



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
AGENCY WIDE OVERVIEW

Reporting Period: March, 2009

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2009 SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>BUSINESSES ASSISTED</b>										
Businesses Assisted (ED, DIIT, DMBD, TFA)*	82	76	65	63	-3%	99	43	342	891	9
Facility Location Decisions (ED, DIIT, DMBD)	3	8	10	3	-70%	6	3	10	54	9
Issues Resolved (ED)	23	29	16	25	56%	21	10	29	188	9
Settled Loans and Grants (ED)	18	19	9	18	100%	15	5	27	134	9
Other	38	20	30	17	-43%	57	13	305	515	9

- 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.



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
PERSONNEL DATA

Reporting Period: March, 2009

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2009 SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>NUMBER OF EMPLOYEES PER DIVISION</b>										
Office of the Secretary	N/A	112	111	111	0%	111	111	112	N/A	3
Marketing and Business Development	N/A	24	24	24	0%	24	24	24	N/A	3
Economic Development	N/A	60	60	60	0%	60	60	60	N/A	3
Tourism, Film and the Arts	N/A	56	56	56	0%	56	56	56	N/A	3
<b>OVERTIME (HOURS)</b>										
Office of the Secretary	N/A	24	18	21	17%	21	18	24	N/A	3
Marketing and Business Development	N/A	1	0	0	N/A	0	0	1	N/A	3
Economic Development	N/A	0	0	0	N/A	0	0	0	N/A	3
Tourism, Film and the Arts	N/A	0	0	2	N/A	1	0	2	N/A	3
<b>SICK LEAVE (HOURS)</b>										
Office of the Secretary	N/A	724	506	856	69%	695	506	856	N/A	3
Marketing and Business Development	N/A	127	144	54	-63%	108	54	144	N/A	3
Economic Development	N/A	345	291	363	25%	333	291	363	N/A	3
Tourism, Film and the Arts	N/A	448	337	250	-26%	345	250	448	N/A	3
<b>ACCIDENT LEAVE (HOURS)</b>										
Office of the Secretary	N/A	0	0	0	N/A	0	0	0	N/A	3
Marketing and Business Development	N/A	0	0	0	N/A	0	0	0	N/A	3
Economic Development	N/A	0	0	0	N/A	0	0	0	N/A	3
Tourism, Film and the Arts	N/A	0	0	0	N/A	0	0	0	N/A	3
<b>UNSCHEDULED LEAVE (HOURS)</b>										
Office of the Secretary	N/A	21	12	11	-8%	15	11	21	N/A	3
Marketing and Business Development	N/A	0	0	0	N/A	0	0	0	N/A	3
Economic Development	N/A	17	17	16	-6%	17	16	17	N/A	3
Tourism, Film and the Arts	N/A	0	8	12	50%	7	0	12	N/A	3
<b>FROI TO IWIF</b>										
Office of the Secretary	N/A	0	0	0	N/A	0	0	0	N/A	3
Marketing and Business Development	N/A	0	0	0	N/A	0	0	0	N/A	3
Economic Development	N/A	1	0	0	N/A	0	0	1	N/A	3
Tourism, Film and the Arts	N/A	1	0	0	N/A	0	0	1	N/A	3
<b>FROI LAG &gt; 3 DAYS</b>										
Office of the Secretary	N/A	0	0	0	N/A	0	0	0	N/A	3
Marketing and Business Development	N/A	0	0	0	N/A	0	0	0	N/A	3
Economic Development	N/A	0	0	0	N/A	0	0	0	N/A	3
Tourism, Film and the Arts	N/A	0	0	0	N/A	0	0	0	N/A	3



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

StateStat

Reporting Period:  
February, 2009

MBE CONTRACT ACTIVITY

Goal Achieved: 14.71% # Waivers requested: 0 # Waivers granted: 0 Goal Achieved: 71.21% # Waivers requested: 1 # Waivers granted: 0

