburn
Policy and Government Affairs: Rhonda Ray
Military and Federal Affairs: Mike Hayes
Administration and Technology: David Ryer
Maryland Biotechnology Center: Judy Britz

DBED DASHBOARD
FY 2014 - Through January, 2014

FY 2014 Jobs Impact Goal	**10,500**
-Total to Date*	**7,745**
-Percentage to Goal	**73.76%**

Facility Location Decisions	
Total No. of Projects	32
-Projects by Region	
Eastern	8
Western	0
Southern	0
Corridor	24
Total No. of Jobs	5,348
New	2,993
Retained	2,355

Issues Successfully Resolved with Jobs Impact	
Total No. of Projects	51
-Projects by Region	
Eastern	4
Western	3
Southern	3
Corridor	41
Total No. of Jobs	2,233
New	1,877
Retained	356

Issues Successfully Resolved - ALL	
Total No. of Issues	838
-Issues by Type	
Environmental	3
Financing	300
Legislative	0
Marketing Assistance	61
Permits	97
Research Assistance	112
Technical	151
Workforce	27
Other	87

Export Assistance Completed	
-Jobs Impact	164

Job CARE by Office	
Total No. of Jobs	7,745
Bio	484
Business Development	1,982
Finance	3,486
International	304
Strategic Industries	819
Venture Fund	660
Cyber	10

Successful Opportunity by Office	
Bio	227
Business Development	260
Cyber	6
Finance	261
International	102
Military	71
Strategic Industries	29
Venture Fund	22

Finance Programs - Approved Deals Total

Program	No. of Transactions	Dollar Value	Jobs Total**
MEDAAF	14	5,063,761	1,837
Sunny Day	0	0	0
MEAF	1	60,000	18
CDBG	1	40,000	0
MIDFA	1	117,530	6
MD Venture Capital	12	12,325,000	279
MSBDFA EPIP	6	950,000	83
MSBDFA Contract Finance	4	600,000	69
MSBDFA Guarantee	2	244,500	10
Military Personnel No-Interest Loan Program	2	100,000	22

*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: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUM		
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum
NUMBER OF EMPLOYEES PER DIVISION								
Office of the Secretary	82	81	80	79	-1%	80	79	82
Business and Enterprise Development	66	65	65	66	2%	66	65	68
Marketing and Communications	23	23	22	23	5%	23	22	23
Tourism and Culture	37	37	37	37	0%	37	37	37
OVERTIME (HOURS)								
Office of the Secretary	0	0	0	0	N/A	0	0	0
Business and Enterprise Development	0	0	0	0	N/A	0	0	0
Marketing and Communications	0	0	0	0	N/A	0	0	0
Tourism and Culture	0	0	0	0	N/A	0	0	0
UNDOCUMENTED SICK LEAVE OCCURANCES								
Office of the Secretary	12	6	12	6	-50%	13	6	23
Business and Enterprise Development	29	12	10	5	-50%	20	5	30
Marketing and Communications	11	4	4	6	50%	5	1	11
Tourism and Culture	16	11	11	1	-91%	13	1	22
NUMBER OF EMPLOYEES COUNSELED								
Office of the Secretary	0	0	0	12	N/A	2	0	12
Business and Enterprise Development	0	0	0	17	N/A	2	0	17
Marketing and Communications	0	0	0	1	N/A	0	0	1
Tourism and Culture	0	0	0	16	N/A	2	0	16
NUMBER OF EMPLOYEES ONE DAY SICK SLIP								
Office of the Secretary	0	0	0	0	N/A	0	0	0
Business and Enterprise Development	0	0	0	0	N/A	0	0	0
Marketing and Communications	0	0	0	0	N/A	0	0	0
Tourism and Culture	0	1	0	0	N/A	0	0	1

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
PERSONNEL DATA

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUM		
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum
ACCIDENT LEAVE (HOURS)								
Office of the Secretary	0	0	8	0	-100%	3	0	13
Business and Enterprise Development	0	0	0	0	N/A	0	0	0
Marketing and Communications	0	0	0	0	N/A	0	0	0
Tourism and Culture	0	0	0	0	N/A	0	0	0
UNSCHEDULED LEAVE (HOURS)								
Office of the Secretary	39	0	42	0	-100%	12	0	42
Business and Enterprise Development	5	1	17	0	-100%	3	0	17
Marketing and Communications	2	0	0	0	N/A	6	0	21
Tourism and Culture	44	12	16	0	-100%	15	0	44
FROI TO IWIF								
Office of the Secretary	0	1	0	0	N/A	0	0	1
Business and Enterprise Development	0	1	0	0	N/A	0	0	1
Marketing and Communications	0	0	0	0	N/A	0	0	0
Tourism and Culture	0	0	0	0	N/A	0	0	0
FROI LAG > 3 DAYS								
Office of the Secretary	0	0	0	0	N/A	0	0	0
Business and Enterprise Development	0	0	0	0	N/A	0	0	0
Marketing and Communications	0	0	0	0	N/A	0	0	0
Tourism and Culture	0	0	0	0	N/A	0	0	0

MMARY	
Total	Periods
561	7
465	7
158	7
259	7
0	7
0	7
0	7
0	7
90	7
141	7
34	7
92	7
12	7
17	7
1	7
16	7
0	7
0	7
0	7
1	7

MMARY	
Total	**Periods**
21	7
0	7
0	7
0	7
86	7
23	7
42	7
108	7
2	7
1	7
0	7
0	7
0	7
0	7
0	7
0	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
SHORT LIST PROJECTS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
SHORT LIST PROJECTS										
PROJECTS, JOBS AND CAPEX										
Number of Projects	33	29	31	42	35%	34	26	50	**N/A**	7
New Jobs	3,409	2,248	2,866	3,477	21%	3,482	2,164	5,907	**N/A**	7
At Risk Jobs	1,713	814	1,147	1,629	42%	1,352	545	1,841	**N/A**	7
Projected Capex	1,167,800	216,050,000	316,200	241,200,000	76181%	116,905,714	106,000	241,200,000	**N/A**	7
PROJECTS BY INDUSTRY										
#Sustainable/Green	1	1	0	1	N/A	1	0	1	**N/A**	7
#IT and Intelligence	6	2	6	9	50%	8	2	13	**N/A**	7
#Science	7	8	6	5	-17%	7	5	8	**N/A**	7
#Traditional/Other	19	18	19	27	42%	20	6	28	**N/A**	7
PROJECTS BY TARGET LOCATION										
Eastern	3	4	1	3	200%	3	1	5	**N/A**	7
Western	0	0	0	0	N/A	0	0	0	**N/A**	7
Southern	2	1	0	1	N/A	1	0	2	**N/A**	7
Corridor	21	24	30	38	27%	27	21	38	**N/A**	7

NOTE: The paramaters for inclusion on Short List are as follows: 1) open Facility Location opportunities plus any other open opportunity with 25 or more jobs; 2) the anticipated close date is the current month + the next month; 3) the opportunity stage is one of the final three stages.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
FACILITY LOCATION PROJECTS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
ALL PIPELINE PROJECTS										
Total Pipeline Projects	181	196	203	185	-9%	188	168	203	**N/A**	7
DECISIONS- FACILITY LOCATIONS AND EXPANSIONS										
DECISIONS, JOBS AND CAPEX										
Number of Projects	7	3	5	3	-40%	5	3	7	**32**	7
New Jobs	1,861	265	180	168	-7%	428	97	1,861	**2,993**	7
Retained Jobs	445	0	235	112	-52%	336	0	1,340	**2,355**	7
Projected Capex	38,200,000	1,000,000	16,500,000	15,750,000	-5%	31,021,429	1,000,000	138,600,000	**217,150,000**	7
DECISIONS BY INDUSTRY										
#Sustainable/Green	1	0	1	0	-100%	0	0	1	**3**	7
#IT and Intelligence	1	2	2	0	-100%	1	0	2	**5**	7
#Science	0	1	1	1	0%	1	0	1	**4**	7
#Traditional/Other	5	0	1	2	100%	3	0	5	**20**	7
DECISIONS BY LOCATION										
Eastern	2	0	1	2	100%	1	0	2	**8**	7
Western	0	0	0	0	N/A	0	0	0	**0**	7
Southern	0	0	0	0	N/A	0	0	0	**0**	7
Corridor	5	3	4	1	-75%	3	1	5	**24**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
ISSUE RESOLUTION

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
ISSUES PIPELINE										
Number of Pipeline Issues	262	297	337	341	1%	254	131	341	**N/A**	7
ISSUES PIPELINE BY TYPE OF ISSUE										
Environmental	1	2	2	2	0%	1	1	2	**N/A**	7
Financing	193	194	202	202	0%	160	62	202	**N/A**	7
Legislative	0	1	1	1	0%	0	0	1	**N/A**	7
Marketing Assistance	5	14	23	26	13%	11	3	26	**N/A**	7
Permits	1	1	1	1	0%	1	1	2	**N/A**	7
Research Assistance	5	5	10	11	10%	6	4	11	**N/A**	7
Technical	19	34	40	36	-10%	25	13	40	**N/A**	7
Workforce	3	8	19	21	11%	9	3	21	**N/A**	7
Other	35	38	39	41	5%	38	32	43	**N/A**	7
COMPLETED ISSUES- SUCCESSFULLY RESOLVED										
ECONOMIC IMPACT OF SUCCESSFULLY RESOLVED ISSUES										
#Issues-Total*	121	88	54	283	424%	120	54	283	**838**	7
New Jobs	287	23	166	443	167%	268	23	686	**1,877**	7
Retained Jobs	92	36	13	188	1346%	51	4	188	**356**	7
Capex	76,875,000	552,000	1,565,000	16,725,000	969%	14,971,815	237,040	76,875,000	**104,802,702**	7
COMPLETED ISSUES BY TYPE OF ISSUE										
Environmental	0	1	0	0	N/A	0	0	2	**3**	7
Financing	23	13	10	219	2090%	43	9	219	**300**	7
Legislative	0	0	0	0	N/A	0	0	0	**0**	7
Marketing Assistance	11	8	6	5	-17%	9	4	16	**61**	7
Permits	4	17	4	15	275%	14	4	22	**97**	7
Research Assistance	38	20	6	5	-17%	16	5	38	**112**	7
Technical	21	16	19	21	11%	22	16	30	**151**	7
Workforce	4	2	3	6	100%	4	2	7	**27**	7
Other	20	11	6	12	100%	12	5	22	**87**	7

FY 2014 Job Creation and Retention List - July 1, 2013 through January 31, 2014										
COMPANY NAME	COMPANY COUNTY	SUCCESS DATE	INDUSTRY SECTOR	EXISTING JOBS	JOBS - NEW	JOBS - AT RISK	CAPEX	ASSISTANCE TYPE	LEAD REP.	LEAD OFFICE
Shekel Scales	Out of State	7/2/2013	Traditional/Other	0	1	0	-	Facility Location	Peter Sexton	International
Tiny Tots Learning Center	Baltimore County	7/2/2013	Traditional/Other	4	1	0	$10,000	Issue To Resolve	Anntoinette Chatman	Finance
Lieber Institute	Baltimore City	7/3/2013	Science	0	45	0	-	Issue To Resolve	Emiko Kawagoshi	Finance
Vocus, Inc.	Prince George's	7/3/2013	IT and Intelligence	400	64	0	-	Issue To Resolve	Emiko Kawagoshi	Finance
SOSB Inc.	Anne Arundel	7/16/2013	IT and Intelligence	12	40	0	-	Export	Peter Sexton	International
Earth Networks Inc	Montgomery	7/18/2013	Sustainable/Green	116	5	0	-	Export	Peter Sexton	International
SURVICE Engineering Company	Harford	7/18/2013	IT and Intelligence	197	5	0	-	Export	Carey Esslinger	International
Amethyst Technologies, LLC	Baltimore County	7/20/2013	Science	15	5	0	-	Issue To Resolve	Stacey Harvey-Reid	Strategic Industries
Jacks Small Engine & Generator Service, LLC	Harford	7/20/2013	Traditional/Other	55	5	0	-	Issue To Resolve	Stacey Harvey-Reid	Strategic Industries
MRE Technology Solutions, LLC	Anne Arundel	7/20/2013	IT and Intelligence	55	15	0	-	Issue To Resolve	Stacey Harvey-Reid	Strategic Industries
Parking Panda Corp	Baltimore City	7/20/2013	IT and Intelligence	16	10	0	-	Issue To Resolve	Stacey Harvey-Reid	Strategic Industries
Unleashed Technologies, LLC	Howard	7/20/2013	IT and Intelligence	32	8	0	-	Issue To Resolve	Stacey Harvey-Reid	Strategic Industries
Volvo Powertrain North America	Washington	7/23/2013	Traditional/Other	1340	70	1340	-	Facility Location	Bob Williams	Strategic Industries
Reel Genie	Montgomery	7/24/2013	Traditional/Other	4	8	4	-	Issue To Resolve	James Keeratisakdawong	Venture Fund
Sahara Solar Energy Systems, LLC (Out of State)	Out of State	7/25/2013	Sustainable/Green	0	1	0	-	Facility Location	Jessica Reynolds	International
Platinum Services Moving & Storage	Howard	7/31/2013	Traditional/Other	12	25	0	$2,600,000	Facility Location	Gary Ventry	Business Development
Village Family Dental Spaa, LLC	Charles	8/1/2013	Science	3	2	0	$50,000	Issue To Resolve	Les Hall	Finance
Berkeley Springs Instruments	Allegany	8/2/2013	Traditional/Other	10	30	0	$0	Issue To Resolve	Vickie Swink	Business Development
Manufacturing Support Industries Inc. (Hebron, MD)	Wicomico	8/2/2013	Traditional/Other	25	2	23	$600,000	Facility Location	Renee Stephens	Business Development
Cadista Pharmaceuticals (Jubilant Life Sciences Limited)	Wicomico	8/7/2013	Science	240	200	0	$20,000,000	Facility Location	Jessica Reynolds	International
Cyber Security Engineering Associates	Baltimore County	8/8/2013	Traditional/Other	1	1	1	$60,000	Issue To Resolve	Anntoinette Chatman	Finance
SKW Constructors	Out of State	8/8/2013	Traditional/Other	0	60	0	$116,000,000	Facility Location	Bob Williams	Strategic Industries
Zeuss, Inc.	Talbot	8/19/2013	Traditional/Other	5	28	5	-	Issue To Resolve	Tom Dann	Venture Fund
Eklund's	Out of State	8/21/2013	Traditional/Other	5	25	0	-	Facility Location	Gary Ventry	Business Development
Choptank Transport	Caroline	8/26/2013	Traditional/Other	60	45	0	-	Issue To Resolve	Stacy Kubofcik	Finance
Three Sixty Motor Express	Carroll	8/27/2013	Traditional/Other	0	1	0	$72,000	Issue To Resolve	Anntoinette Chatman	Finance
Valley Pride	Out of State	8/27/2013	Traditional/Other	0	35	0	$2,000,000	Facility Location	Vickie Swink	Business Development
Premier Rides	Baltimore City	8/28/2013	Traditional/Other	15	5	0	-	Export	Jessica Reynolds	International
Tailored by Design, LLC dba Tailored Living	Anne Arundel	8/28/2013	Traditional/Other	0	4	0	$55,000	Issue To Resolve	Anntoinette Chatman	Finance
Successful Children Learning Center II	Baltimore County	9/6/2013	Traditional/Other	5	8	0	$78,761	Issue To Resolve	Anntoinette Chatman	Finance
Weather Analytics	Out of State	9/6/2013	IT and Intelligence	12	15	12	-	Issue To Resolve	Tom Dann	Venture Fund
Temple Allen Industries	Montgomery	9/13/2013	IT and Intelligence	11	5	5	$200,000	Issue To Resolve	Darla Garrett	Finance
Rafagen	Montgomery	9/20/2013	Science	3	4	0	-	Export	Jessica Reynolds	International
Star K	Baltimore County	9/20/2013	Traditional/Other	95	2	0	-	Export	Brad Gillenwater	International
Titan Steel	Baltimore City	9/20/2013	Traditional/Other	36	5	0	-	Export	Jessica Reynolds	International
Vac Pac	Baltimore City	9/20/2013	Traditional/Other	21	5	0	-	Export	Brad Gillenwater	International
Arcon Welding, LLC	Wicomico	9/23/2013	Traditional/Other	11	3	0	-	Export	Carey Esslinger	International
Maritime Applied Physics Corp.	Baltimore City	9/23/2013	IT and Intelligence	41	3	0	-	Export	Carey Esslinger	International
English American Tailoring Company	Carroll	9/24/2013	Traditional/Other	380	75	0	$2,000,000	Facility Location	Mary DiFerdinando	Finance
Garrett Container Systems	Garrett	9/26/2013	Traditional/Other	0	25	0	$0	Issue To Resolve	Emiko Kawagoshi	Finance
Yash LLC dba Menchie's Frozen Yogurt	Baltimore County	9/26/2013	Traditional/Other	0	8	0	$215,000	Issue To Resolve	Anntoinette Chatman	Finance
MedImmune, LLC	Montgomery	9/27/2013	Traditional/Other	2400	600	0	-	Issue To Resolve	Linda Ellerton	Bio
Barrett Distribution Centers	Anne Arundel	9/30/2013	Traditional/Other	10	25	0	-	Facility Location	David Karol	Business Development
Experient	Frederick	9/30/2013	Traditional/Other	208	0	200	$2,500,000	Facility Location	Patrick Barnes	Business Development
Infrared Tools	Anne Arundel	9/30/2013	IT and Intelligence	4	2	0	-	Export	Peter Sexton	International
Signals Defenses (ASTIC)	Baltimore County	9/30/2013	IT and Intelligence	9	2	0	-	Export	Peter Sexton	International
Silent Circle LLC	Prince George's	9/30/2013	IT and Intelligence	18	25	0	-	Issue To Resolve	Stacy Kubofcik	Finance
BDP Beijing EnviroTech	Out of State	10/1/2013	Sustainable/Green	10	10	0	-	Facility Location	Brad Gillenwater	International
Fluid Motion, LLC	Washington	10/1/2013	Sustainable/Green	0	31	0	$0	Issue To Resolve	Vickie Swink	Business Development
Sephora USA, LLC	Harford	10/1/2013	Traditional/Other	410	200	410	$31,000,000	Facility Location	Tammy Edwards	Business Development
The Children's Guild	Baltimore City	10/1/2013	Traditional/Other	445	87	0	$40,000,000	Issue To Resolve	Harry Carroll	Finance
KEYW Corporation	Anne Arundel	10/2/2013	IT and Intelligence	233	48	0	-	Issue To Resolve	Emiko Kawagoshi	Finance
Georgetown Yacht Basin, Inc.	Kent	10/3/2013	Traditional/Other	35	1	35	$7,000,000	Facility Location	Mindie Burgoyne	Business Development
GrayBug, LLC	Baltimore City	10/4/2013	Science	3	5	3	-	Issue To Resolve	Tom Dann	Venture Fund
Calvert Education Services, LLC	Baltimore County	10/8/2013	Traditional/Other	74	21	74	-	Issue To Resolve	Frank Dickson	Venture Fund
Berry Plastics Corporation (Poly-Seal Corporation)	Baltimore City	10/17/2013	Traditional/Other	727	0	15	$75,000	Issue To Resolve	David Karol	Business Development
Orlando Products, Inc.	Baltimore City	10/23/2013	Traditional/Other	41	25	0	$500,000	Issue To Resolve	David Karol	Business Development
Synagro Technologies, Inc.	Baltimore County	10/25/2013	IT and Intelligence	50	50	0	-	Facility Location	Stacy Kubofcik	Finance
Amazon.com	Baltimore City	10/28/2013	Traditional/Other	0	1600	0	-	Facility Location	Jerry Sanford	Business Development
Bel-Art Products Inc.	Worcester	10/28/2013	Traditional/Other	163	10	0	-	Export	Carey Esslinger	International
Compass Languages	Anne Arundel	10/28/2013	Traditional/Other	15	2	0	-	Export	Carey Esslinger	International
Experimental Machine, Inc.	Baltimore County	10/28/2013	Traditional/Other	39	25	0	-	Export	Carey Esslinger	International
Immuno4	Carroll	10/28/2013	Science	5	7	0	-	Export	Carey Esslinger	International
John S Connor	Baltimore City	10/28/2013	Traditional/Other	70	5	0	-	Export	Carey Esslinger	International
Ruro	Frederick	10/28/2013	IT and Intelligence	15	7	0	-	Export	Carey Esslinger	International