PROCUREMENT/CONTRACT AWARDS	CURRENTLY AVAILABLE PERIOD (Month, Year)						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	%
<b>Payment Totals</b>	\$72,412.93	\$53,359.14 73.69%	\$503.31 0.70%	0.00%	\$53,862.45	74.38%	\$3,969,921.48	\$820,693.79 \$0.21	\$89,737.00 \$0.02	\$1,114.56 \$0.00	\$911,545.35	22.96%
<b>Awards Totals</b>	\$176,029.00	\$7,000.00 3.98%	\$18,893.00 10.73%	0.00%	\$25,893.00	14.71%	\$4,911,176.77	\$3,371,670.00 68.65%	\$123,324.52 2.51%	\$2,372.00 0.05%	\$3,497,366.52	71.21%
Architectural and Engineering					\$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	
Construction Related					\$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	
Services	\$151,226.00	\$7,000.00	\$18,893.00		\$25,893.00	17.12%	\$4,059,364.00	\$3,108,367.00	\$64,436.00	\$2,229.00	\$3,175,032.00	78.22%
Supplies and Equipment					\$0.00		\$4,385.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
IT Services					\$0.00		\$316,934.00	\$261,929.00	\$0.00	\$0.00	\$261,929.00	82.64%
IT Supplies and Equipment	\$24,802.00				\$0.00	0.00%	\$235,792.00	\$1,374.00	\$19,680.00	\$0.00	\$21,054.00	8.93%
Human, Cultural, Social & Educational					\$0.00		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Corporate Credit Card	\$32,352.80		\$11,741.00		\$11,741.00	36.29%	\$141,109.95	\$0.00	\$39,208.52	\$143.00	\$39,351.52	27.89%
Direct Vouchers	\$16,214.27				\$0.00	0.00%	\$153,591.82	\$0.00	\$0.00	\$0.00	\$0.00	0.00%

SBR INDICATORS	Agency Total	Total SBR	# Designated Procurements	%	Agency Total	Total SBR	# Designated Procurements	%
<b>Payment Totals</b>	\$470,924	\$112,770	4	23.95%	\$5,044,329	\$571,392	25	11.33%



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
DIVISION OF MARKETING AND BUSINESS DEVELOPMENT

Reporting Period: March, 2009

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2009 SUMMARY					GOALS	
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods	FY 09 GOAL	% TO GOAL
<b>PROGRESS TOWARD GOALS</b>												
Pipeline Projects	32	43	50	68	36%	48	32	68	N/A	4	45	107%
Facility Location Decisions	0	3	1	0	-100%	1	0	3	11	9	14	79%
Facility Location- Assists to Other Divisions	0	1	1	0	-100%	0	0	1	4	9	10	40%
Trade Shows and Marketing Events	5	0	8	4	-50%	4	0	8	32	9	12	267%

<b>CURRENT FACILITY LOCATION PIPELINE</b>												
Number of Pipeline Projects	32	43	50	68	36%	48	32	68	N/A	4	N/A	N/A
<b>PIPELINE PROJECTS BY SALES STAGE</b>												
Prospects	23	34	40	55	38%	38	23	55	N/A	4	N/A	N/A
Short List	9	9	10	13	30%	10	9	13	N/A	4	N/A	N/A

<b>PIPELINE PROJECTS BY INDUSTRY SECTOR</b>												
Safety and Security	14	14	16	17	6%	15	14	17	N/A	4	N/A	N/A
Science and Health	2	9	9	11	22%	8	2	11	N/A	4	N/A	N/A
Sustainability	1	4	4	7	75%	4	1	7	N/A	4	N/A	N/A
Other	15	16	21	33	57%	21	15	33	N/A	4	N/A	N/A

<b>FACILITY LOCATION DECISIONS</b>												
Facility Location Decisions	0	3	1	0	-100%	1	0	3	11	9	N/A	N/A
New and Retained Jobs	0	330	8	0	-100%	68	0	330	613	9	N/A	N/A
Total Capex	\$0	\$34,000,000	\$0	\$0	N/A	\$5,544,444	\$0	\$34,000,000	\$49,900,000	9	N/A	N/A