VeRUS Pet Foods	Harford	10/28/2013	Traditional/Other	2	2	0	-	Export	Carey Esslinger	International
Volvo Powertrain North America	Washington	10/29/2013	Traditional/Other	1340	70	0	$20,000,000	Issue To Resolve	Joel McCrea	Finance
Bell Enterprises, LLC. dba Gowaiter of Waldorf	Charles	11/4/2013	Traditional/Other	3	6	3	$50,000	Issue To Resolve	Anntoinette Chatman	Finance
Plasmonix, Inc. (W. Gust)	Baltimore City	11/4/2013	Science	4	13	4	-	Issue To Resolve	Seth Shuldiner	Venture Fund
Superior Technology Solutions Corporation	Baltimore City	11/4/2013	IT and Intelligence	21	3	21	$200,000	Issue To Resolve	Anntoinette Chatman	Finance
VariQ	Out of State	11/6/2013	IT and Intelligence	0	64	0	-	Facility Location	Gary Ventry	Business Development
Belfort Instrument Company	Baltimore City	11/15/2013	Traditional/Other	15	2	2	-	Export	Carey Esslinger	International
RTR Technologies, LLC	Harford	11/18/2013	IT and Intelligence	25	1	3	$16,000	Issue To Resolve	Heather Gramm	Business Development
Labsis	Out of State	11/19/2013	Science	0	1	0	-	Facility Location	Brad Gillenwater	International
James M. Graves, DDS, P.A.	Baltimore County	11/21/2013	Science	5	0	5	$286,000	Issue To Resolve	Anntoinette Chatman	Finance
Trustifier	Out of State	11/21/2013	IT and Intelligence	0	200	0	$1,000,000	Facility Location	Latoya Staten Attraction	Business Development
Emergent BioSolutions (Gaithersburg, MD)	Montgomery	12/3/2013	Science	235	133	235	$15,000,000	Facility Location	Linda Ellerton	Bio
Under Armour, Inc.	Baltimore City	12/4/2013	Traditional/Other	0	125	0	-	Issue To Resolve	Emiko Kawagoshi	Finance
Acer Exhibits & Events	Harford	12/5/2013	Traditional/Other	36	20	0	$1,000,000	Facility Location	Tammy Edwards	Business Development
BDK Inc.	Dorchester	12/9/2013	IT and Intelligence	15	25	0	$500,000	Facility Location	Mindie Burgoyne	Business Development
Fyodor Biotechnologies, Inc.	Baltimore City	12/9/2013	Science	3	6	0	-	Export	Jessica Reynolds	International
Karmick Solutions Private Limited	Out of State	12/11/2013	IT and Intelligence	0	1	0	-	Facility Location	Jessica Reynolds	International
Laura Woods dba Maryland Quartermaster	Harford	12/12/2013	Traditional/Other	2	2	2	$50,000	Issue To Resolve	Anthony Williams	Finance
Pulse8, LLC	Anne Arundel	12/17/2013	Science	3	19	3	$500,000	Issue To Resolve	Frank Dickson	Venture Fund
Xiamen Ocean	Out of State	12/17/2013	Sustainable/Green	1	1	0	-	Facility Location	Brad Gillenwater	International
Chesapeake Turf, LLC	Wicomico	12/19/2013	Traditional/Other	8	20	8	$300,000	Issue To Resolve	Randy Croxton	Finance
American General Supplies	Montgomery	12/23/2013	Traditional/Other	36	4	0	-	Export	Jessica Reynolds	International
Delcoline, Inc.	Prince George's	12/23/2013	Traditional/Other	52	2	0	-	Export	Jessica Reynolds	International
3CLogic	Montgomery	1/9/2014	IT and Intelligence	53	49	23	$1,540,000	Issue To Resolve	Frank Dickson	Venture Fund
6th Street, Inc. dba Sales Warp	Baltimore City	1/7/2014	IT and Intelligence	9	60	9	-	Issue To Resolve	James Keeratisakdawong	Venture Fund
Bell Enterprises, LLC. dba Gowaiter of Waldorf	Charles	1/28/2014	Traditional/Other	2	3	-	$50,000	Issue To Resolve	Anntoinette Chatman	Finance
CoFoundersLab, Inc.	Montgomery	1/9/2014	IT and Intelligence	5	3	5	-	Issue To Resolve	James Keeratisakdawong	Venture Fund
Creafill	Kent	1/7/2014	Traditional/Other	35	8	0	$750,000	Facility Location	Mindie Burgoyne	Business Development
Cytomedix, Inc.	Montgomery	1/7/2014	Science	42	43	15	-	Issue To Resolve	Tom Dann	Venture Fund
Groco Mechanical Laboratories, Inc.	Queen Anne's	1/27/2014	Traditional/Other	41	4	0	-	Export	Carey Esslinger	International
Luminal, Inc.	Frederick	1/7/2014	Traditional/Other	5	25	5	-	Issue To Resolve	Tom Dann	Venture Fund
M.C. Dean	Baltimore City	1/30/2014	Traditional/Other	0	26	0	-	Issue To Resolve	Emiko Kawagoshi	Finance
Optoro, Inc. (formerly Moore OR Lesh, LLC)	Prince George's	1/24/2014	IT and Intelligence	124	82	124	-	Issue To Resolve	Tom Dann	Venture Fund
Red Rock Enterprises, LLC	Garrett	1/28/2014	Sustainable/Green	16	2	0	$60,000	Issue To Resolve	Anntoinette Chatman	Finance
Tales2Go	Out of State	1/17/2014	Traditional/Other	7	7	7	-	Issue To Resolve	James Keeratisakdawong	Venture Fund
Technology Service Corporation (TSC)	Montgomery	1/13/2014	IT and Intelligence	70	50	0	-	Issue To Resolve	Stacy Kubofcik	Finance
Telos Corporation - Maple Lawn	Howard	1/30/2014	IT and Intelligence	10	40	0	$0	Issue To Resolve	Latoya Staten	Cyber
Tetracore	Montgomery	1/3/2014	Science	64	5	0	-	Export	Brad Gillenwater	International
Town of Princess Anne	Somerset	1/30/2014	Traditional/Other	17000	53	0	$2,075,000	Issue To Resolve	Pamela Hepner	Finance
Valley Proteins - Linkwood	Dorchester	1/29/2014	Science	70	40	0	$10,000,000	Facility Location	Mindie Burgoyne	Business Development
				TOTAL	**4,912**	**2,601**				
					GRAND TOTAL	**7,513**				

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

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY					GOALS	
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 14 GOAL	% TO GOAL
PROGRESS TOWARD GOALS												
Foreign Direct Investment (FDI) Engagements	1	28	61	116	90%	39	1	116	**275**	7		N/A
FDI Prospect Visits	0	1	2	20	900%	5	0	20	**34**	7		N/A
FDI Facility Location Decisions*	1	1	2	0	-100%	1	0	2	**6**	7		N/A
Trade Shows and Marketing Events	0	6	8	7	-13%	6	0	12	**40**	7		N/A
ExportMD Grants Approved (Quarterly)	0	0	8	0	-100%	2	0	8	**16**	7		N/A
Total Export Actions and Foreign Office Work Orders	12	1	11	30	173%	11	1	30	**79**	7		N/A
-Export Actions Only	9	1	9	30	233%	10	1	30	**71**	7	**N/A**	**N/A**
-Foreign Office Work Orders Only	3	0	2	0	-100%	1	0	3	**8**	7	**N/A**	**N/A**
Jobs Impact-Export Assistance Completed	58	4	12	9	-25%	23	4	58	**164**	7	**N/A**	**N/A**
TRADE SHOWS, MARKETING EVENTS, AND FOREIGN OFFICE LEADS												
Trade Shows and Marketing Events	0	6	8	7	-13%	6	0	12	**40**	7	**N/A**	**N/A**
New Leads from Trade Shows and Marketing Events**	0	0	0	4	N/A	1	0	4	**5**	7	**N/A**	**N/A**
New Leads from Budgeted Foreign Offices**	0	0	0	0	N/A	0	0	0	**0**	7	**N/A**	**N/A**
NEW LEADS BY BUDGETED FOREIGN OFFICES												
-China	0	0	0	0	N/A	0	0	0	**0**	7	**N/A**	**N/A**
-France	0	0	0	0	N/A	0	0	0	**0**	7	**N/A**	**N/A**
-Israel	0	0	0	0	N/A	0	0	0	**0**	7	**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: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE PROGRAMS INFORMATION APPROVED										
MEDAAF										
# of Approved Transactions	1	0	6	0	-100%	2	0	6	**14**	7
Value ($)	$1,000,000	$0	$2,765,000	$0	-100%	723,394	0	2,765,000	**5,063,761**	7
Jobs (New & At Risk Jobs) Total	610	0	1,079	0	-100%	262	0	1,079	**1,837**	7
CAPEX	$31,000,000	$0	$71,225,000	$0	-100%	17,559,928	0	71,225,000	**122,919,494**	7
Sunny Day										
# of Approved Transactions	0	0	0	0	N/A	0	0	0	**0**	7
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	7
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	7
MEAF										
# of Approved Transactions	0	0	0	1	N/A	0	0	1	**1**	7
Value ($)	$0	$0	$0	$60,000	N/A	8,571	0	60,000	**60,000**	7
Jobs (New & At Risk Jobs) Total	0	0	0	18	N/A	3	0	18	**18**	7
CAPEX	$0	$0	$0	$60,000	N/A	8,571	0	60,000	**60,000**	7
CDBG										
# of Approved Transactions	0	1	0	0	N/A	0	0	1	**1**	7
Value ($)	$0	$40,000	$0	$0	N/A	5,714	0	40,000	**40,000**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	7
CAPEX	$0	$42,000	$0	$0	N/A	6,000	0	42,000	**42,000**	7
MIDFA										
# of Approved Transactions	0	0	0	0	N/A	0	0	1	**1**	7
Value ($)	$0	$0	$0	$0	N/A	16,790	0	117,530	**117,530**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	1	0	6	**6**	7
CAPEX	$0	$0	$0	$0	N/A	289,571	0	2,027,000	**2,027,000**	7
MD Venture Capital (Challenge & Enterprise)										
# of Approved Transactions	2	3	2	3	50%	2	0	3	**12**	7
Value ($)	$7,250,000	$2,950,000	$950,000	$675,000	-29%	1,760,714	0	7,250,000	**12,325,000**	7
Jobs (New & At Risk Jobs) Total	0	85	109	77	-29%	40	0	109	**279**	7
CAPEX	$157,000,000	$4,300,000	$6,300,000	$5,970,000	-5%	25,038,571	0	157,000,000	**175,270,000**	7
MSBDFA EPIP										
# of Approved Transactions	2	0	2	2	0%	1	0	2	**6**	7
Value ($)	$350,000	$0	$400,000	$200,000	-50%	135,714	0	400,000	**950,000**	7
Jobs (New & At Risk Jobs) Total	13	0	50	20	-60%	12	0	50	**83**	7
CAPEX	$80,000	$0	$400,000	$100,000	-75%	82,857	0	400,000	**580,000**	7
MSBDFA Contract Finance										
# of Approved Transactions	1	0	1	2	100%	1	0	2	**4**	7
Value ($)	$200,000	$0	$100,000	$300,000	200%	85,714	0	300,000	**600,000**	7
Jobs (New & At Risk Jobs) Total	24	0	15	30	100%	10	0	30	**69**	7
CAPEX	$200,000	$0	$100,000	$300,000	200%	85,714	0	300,000	**600,000**	7
MSBDFA Guarantee & Surety										
# of Approved Transactions	0	0	0	1	N/A	0	0	1	**2**	7
Value ($)	$0	$0	$0	$30,000	N/A	34,929	0	214,500	**244,500**	7
Jobs (New & At Risk Jobs) Total	0	0	0	2	N/A	1	0	8	**10**	7
CAPEX	$0	$0	$0	$60,000	N/A	72,286	0	446,000	**506,000**	7
Military Personnel No-Interest Loan Program										
# of Approved Transactions	0	1	0	1	N/A	0	0	1	**2**	7
Value ($)	$0	$50,000	$0	$50,000	N/A	14,286	0	50,000	**100,000**	7
Jobs (New & At Risk Jobs) Total	0	13	0	9	N/A	3	0	13	**22**	7
CAPEX	$0	$50,000	$0	$50,000	N/A	14,286	0	50,000	**100,000**	7

NOTE: Some historic data has been modified.

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

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE APPROVED BY LOCAL JURISDICTION										
All Finance Assistance Approved ($)	$8,800,000	$3,040,000	$4,215,000	$1,315,000	-69%	2,785,827	78,761	8,800,000	**19,500,791**	7
Allegany	$0	$0	$50,000	$0	-100%	7,143	0	50,000	**50,000**	7
Anne Arundel	$0	$1,500,000	$0	$0	N/A	214,286	0	1,500,000	**1,500,000**	7
Baltimore City	$450,000	$1,000,000	$365,000	$200,000	-45%	397,143	0	1,000,000	**2,780,000**	7
Baltimore County	$300,000	$0	$0	$0	N/A	84,752	0	300,000	**593,261**	7
Calvert	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Caroline	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Carroll	$0	$40,000	$250,000	$0	-100%	41,429	0	250,000	**290,000**	7
Cecil	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Charles	$50,000	$0	$0	$50,000	N/A	14,286	0	50,000	**100,000**	7
Dorchester	$0	$0	$0	$0	N/A	96,076	0	555,000	**672,530**	7
Frederick	$0	$0	$0	$500,000	N/A	71,429	0	500,000	**500,000**	7
Garrett	$0	$0	$0	$60,000	N/A	8,571	0	60,000	**60,000**	7
Harford	$1,000,000	$50,000	$200,000	$0	-100%	192,857	0	1,000,000	**1,350,000**	7
Howard	$0	$0	$400,000	$0	-100%	57,143	0	400,000	**400,000**	7
Kent	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Montgomery	$0	$0	$950,000	$175,000	-82%	203,571	0	950,000	**1,425,000**	7
Prince George's	$0	$0	$0	$330,000	N/A	47,143	0	330,000	**330,000**	7
Queen Anne's	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Somerset	$0	$0	$0	$0	N/A	0	0	0	**0**	7
St. Mary's	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Talbot	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Washington	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Wicomico	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Worcester	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Multiple Jurisdictions	$7,000,000	$450,000	$2,000,000	$0	-100%	1,350,000	0	7,000,000	**9,450,000**	7

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

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
GENERAL FINANCE RPOGRAMS INFORMATION SETTLED										
MEDAAF										
# of Settled Transactions	2	0	3	2	-33%	1	0	3	**9**	7
Value ($)	$328,761	$0	$364,000	$585,000	61%	273,966	0	630,000	**1,917,761**	7
Jobs (New & At Risk Jobs) Total	13	0	0	246	N/A	96	0	409	**674**	7
CAPEX	$14,279,494	$0	$505,000	$920,000	82%	2,459,213	0	14,279,494	**17,214,494**	7
Sunny Day										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	**0**	7
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	7
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	7
MEAF										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	**0**	7
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	7
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	7
CDBG										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	**0**	7
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	7
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	7
MIDFA										
# of Settled Transactions	0	0	1	0	-100%	0	0	1	**2**	7
Value ($)	$0	$0	$11,800,000	$0	-100%	1,721,414	0	11,800,000	**12,049,900**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	1	0	4	**4**	7
CAPEX	$0	$0	$0	$0	N/A	156,857	0	1,098,000	**1,098,000**	7
MD Venture Capital (Challenge & Enterprise)										
# of Settled Transactions	2	2	3	2	-33%	2	1	3	**13**	7
Value ($)	$1,150,000	$1,750,000	$11,500,000	$525,000	-95%	2,560,714	500,000	11,500,000	**17,925,000**	7
Jobs (New & At Risk Jobs) Total	0	22	105	61	-42%	47	0	105	**330**	7
CAPEX	$0	$1,750,000	$164,500,000	$1,400,000	-99%	24,935,714	0	164,500,000	**174,550,000**	7
MSBDFA EPIP										
# of Settled Transactions	0	1	0	1	N/A	0	0	1	**3**	7
Value ($)	$0	$55,000	$0	$50,000	N/A	25,286	0	72,000	**177,000**	7
Jobs (New & At Risk Jobs) Total	0	3	0	9	N/A	2	0	9	**13**	7
CAPEX	$0	$140,000	$0	$50,000	N/A	38,571	0	140,000	**270,000**	7
MSBDFA Contract Finance										
# of Settled Transactions	0	0	0	1	N/A	0	0	1	**1**	7
Value ($)	$0	$0	$0	$60,000	N/A	8,571	0	60,000	**60,000**	7
Jobs (New & At Risk Jobs) Total	0	0	0	3	N/A	0	0	3	**3**	7
CAPEX	$0	$0	$0	$60,000	N/A	8,571	0	60,000	**60,000**	7
MSBDFA Guarantee & Surety										
# of Settled Transactions	0	0	0	0	N/A	0	0	0	**0**	7
Value ($)	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Jobs (New & At Risk Jobs) Total	0	0	0	0	N/A	0	0	0	**0**	7
CAPEX	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Military Personnel No-Interest Loan Program										
# of Settled Transactions	1	0	0	0	N/A	0	0	1	**1**	7
Value ($)	$50,000	$0	$0	$0	N/A	7,143	0	50,000	**50,000**	7
Jobs (New & At Risk Jobs) Total	7	0	0	0	N/A	1	0	7	**7**	7
CAPEX	$50,000	$0	$0	$0	N/A	7,143	0	50,000	**50,000**	7

NOTE: Some historic data has been modified.