<b>FACILITY LOCATION DECISION ASSISTS TO OTHER DBED DIVISIONS</b>												
Facility Location- Assists to Other Divisions	0	1	1	0	-100%	0	0	1	4	9	N/A	N/A
New and Retained Jobs	0	30	50	0	-100%	10	0	50	93	9	N/A	N/A
Total Capex	\$0	\$500,000,000	\$0	\$0	N/A	\$70,777,778	\$0	\$500,000,000	\$637,000,000	9	N/A	N/A

<b>MAJOR TRADE SHOWS AND MARKETING EVENTS</b>												
Trade Shows and Marketing Events	5	0	8	4	-50%	4	0	8	32	9	N/A	N/A
New Leads from Trade Shows and Mktg Evt	0	1	1	1	0%	0	0	1	4	9	N/A	N/A



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

Reporting Period: March, 2009

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2009 SUMMARY					GOALS	
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods	FY 09 GOAL	% TO GOAL
<b>PROGRESS TOWARD GOALS</b>												
FDI Engagements	21	27	14	55	#NAME?	15	0	55	134	9	300	45%
FDI Prospect Visits	7	3	3	4	#NAME?	3	0	10	30	9	30	100%
FDI Facility Location Decisions	0	2	1	0	#NAME?	1	0	3	9	9	10	90%
Retention Visits- Foreign Owned Companies	0	16	2	9	#NAME?	3	0	16	31	9	55	56%
Trade Shows and Marketing Events	2	2	4	10	#NAME?	6	2	12	58	9	30	193%
ExportMD Grants Approved (Quarterly)	0	0	12	0	#NAME?	3	0	12	24	9	20	120%
Export Actions and Foreign Office Work Orders	20	21	9	19	#NAME?	16	6	28	142	9	120	118%

**CURRENT FACILITY LOCATION PIPELINE**

Number of Pipeline Projects	41	38	32	44	38%	39	32	44	N/A	4	N/A	N/A
<b>PIPELINE PROJECTS BY SALES STAGE</b>												
Prospects	37	33	31	43	39%	36	31	43	N/A	4	N/A	N/A
Short List	4	5	1	1	0%	3	1	5	N/A	4	N/A	N/A

**PIPELINE PROJECTS BY INDUSTRY SECTOR**

Safety and Security	11	10	8	10	25%	10	8	11	N/A	4	N/A	N/A
Science and Health	21	19	16	20	25%	19	16	21	N/A	4	N/A	N/A
Sustainability	5	4	4	9	125%	6	4	9	N/A	4	N/A	N/A
Other	4	5	4	5	25%	5	4	5	N/A	4	N/A	N/A

**FACILITY LOCATION DECISIONS**

Facility Location Decisions	0	2	1	0	-100%	1	0	3	9	9	N/A	N/A
New and Retained Jobs	0	17	50	0	-100%	10	0	50	88	9	N/A	N/A
Total Capex	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9	N/A	N/A

**MAJOR TRADE SHOWS, MARKETING EVENTS AND FOREIGN OFFICE LEADS**

Trade Shows and Marketing Events	2	2	4	10	150%	6	2	12	58	9	N/A	N/A
New Leads from Trade Shows and Mktg Evts*	5	0	4	1	-75%	2	0	6	20	9	N/A	N/A
New Leads from Foreign Offices*	7	8	4	6	50%	5	1	9	42	9	N/A	N/A
<b>NEW LEADS BY INDIVIDUAL FOREIGN OFFICE</b>												
Brazil	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Canada	1	1	2	0	-100%	0	0	2	4	9	N/A	N/A
China	1	1	0	4	N/A	1	0	4	7	9	N/A	N/A
France	5	0	1	0	-100%	1	0	5	13	9	N/A	N/A
Israel	0	5	0	1	N/A	2	0	8	15	9	N/A	N/A
Japan	0	0	0	1	N/A	0	0	1	1	9	N/A	N/A
Korea	0	1	0	0	N/A	0	0	1	1	9	N/A	N/A
Montenegro	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A