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

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
FINANCE ASSISTANCE SETTLED BY LOCAL JURISDICTION										
All Finance Assistance Settled ($)	$1,528,761	$1,805,000	$23,664,000	$1,220,000	-95%	4,597,094	800,000	23,664,000	**32,179,661**	7
Allegany	$0	$0	$250,000	$0	-100%	35,714	0	250,000	**250,000**	7
Anne Arundel	$0	$1,555,000	$0	$0	N/A	222,143	0	1,555,000	**1,555,000**	7
Baltimore City	$1,400,000	$250,000	$1,065,000	$0	-100%	530,714	0	1,400,000	**3,715,000**	7
Baltimore County	$78,761	$0	$11,800,000	$60,000	-99%	1,706,966	0	11,800,000	**11,948,761**	7
Calvert	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Caroline	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Carroll	$50,000	$0	$0	$0	N/A	17,429	0	72,000	**122,000**	7
Cecil	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Charles	$0	$0	$0	$50,000	N/A	7,143	0	50,000	**50,000**	7
Dorchester	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Frederick	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Garrett	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Harford	$0	$0	$0	$535,000	N/A	166,429	0	630,000	**1,165,000**	7
Howard	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Kent	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Montgomery	$0	$0	$500,000	$125,000	-75%	89,286	0	500,000	**625,000**	7
Prince George's	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Queen Anne's	$0	$0	$0	$0	N/A	35,700	0	249,900	**249,900**	7
Somerset	$0	$0	$0	$0	N/A	0	0	0	**0**	7
St. Mary's	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Talbot	$0	$0	$0	$0	N/A	214,286	0	1,500,000	**1,500,000**	7
Washington	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Wicomico	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Worcester	$0	$0	$0	$0	N/A	0	0	0	**0**	7
Multiple Jurisdictions	$0	$0	$10,049,000	$450,000	-96%	1,571,286	0	10,049,000	**10,999,000**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
CENTRAL BUSINESS LICENSING SYSTEM

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
PERFORMANCE METRICS										
Number of unique visitors to the CBLS portal web page	10,451	9,213	9,238	13,004	41%	10,404	9,213	13,004	**72,831**	7
Number of new user accounts created	1,889	1,725	1,685	2,486	48%	1,956	1,685	2,486	**13,691**	7
Number of new registrations submitted	1,140	1,027	1,027	1,567	53%	1,171	1,027	1,567	**8,194**	7
Number of registrations approved	1,065	887	898	1,522	69%	1,076	887	1,522	**7,534**	7
Average number of days for approval of registration submissions	1	1.69	1.00	2.00	100%	**N/A**	**N/A**	**N/A**	**N/A**	7
Number of technical support requests	172	109	82	486	493%	193	82	486	**1,353**	7
Percentage of technical support requests successfully resolved	94.18%	98%	95.12%	96.70%	2%	95.01%	90.61%	98.16%	**N/A**	7
Average amount of time needed to resolve a technical support request (days)	<1	<1	<1	<1	N/A	**N/A**	**N/A**	**N/A**	**N/A**	7
Percentage of system uptime	100.00%	98.57%	100.00%	99.97%	-0.03%	99.79%	98.57%	100.00%	**N/A**	7
Penetration Rate										
Number of businesses incorporated not using CBLS	8,160	6,080	6,243	7,953	27%	6,997	6,080	8,160	**48,978**	7
Number of businesses incorporated using CBLS	1,065	887	898	1,522	69%	1,076	887	1,522	**7,534**	7
Penetration rate-percentage**	12%	13%	13%	16%	N/A	13%	12%	16%	**13%**	7

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

NOTE: Beginning January 2014, the metrics will also include support requests via phone and chat. Previous metrics were based on email support requests from applications only.
Numbers will increase compared to previous months.

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

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
DIVISION-WIDE										
STAFF ACTIVITY										
Outreach	0	0	0	0	N/A	0	0	0	**0**	7
Issues Successfully Resolved	0	0	0	0	N/A	0	0	0	**0**	7
PUBLICITY										
Travel Media Exposure (ad value $)	$ 156,226	$ 306,995	$ 731,575	$ 338,304	-54%	739,066	156,226	1,837,928	**5,173,459**	7
Media Placements	56	102	149	139	-7%	113	56	149	**789**	7
Placement Circulation	2,412,437	718,772	4,674,764	3,056,293	-35%	7,273,063	718,772	20,961,945	**50,911,443**	7

OFFICE OF TOURISM DEVELOPMENT										
WEB STATS										
Unique Web Users- OTD Web Site	174,745	123,635	105,999	79,593	-25%	126,214	79,593	174,745	**883,496**	7
Consumer e-newsletter distribution	126,123	125,469	125,270	124,604	-1%	126,832	124,604	131,759	**887,824**	7
Industry partner e-newsletter distribution	8,380	8,324	8,266	8,248	0%	8,405	8,248	8,604	**58,838**	7
Internet Requests	1,124	786	823	N/A	N/A	1,365	786	2,488	**8,190**	6
Internet Clicks- OTD web site ads	77,047	50,511	31,075	N/A	N/A	46,260	31,075	77,047	**277,561**	6
ADVERTISING GENERATED INQUIRIES										
Print Advertising Calls	379	272	275	N/A	N/A	343	272	412	**2,058**	6
Consumer Labels	1,148	920	507	N/A	N/A	1,727	507	3,919	**10,363**	6
TV and Radio Advertising Calls	309	252	261	N/A	N/A	437	252	1,000	**2,624**	6
OTD 800 Number	139	108	75	N/A	N/A	110	32	172	**658**	6
VISITATION										
Welcome Center Visitation	30,255	18,890	14,048	N/A	N/A	28,231	14,048	37,875	**169,386**	6
Lodging-Room Demand-Maryland*	-2.7%	4.1%	0.1%	N/A	N/A	-1	-4	4	**N/A**	6
Lodging-Room Demand-US*	1.5%	2.8%	3.6%	N/A	N/A	2	1	4	**N/A**	6
Lodging-Room Revenue-Maryland*	-4.3%	5.8%	-0.9%	N/A	N/A	-1	-4	6	**N/A**	6
Lodging-Room Revenue-US*	4.8%	5.4%	7.6%	N/A	N/A	6	4	8	**N/A**	6
Amtrak: Non-commuter arrivals	83,500	86,600	82,300	N/A	N/A	80,067	74,100	86,600	**480,400**	6
BWI Domestic Passenger Arrivals	916,214	835,789	N/A	N/A	N/A	970,070	835,789	1,065,143	**4,850,348**	5
International Arrivals	35,016	34,439	N/A	N/A	N/A	42,424	34,439	47,765	**212,122**	5
Total Passengers to BWI	951,230	870,228	N/A	N/A	N/A	1,012,494	870,228	1,112,908	**5,062,470**	5

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

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

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
Tourism-related Sales Taxes Total Receipts										
Restaurants, Lunchrooms, Deli (w/o BWL*)	$ 28,363,272	$ 27,334,023	N/A	N/A	N/A	28,633,327	27,334,023	30,327,152	**143,166,635**	5
Hotels, Motels Selling Food (w/BWL*)	$ 3,977,062	$ 3,653,341	N/A	N/A	N/A	4,178,885	3,653,341	4,521,632	**20,894,425**	5
Restaurants and Nite Clubs (w/BWL*)	$ 20,879,861	$ 19,189,156	N/A	N/A	N/A	21,623,980	19,189,156	23,184,905	**108,119,899**	5
General Merchandise	$ 13,808,790	$ 12,173,475	N/A	N/A	N/A	13,145,283	12,173,475	15,232,536	**65,726,413**	5
Automobile, Bus and Truck Rentals	$ 5,133,378	$ 5,252,376	N/A	N/A	N/A	5,695,015	5,133,378	6,851,890	**28,475,077**	5
Airlines-Commercial	$ 23,729	$ 30,593	N/A	N/A	N/A	31,758	23,729	37,460	**158,791**	5
Hotels, Motels, Apartments, Cottages	$ 8,814,302	$ 7,915,554	N/A	N/A	N/A	9,744,518	7,915,554	10,775,171	**48,722,591**	5
Recreation and Amusement Places	$ 564,093	$ 412,528	N/A	N/A	N/A	643,714	412,528	958,975	**3,218,571**	5

**Beer, wine and liquor license*

Tourism Tax Increments										
Restaurants, Lunchrooms, Deli (w/o BWL*)	9,454,424	9,111,341	N/A	N/A	N/A	9,535,621	9,111,341	10,109,051	**57,213,729**	5
Hotels, Motels Selling Food (w/BWL*)	3,977,062	3,653,341	N/A	N/A	N/A	4,135,418	3,653,341	4,521,632	**24,812,508**	5
Restaurants and Nite Clubs (w/BWL*)	6,959,954	6,396,385	N/A	N/A	N/A	7,250,523	6,396,385	7,728,302	**43,503,141**	5
General Merchandise	690,440	608,674	N/A	N/A	N/A	648,244	603,146	761,627	**3,889,467**	5
Automobile, Bus and Truck Rentals	4,620,040	4,727,138	N/A	N/A	N/A	5,076,442	4,620,040	6,166,701	**30,458,655**	5
Airlines-Commercial	11,865	15,297	N/A	N/A	N/A	15,246	11,865	18,730	**91,474**	5
Hotels, Motels, Apartments, Cottages	8,814,302	7,915,554	N/A	N/A	N/A	9,509,148	7,915,554	10,775,171	**57,054,887**	5
Recreation and Amusement Places	282,047	206,264	N/A	N/A	N/A	306,812	206,264	479,488	**1,840,870**	5

**Beer, wine and liquor license*

Total Jobs (not seasonally adjusted, last two months preliminary)										
Arts, entertainment, and recreation										
Maryland	37,500	35,000	34,000	N/A	N/A	40,433	34,000	47,900	**N/A**	6
United States	2,002,700	1,892,400	1,875,800	N/A	N/A	2,079,017	1,875,800	2,334,100	**N/A**	6
Accommodation										
Maryland	23,900	22,700	22,300	N/A	N/A	24,717	22,300	27,200	**N/A**	6
United States	1,831,200	1,783,000	1,782,800	N/A	N/A	1,869,983	1,782,800	1,977,800	**N/A**	6
Food Services and Drinking Places										
Maryland	185,300	180,900	183,500	N/A	N/A	188,050	180,900	195,800	**N/A**	6
United States	10,385,000	10,340,900	10,304,600	N/A	N/A	10,432,567	10,304,600	10,571,200	**N/A**	6

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

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
MARYLAND FILM OFFICE										
Unique Web Users- MFO Web Site	11,706	10,854	10,783	N/A	N/A	10,039	6,253	11,862	**60,232**	6
PRODUCTION ACTIVITY										
Feature Films										
Number of Productions	0	0	0	N/A	N/A	0	0	0	**N/A (Note)**	6
Estimated Direct Expenditures ($)	$0	$0	$0	N/A	N/A	0	0	0	**0**	6
Film Days (Film)	0	0	0	N/A	N/A	0	0	0	**0**	6
Television										
Number of Productions (Television)	0	0	0	N/A	N/A	0	0	0	**N/A (Note)**	6
Estimated Direct Expenditures ($)	$0	$0	$0	N/A	N/A	0	0	0	**0**	6
Film Days (Television)	0	0	0	N/A	N/A	0	0	0	**0**	6
Other										
Number of Productions (Other)	1	1	1	N/A	N/A	2	0	3	**9**	6
Estimated Direct Expenditures ($)	$195,500	$300,000	$180,000	N/A	N/A	1,458,786	0	7,830,227	**8,752,717**	6

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	14,533	13,615	15,584	N/A	N/A	14,210	12,340	15,584	**85,261**	6

	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14
GRANTS to Organizations									
Number	313	323	354	330	327	240	244	258	254
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	$10,318,790
GRANTS - Community Arts Development									
Number	29	28	28	31	24	24	24	24	24
Total Value ($)	$1,888,831	$2,344,857	$2,439,843	$2,392,098	$2,138,133	$2,138,137	$2,138,134	$2,128,533	$2,404,802
GRANTS to Individuals									
Number	N/A	N/A	N/A	106	97	93	100	87	
Total Value ($)	N/A	N/A	N/A	$251,000	$247,000	$246,000	$252,000	$218,000	

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
PUBLIC RELATIONS										
$ value of media coverage in-state - Proactive	147,944	136,999	78,060	48,157	-38%	94,252	26,199	147,944	**659,761**	7
$ value of media coverage national/trade	30,652	11,235	32,684	35,435	8%	37,846	11,235	107,172	**264,925**	7
Publications w/DBED mentioned - Positive	87	32	63	57	-10%	62	32	87	**433**	7
Media assists (Inclusion) DBED - Reactive	31	8	11	20	82%	16	8	31	**112**	7
Proactive stories generated	149	44	78	72	-8%	85	44	149	**593**	7
Press releases sent	5	6	6	2	-67%	5	2	7	**32**	7
INTERACTIVE										
WEB SITES										
Choose Maryland**										
-Visitors	24,503	20,816	19,725	27,007	37%	24,555	19,725	28,830	**171,887**	7
-Unique Visitors	19,801	16,739	15,869	21,639	36%	19,101	15,869	21,639	**133,705**	7
Cyber Maryland										
-Visitors	814	381	336	517	54%	648	336	1,078	**4,536**	7
-Unique Visitors	585	347	288	438	52%	519	288	811	**3,631**	7
Maryland Made Easy										
-Visitors	2,831	2,462	2,286	3,352	47%	2,697	2,286	3,352	**18,879**	7
-Unique Visitors	2,463	2,137	1,969	2,924	49%	2,318	1,969	2,924	**16,227**	7
Business Resources Page* (URL created to track marketing efforts to employers who sign up for umemployment insurance)										
-Unique Visitors	1,865	1,446	1,354	1,873	38%	1,693	1,354	1,873	**11,850**	7
NEWSLETTER SUBSCRIBERS^										
Bio	4,201	4,160	4,154	4,146	0%	4,191	4,146	4,240	**4,146**	7
Business	14,649	14,531	14,436	14,393	0%	14,745	14,393	15,248	**14,393**	7
Cyber	2,981	2,987	2,999	3,025	1%	3,033	2,970	3,140	**3,025**	7
Economic	11,056	11,025	10,975	10,966	0%	11,172	10,966	11,542	**10,966**	7
Global	5,970	5,952	5,937	5,951	0%	6,035	5,937	6,217	**5,951**	7
Total subscribers	38,857	38,655	38,501	38,481	0%	39,175	38,481	40,364	**38,481**	7
Unique subscribers	25,506	25,342	25,241	25,197	0%	25,788	25,197	26,640	**25,197**	7
SOCIAL MEDIA (MDbiz)^										
Twitter Followers	343	291	271	255	-6%	303	255	352	**255**	7
LinkedIn Members	30	10	2	53	2550%	10	-45	53	**53**	7
Facebook Fans	18	9	7	11	57%	14	5	29	**11**	7
NEWS BLOGS & CREATED CONTENT										
MDbizMedia Posts	25	19	16	21	31%	21	16	27	**148**	7
MDbizMedia Hits	9,877	8,169	6,663	7,858	18%	8,050	6,663	9,877	**56,349**	7
Videos created	7	6	5	2	-60%	4	2	7	**30**	7
YouTube Channel Views	1,564	1,346	946	1,101	16%	1,277	946	1,564	**8,942**	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.

*New measure created in March 2013 reporting period.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
DIVISION OF MARKETING AND COMMUNICATIONS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
OUTREACH										
EVENTS & SPEAKING ENGAGEMENTS										
Events	6	6	2	11	450%	6	2	11	**44**	7
Attendees	620	1,245	101	858	750%	772	101	1,850	**5,404**	7
TRADE SHOWS/EXHIBITIONS										
Events	11	11	2	1	-50%	5	0	11	**35**	7
Attendees	5,275	52,765	300	175	-42%	8,941	0	52,765	**62,590**	7
PAID ADVERTISING & CREATIVE SERVICES										
PAID ADVERTISING										
Number of placements	10	10	3	1	-67%	34	1	200	**235**	7
Number of impressions	1,348,219	1,263,500	95,847	150,000	56%	3,197,367	95,847	15,856,000	**22,381,566**	7
$ cost	35,228	33,585	2,167	6,135	183%	24,979	1,600	60,180	**174,855**	7
$ value	89,283	83,930	2,767	8,680	214%	73,179	2,000	226,080	**512,250**	7
CREATIVE SERVICES/GRAPHICS										
Number of business information projects	39	43	11	14	27%	27	11	43	**189**	7
$ value of creative projects	79,470	99,180	17,020	31,190	83%	52,347	17,020	99,180	**366,430**	7
RESEARCH / INFORMATION RESOURCES										
Internal Research Requests	17	10	9	13	44%	12	7	17	**85**	7
External Communications Requests	23	14	10	9	-10%	11	7	23	**80**	7
Economic Impact Analyses*	2	1	2	1	-50%	1	0	2	**7**	7
Partnerships*	6	1	4	2	-50%	3	1	6	**19**	7

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

**Choose Maryland web sites under Interactive are being measured by Google Analytics as of July, 2013

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
BIOMARYLAND CENTER

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
ISSUES SUCCESSFULLY RESOLVED										
RESEARCH ASSISTANCE ISSUES										
Number of Companies	18	11	4	4	0%	10	4	18	**67**	7
Number of Visits (Individuals)	24	17	4	4	0%	12	4	24	**86**	7
Value of Reports Assessed (F&S)*	$ 1,007,195	$ 289,150	$ 17,000	$ 165,920	876%	$ 385,364	$ 17,000	$ 1,007,195	**$ 2,697,550**	7
TECHNICAL ASSISTANCE ISSUES**										
Number of Issues Resolved	17	11	13	16	23%	18	11	26	**123**	7
OUTREACH										
OUTREACH LEAD BY MBC										
Number of Events	2	0	0	2	N/A	1	0	2	**7**	7
Number of Attendees	125	0	0	350	N/A	69	0	350	**486**	7
OUTREACH SPONSORED BY MBC										
Number of Events	5	4	4	0	-100%	2	0	5	**17**	7
Number of Attendees	600	105,642	685	0	-100%	15,845	0	105,642	**110,912**	7
OTHER OUTREACH - NOT LED OR SPONSORED BY MBC										
Number of Events	4	5	7	12	71%	7	1	13	**47**	7
Number of Attendees	100	210	155	635	310%	217	0	635	**1,520**	7
COMPANIES IN THE BMC BIODIRECTORY										
Venture Valuation Database	730	739	739	742	0%	738	730	742	**5,169**	7
Contacts - Card Exchange	141	100	70	55	-21%	81	43	141	**565**	7
INTERACTIVE										
WEBSITE ANALYTICS										
Visits	8,357	5,978	4,968	7,103	43%	6,776	4,968	8,357	**47,429**	7
Unique Visitors	5,869	4,407	3,718	5,211	40%	4,819	3,718	5,869	**33,734**	7
Page Views	18,657	12,067	9,707	14,113	45%	13,860	9,707	18,657	**97,023**	7
Pages Per Visit	2.23	2.02	1.95	2	2%	2	2	2	**14**	7
Average Time on Site (minutes)	0:02:16	0:02:12	0:01:59	0:01:55	-3%	0:02:04	0:01:55	0:02:16	**0:14:29**	7
SOCIAL MEDIA										
LinkedIn Members	445	500	527	553	5%	445	323	553	**3,114**	7
BioPulse Newsletter Subscribers	4,201	4,160	4,154	4,146	0%	4,191	4,146	4,240	**29,337**	7