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

Reporting Period: March, 2009

	MONTHLY REPORTING PERIODS				% Change	FISCAL YEAR 2009 SUMMARY					GOALS	
	Dec-08	Jan-09	Feb-09	Mar-09	From Last Mo	Average	Minimum	Maximum	Total	Periods	FY 09 GOAL	% TO GOAL
South Africa	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Taiwan	0	0	1	0	-100%	0	0	1	1	9	N/A	N/A
<b>EXPORT ASSISTANCE (COMPLETED)</b>												
ExportMD Grants Approved (Quarterly)	0	0	12	0	-100%	3	0	12	24	9	N/A	N/A
Export Actions	16	12	4	8	100%	11	4	22	96	9	N/A	N/A
Foreign Office Work Orders	4	9	5	11	120%	5	2	11	46	9	N/A	N/A



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

	MONTHLY REPORTING PERIODS				% Change From Last Mo	TWELVE MONTH SUMMARY					GOALS	
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods	FY 09 GOAL	% TO GOAL
<b>PROGRESS TOWARD GOALS</b>												
<b>Regional Offices FY2009</b>												
Issues Pipeline (Monthly goal)	110	120	155	167	8%	138	110	167	N/A	4	70	239%
Issues Resolved	23	23	15	24	60%	18	5	26	166	9	150	111%
Facility Location Pipeline (Monthly goal)	53	47	52	49	-6%	50	47	53	N/A	4	84	58%
Facility Location Decisions	3	3	8	3	-63%	4	2	8	34	9	38	89%
Outreach Activities	20	17	51	31	-39%	29	17	51	257	9	350	73%
Retention Visits	42	52	69	83	20%	59	42	83	527	9	650	81%
Training Grants Approved	2	0	6	0	-100%	1	0	6	10	9	81	12%
Projected Workers Trained	37	0	72	0	-100%	14	0	72	124	9	6,000	2%
Projected Retained Jobs	23	0	0	0	N/A	5	0	23	43	9	8,000	1%
Projected New Jobs	17	0	0	0	N/A	2	0	17	18	9	3,000	1%
<b>Small Business FY 2009</b>												
Counseling Projects Completed	5	3	2	1	-50%	3	0	7	26	9	62	42%
Issues Resolved	0	6	1	1	0%	3	0	11	23	9	60	38%
Outreach Activities	10	15	13	13	0%	19	7	37	170	9	150	113%
<b>BUSINESS ASSISTANCE PIPELINE</b>												
All Business Assistance	207	189	226	237	5%	215	189	237	N/A	4	N/A	N/A
<b>BY TYPE OF ASSISTANCE</b>												
Facility Location Pipeline	53	47	52	49	-6%	50	47	53	N/A	4	N/A	N/A
Issues Pipeline	110	120	155	167	8%	138	110	167	N/A	4	N/A	N/A
Small Business Counseling Pipeline	44	22	19	21	11%	27	19	44	N/A	4	N/A	N/A
<b>BUSINESS ASSISTANCE COMPLETED</b>												
All Business Assistance	30	35	26	29	12%	27	19	35	245	9	N/A	N/A
<b>BY TYPE OF ASSISTANCE</b>												
Facility Location Decisions	3	3	8	3	-63%	4	2	8	34	9	N/A	N/A
Issues	23	29	16	25	56%	21	10	29	189	9	N/A	N/A
Small Business Counseling	4	3	2	1	-50%	2	0	7	22	9	N/A	N/A
<b>Assistance Provided to MBE's</b>												
Number of Minority Owned Businesses Assisted	4	7	6	4	-33%	5	0	7	43	9	N/A	N/A