*The BioMaryland Center pays an annual subscription fee to Frost & Sullivan to provide access to market reports for Maryland bio companies.
**Technical Assistance may occur at the Baltimore or Rockville BioMaryland Center locations, or at a company's offices, and includes help with business plans and information on financing, grants, and training programs.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
BIOMARYLAND CENTER

Reporting Period: January, 2014

	FY 2012	FY 2013	FY 2014
BIOTECHNOLOGY DEVELOPMENT PROGRAMS			
BIOTECHNOLOGY COMMERCIALIZATION AWARDS			
Applicants	51	45	$ 27
Awards Approved	3	2	
Dollar Value	$ 598,370	$ 299,300	
BIOTECHNOLOGY TRANSLATIONAL RESEARCH AWARDS			
Applicants	41	25	11
Awards Approved	4	3	
Dollar Value	$ 798,225	$ 599,100	
BIOTECH TAX CREDIT^			
Applicants	285	191	$ 227
Companies Benefitting	19	23	20
Investors Receiving (in-state)	62	58	70
Investors Receiving (out-of-state)	92	72	60
Investors Receiving (international)	$ 2	$ 4	$ 1
Dollar Value	$ 8,075,974	$ 7,311,611	$ 8,584,537

^Data manually tallied.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
LEADING MARKET INDICATORS										
LABOR FORCE (thousands)										
Maryland	3,114	3,113	3,109	N/A	N/A	3,116	3,109	3,128	**N/A**	6
United States	154,625	155,284	154,937	N/A	N/A	155,241	154,625	155,693	**N/A**	6
EMPLOYMENT (thousands)										
Maryland	2,905	2,914	2,919	N/A	N/A	2,908	2,896	2,919	**N/A**	6
United States	143,485	144,443	144,586	N/A	N/A	144,208	143,485	144,586	**N/A**	6
UNEMPLOYMENT RATE (%)										
Maryland	6.7%	6.4%	6.1%	N/A	N/A	7	6	7	**N/A**	6
United States	7.2%	7.0%	6.7%	N/A	N/A	7	7	7	**N/A**	6
INITIAL CLAIMS FOR UNEMPLOYMENT (thousands)										
Maryland	29,082	20,625	25,099	N/A	N/A	24,852	20,625	29,082	**N/A**	6
United States	1,568,018	1,336,850	1,623,226	N/A	N/A	1,455,159	1,335,612	1,623,226	**N/A**	6
BUSINESS AND CONSUMER MARKETS										
BWI TRAFFIC										
BWI Cargo (Metric Tons)	9,499	8,568	NA	N/A	N/A	8,906	8,500	9,499	**44,530**	5
BWI Commercial Passengers (Millions)	1,850,576	1,742,945	NA	N/A	N/A	1,909,974	1,690,822	2,165,390	**9,549,868**	5
HOME SALES (# units)										
Maryland	5,128	4,408	4,854	N/A	N/A	5,366	4,408	6,481	**32,194**	6
United States	424	362	386	N/A	N/A	439	362	519	**2,636**	6
RESIDENTIAL BUILDING PERMITS (# units)										
Maryland	1,680	1,455	1,173	N/A	N/A	1,550	1,173	2,321	**9,299**	6
United States	90,341	71,721	75,485	N/A	N/A	82,044	71,721	90,341	**492,263**	6
AUTOMOBILE SALES (# units)										
Maryland	27,106	23,235	23,574	N/A	N/A	27,054	23,235	31,348	**162,324**	6
United States (in Thousands)	1,293	1,389	1,304	N/A	N/A	1,332	1,293	1,389	**7,989**	6

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
MARYLAND AND US ECONOMIC INDICATORS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
JOBS BY INDUSTRY SECTOR (in thousands)										
TOTAL NON-AGRICULTURAL EMPLOYMENT										
Maryland	2,609	2,618	2,625	N/A	N/A	2,614	2,607	2,625	**N/A**	6
United States	136,562	136,803	136,877	N/A	N/A	136,457	135,949	136,877	**N/A**	6
CONSTRUCTION NATURAL RESOURCES & MINING										
Maryland	149	151	151	N/A	N/A	149	147	151	**N/A**	6
United States	6,716	6,736	6,724	N/A	N/A	6,706	6,677	6,736	**N/A**	6
MANUFACTURING										
Maryland	105	104	103	N/A	N/A	106	103	109	**N/A**	6
United States	11,988	12,019	12,028	N/A	N/A	11,986	11,948	12,028	**N/A**	6
TRADE, TRANSPORTATION AND UTILITIES										
Maryland	456	457	460	N/A	N/A	456	454	460	**N/A**	6
United States	26,150	26,217	26,286	N/A	N/A	26,125	25,968	26,286	**N/A**	6
INFORMATION										
Maryland	38	38	37	N/A	N/A	38	37	39	**N/A**	6
United States	2,683	2,684	2,672	N/A	N/A	2,683	2,672	2,700	**N/A**	6
FINANCIAL ACTIVITIES										
Maryland	144	143	144	N/A	N/A	144	143	144	**N/A**	6
United States	7,910	7,911	7,915	N/A	N/A	7,908	7,901	7,915	**N/A**	6
PROFESSIONAL AND BUSINESS SERVICES										
Maryland	425	428	431	N/A	N/A	427	424	431	**N/A**	6
United States	18,729	18,770	18,789	N/A	N/A	18,697	18,588	18,789	**N/A**	6
EDUCATION AND HEALTH SERVICES										
Maryland	428	428	429	N/A	N/A	428	427	429	**N/A**	6
United States	20,782	20,823	20,823	N/A	N/A	20,769	20,685	20,823	**N/A**	6
LEISURE AND HOSPITALITY										
Maryland	249	250	253	N/A	N/A	249	247	253	**N/A**	6
United States	14,262	14,282	14,291	N/A	N/A	14,240	14,169	14,291	**N/A**	6
OTHER SERVICES										
Maryland	112	113	113	N/A	N/A	113	112	113	**N/A**	6
United States	5,495	5,499	5,500	N/A	N/A	5,493	5,483	5,500	**N/A**	6
GOVERNMENT										
Maryland	504	506	506	N/A	N/A	506	504	509	**N/A**	6
United States	21,847	21,862	21,849	N/A	N/A	21,851	21,826	21,864	**N/A**	6
AVERAGE WEEKLY HOURS- MANUFACTURING										
Maryland	41.4	41.1	40.3	N/A	N/A	40.6	39.7	41.4	**N/A**	6
United States	42.0	42.2	42.7	N/A	N/A	42.1	41.3	42.7	**N/A**	6
AVERAGE WEEKLY EARNINGS- MANUFACTURING ($)										
Maryland	764.7	774.7	802.4	N/A	N/A	756.4	708.3	802.4	**N/A**	6
United States	813.5	819.5	836.9	N/A	N/A	815.4	795.0	836.9	**N/A**	6

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
NEW AND EXPANDING BUSINESSES										
Location Announcements-TOTAL	20	9	23	10	-57%	20	9	31	**143**	7
New Locations	4	2	6	1	-83%	5	1	8	**32**	7
Expansions	16	7	17	9	-47%	16	7	25	**111**	7
Total Capital Investment (Millions)	89	7	11	39	255%	188	7	706	**1,314**	7
Total New Jobs	1,160	220	446	75	-83%	472	75	1,160	**3,301**	7
NEW JOBS BY COUNTY										
Allegany	0	0	270	0	-100%	39	0	270	**270**	7
Anne Arundel	0	0	0	0	N/A	5	0	27	**33**	7
Baltimore City	1,000	0	0	0	N/A	194	0	1,000	**1,355**	7
Baltimore County	20	20	0	0	N/A	6	0	20	**45**	7
Calvert	0	0	0	0	N/A	0	0	0	**0**	7
Caroline	0	0	0	0	N/A	0	0	0	**0**	7
Carroll	0	0	0	75	N/A	11	0	75	**75**	7
Cecil	0	0	0	0	N/A	0	0	0	**0**	7
Charles	0	0	0	0	N/A	6	0	40	**40**	7
Dorchester	0	0	0	0	N/A	0	0	0	**0**	7
Frederick	0	0	176	0	-100%	42	0	176	**296**	7
Garrett	0	0	0	0	N/A	4	0	25	**25**	7
Harford	0	200	0	0	N/A	49	0	200	**340**	7
Howard	0	0	0	0	N/A	16	0	90	**110**	7
Kent	0	0	0	0	N/A	0	0	0	**0**	7
Montgomery	0	0	0	0	N/A	47	0	143	**327**	7
Prince George's	0	0	0	0	N/A	0	0	0	**0**	7
Queen Anne's	0	0	0	0	N/A	0	0	0	**0**	7
Somerset	0	0	0	0	N/A	0	0	0	**0**	7
St. Mary's	0	0	0	0	N/A	0	0	0	**0**	7
Talbot	0	0	0	0	N/A	0	0	0	**0**	7
Washington	140	0	0	0	N/A	26	0	140	**185**	7
Wicomico	0	0	0	0	N/A	29	0	200	**200**	7
Worcester	0	0	0	0	N/A	0	0	0	**0**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

NEW AND EXPANDING BUSINESSES BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
NEW JOBS BY INDUSTRY										
Agriculture	0	0	0	0	N/A	14	0	100	**100**	7
Mining	0	0	0	0	N/A	0	0	0	**0**	7
Utilities	0	0	0	0	N/A	0	0	0	**0**	7
Construction	0	0	0	0	N/A	0	0	0	**0**	7
Manufacturing	140	0	426	75	-82%	152	0	426	**1,062**	7
Wholesale trade	20	0	0	0	N/A	3	0	20	**20**	7
Retail trade	1,000	200	0	0	N/A	171	0	1,000	**1,200**	7
Transportation and warehousing	0	0	0	0	N/A	26	0	160	**185**	7
Information	0	0	20	0	-100%	5	0	20	**35**	7
Finance and insurance	0	0	0	0	N/A	7	0	50	**50**	7
Real estate	0	0	0	0	N/A	2	0	15	**15**	7
Professional services	0	20	0	0	N/A	75	0	180	**522**	7
Management of companies	0	0	0	0	N/A	0	0	0	**0**	7
Administrative services	0	0	0	0	N/A	1	0	10	**10**	7
Educational services	0	0	0	0	N/A	0	0	0	**0**	7
Health care	0	0	0	0	N/A	1	0	10	**10**	7
Arts, entertainment and recreation	0	0	0	0	N/A	11	0	80	**80**	7
Accommodation and food services	0	0	0	0	N/A	0	0	0	**0**	7
Other services	0	0	0	0	N/A	2	0	12	**12**	7
Federal government	0	0	0	0	N/A	0	0	0	**0**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DOWNSIZINGS AND CLOSINGS BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
CLOSING AND DOWNSIZING BUSINESSES										
Layoff Announcements-TOTAL	3	2	5	6	20%	4	0	6	**25**	7
Closings	2	0	3	3	0%	2	0	3	**13**	7
Downsizings	1	2	2	3	50%	2	0	4	**12**	7
IMPACTED JOBS										
Total Impacted Jobs	165	480	509	1,191	134%	431	0	1,191	**3,015**	7
BY COUNTY										
Allegany	0	0	0	0	N/A	0	0	0	**0**	7
Anne Arundel	65	0	40	0	-100%	15	0	65	**105**	7
Baltimore City	100	74	40	78	95%	61	0	100	**428**	7
Baltimore County	0	49	107	125	17%	40	0	125	**281**	7
Calvert	0	0	0	0	N/A	0	0	0	**0**	7
Caroline	0	0	0	0	N/A	0	0	0	**0**	7
Carroll	0	0	0	0	N/A	0	0	0	**0**	7
Cecil	0	0	0	0	N/A	0	0	0	**0**	7
Charles	0	0	0	0	N/A	0	0	0	**0**	7
Dorchester	0	0	40	0	-100%	6	0	40	**40**	7
Frederick	0	0	40	0	-100%	8	0	40	**58**	7
Garrett	0	0	0	0	N/A	0	0	0	**0**	7
Harford	0	0	191	0	-100%	27	0	191	**191**	7
Howard	0	333	11	147	1236%	82	0	333	**577**	7
Kent	0	0	40	0	-100%	6	0	40	**40**	7
Montgomery	0	24	0	0	N/A	28	0	173	**197**	7
Prince George's	0	0	0	86	N/A	35	0	156	**242**	7
Queen Anne's	0	0	0	0	N/A	0	0	0	**0**	7
Somerset	0	0	0	0	N/A	0	0	0	**0**	7
St. Mary's	0	0	0	105	N/A	15	0	105	**105**	7
Talbot	0	0	0	0	N/A	0	0	0	**0**	7
Washington	0	0	0	650	N/A	93	0	650	**650**	7
Wicomico	FALSE	0	0	0	N/A	14	0	101	**101**	7
Worcester	0	0	0	0	N/A	0	0	0	**0**	7
Multi-jurisdictional	0	0	0	0	N/A	0	0	0	**0**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DOWNSIZINGS AND CLOSINGS BASED ON SURVEYS AND PUBLIC ANNOUNCEMENTS

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	From Last Mo	Average	Minimum	Maximum	Total	Periods
BY INDUSTRY										
Agriculture	0	0	0	0	N/A	0	0	0	**0**	7
Mining	0	0	0	0	N/A	0	0	0	**0**	7
Utilities	0	0	0	0	N/A	0	0	0	**0**	7
Construction	0	0	0	0	N/A	0	0	0	**0**	7
Manufacturing	0	0	54	0	-100%	37	0	208	**262**	7
Wholesale trade	0	0	0	125	N/A	18	0	125	**125**	7
Retail trade	80	0	391	78	-80%	78	0	391	**549**	7
Transportation and warehousing	0	0	0	0	N/A	0	0	0	**0**	7
Information	0	333	0	0	N/A	48	0	333	**333**	7
Finance and insurance	20	0	64	650	916%	107	0	650	**752**	7
Real estate	0	0	0	0	N/A	0	0	0	**0**	7
Professional services	0	0	0	105	N/A	43	0	197	**302**	7
Management of companies	0	0	0	0	N/A	0	0	0	**0**	7
Administrative services	0	0	0	0	N/A	12	0	86	**86**	7
Educational services	0	0	0	0	N/A	0	0	0	**0**	7
Health care	0	147	0	0	N/A	44	0	161	**308**	7
Arts, entertainment and recreation	0	0	0	0	N/A	0	0	0	**0**	7
Accommodation and food services	65	0	0	0	N/A	9	0	65	**65**	7
Other services	0	0	0	233	N/A	33	0	233	**233**	7
Federal government	0	0	0	0	N/A	0	0	0	**0**	7

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT
AGENCY WIDE OVERVIEW

Reporting Period: January, 2014

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2014 SUMMARY				
	Oct-13	Nov-13	Dec-13	Jan-14	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.

List of Successfully Resolved Issues that have Associated Jobs

COMPLETION DATE	ACCOUNT	COUNTY
7/2/2013	Tiny Tots Learning Center	Baltimore County
7/3/2013	Lieber Institute	Baltimore City
7/3/2013	Vocus, Inc.	Prince George's
7/20/2013	Amethyst Technologies, LLC	Baltimore County
7/20/2013	Jacks Small Engine & Generator Service, LLC	Harford
7/20/2013	MRE Technology Solutions, LLC	Anne Arundel
7/20/2013	Parking Panda Corp	Baltimore City
7/20/2013	Unleashed Technologies, LLC	Howard
7/24/2013	Reel Genie	Montgomery
8/1/2013	Village Family Dental Spaa, LLC	Charles
8/2/2013	Berkeley Springs Instruments	Allegany
8/8/2013	Cyber Security Engineering Associates	Baltimore County
8/19/2013	Zeuss, Inc.	Talbot
8/26/2013	Choptank Transport	Caroline
8/27/2013	Three Sixty Motor Express	Carroll
8/28/2013	Tailored by Design, LLC dba Tailored Living	Anne Arundel
9/6/2013	Successful Children Learning Center II	Baltimore County
9/6/2013	Weather Analytics	Out of State
9/13/2013	Temple Allen Industries	Montgomery
9/26/2013	Garrett Container Systems	Garrett
9/26/2013	Yash LLC dba Menchie's Frozen Yogurt	Baltimore County
9/27/2013	MedImmune, LLC	Montgomery
9/30/2013	Silent Circle LLC	Prince George's
10/1/2013	Fluid Motion, LLC	Washington
10/1/2013	The Children's Guild	Baltimore City
10/2/2013	KEYW Corporation	Anne Arundel
10/4/2013	GrayBug, LLC	Baltimore City
10/8/2013	Calvert Education Services, LLC	Baltimore County
10/17/2013	Berry Plastics Corporation (Poly-Seal Corporation)	Baltimore City
10/23/2013	Orlando Products, Inc.	Baltimore City
10/29/2013	Volvo Powertrain North America	Washington
11/4/2013	Bell Enterprises, LLC. dba Gowaiter of Waldorf	Charles
11/4/2013	Plasmonix, Inc. (W. Gust)	Baltimore City
11/4/2013	Superior Technology Solutions Corporation	Baltimore City
11/18/2013	RTR Technologies, LLC	Harford

COMPLETION DATE	ACCOUNT	COUNTY
11/21/2013	James M. Graves, DDS, P.A.	Baltimore County
12/4/2013	Under Armour, Inc.	Baltimore City
12/12/2013	Laura Woods dba Maryland Quartermaster	Harford
12/17/2013	Pulse8, LLC	Anne Arundel
12/19/2013	Chesapeake Turf, LLC	Wicomico
1/9/2014	3CLogic	Montgomery
1/7/2014	6th Street, Inc. dba Sales Warp	Baltimore City
1/28/2014	Bell Enterprises, LLC. dba Gowaiter of Waldorf	Charles
1/9/2014	CoFoundersLab, Inc.	Montgomery
1/7/2014	Cytomedix, Inc.	Montgomery
1/7/2014	Luminal, Inc.	Frederick
1/30/2014	M.C. Dean	Baltimore City
1/24/2014	Optoro, Inc. (formerly Moore OR Lesh, LLC)	Prince George's
1/28/2014	Red Rock Enterprises, LLC	Garrett
1/17/2014	Tales2Go	Out of State
1/13/2014	Technology Service Corporation (TSC)	Montgomery
1/30/2014	Telos Corporation - Maple Lawn	Howard
1/30/2014	Town of Princess Anne	Somerset