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

	MONTHLY REPORTING PERIODS				% Change From Last Mo	TWELVE MONTH SUMMARY					GOALS	
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods	FY 09 GOAL	% TO GOAL
<b>BUSINESS ASSISTANCE COMPLETED BY COUNTY</b>												
Allegany	2	0	1	1	0%	1	0	5	12	9	N/A	N/A
Anne Arundel	1	0	2	0	-100%	1	0	2	7	9	N/A	N/A
Baltimore City	2	4	2	2	0%	2	1	4	19	9	N/A	N/A
Baltimore County	2	2	1	3	200%	2	0	4	16	9	N/A	N/A
Calvert	0	1	2	1	-50%	1	0	2	6	9	N/A	N/A
Caroline	3	1	2	0	-100%	2	0	3	14	9	N/A	N/A
Carroll	2	3	3	3	0%	2	0	6	21	9	N/A	N/A
Cecil	0	2	0	1	N/A	1	0	3	8	9	N/A	N/A
Charles	0	1	3	1	-67%	1	0	3	7	9	N/A	N/A
Dorchester	1	3	1	3	200%	2	0	6	19	9	N/A	N/A
Frederick	0	0	6	1	-83%	1	0	6	8	9	N/A	N/A
Garrett	0	0	0	1	N/A	1	0	3	7	9	N/A	N/A
Harford	0	1	0	2	N/A	1	0	3	10	9	N/A	N/A
Howard	4	0	1	2	100%	1	0	4	12	9	N/A	N/A
Kent	0	1	0	1	N/A	0	0	1	3	9	N/A	N/A
Montgomery	2	1	1	3	200%	2	0	3	15	9	N/A	N/A
Prince George's	1	5	3	0	-100%	2	0	5	18	9	N/A	N/A
Queen Anne's	3	1	1	0	-100%	1	0	3	6	9	N/A	N/A
Somerset	0	0	0	0	N/A	0	0	1	1	9	N/A	N/A
St. Mary's	1	2	2	1	-50%	1	0	2	9	9	N/A	N/A
Talbot	2	2	0	2	N/A	1	0	3	9	9	N/A	N/A
Washington	1	0	2	0	-100%	1	0	3	9	9	N/A	N/A
Wicomico	0	1	0	1	N/A	0	0	1	2	9	N/A	N/A
Worcester	0	1	1	0	-100%	0	0	1	2	9	N/A	N/A
Non-Specified (Out of State Parent)	0	0	N/A	0	N/A	0	0	0	0	8	N/A	N/A



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

	MONTHLY REPORTING PERIODS				% Change From Last Mo	TWELVE MONTH SUMMARY					GOALS	
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods	FY 09 GOAL	% TO GOAL
<b>ISSUES RESOLVED</b>												
All Issues Resolved	18	17	13	25	92%	18	10	26	159	9	N/A	N/A
<b>BY ISSUE TYPE</b>												
Environmental	0	0	0	0	N/A	0	0	1	3	9	N/A	N/A
Financing	0	1	4	3	-25%	2	0	4	20	9	N/A	N/A
Legislative	1	0	0	0	N/A	0	0	1	2	9	N/A	N/A
Marketing Assistance	6	4	5	7	40%	4	2	7	35	9	N/A	N/A
Permits	0	1	0	0	N/A	1	0	3	10	9	N/A	N/A
Technical	2	5	1	3	200%	4	1	9	32	9	N/A	N/A
Workforce	7	4	1	8	700%	3	0	8	30	9	N/A	N/A
Other	2	2	2	4	100%	3	2	7	27	9	N/A	N/A
<b>INTER-AGENCY ISSUES PIPELINE</b>												
Number of Inter-Agency Issues in Pipeline	N/A	27	38	43	13%	36	27	43	N/A	3	N/A	N/A
<b>BY REFERRAL AGENCY</b>												
DHCD- Housing	N/A	2	3	4	33%	3	2	4	9	3	N/A	N/A
DLLR- Licensing	N/A	0	1	0	-100%	0	0	1	1	3	N/A	N/A
DNR- Natural Resources	N/A	1	1	1	0%	1	1	1	3	3	N/A	N/A
GOMA- Minority Affairs	N/A	1	1	1	0%	1	1	1	3	3	N/A	N/A
MDE- Environment	N/A	0	0	0	N/A	0	0	0	0	3	N/A	N/A
MDOT- Transportation	N/A	2	5	5	0%	4	2	5	12	3	N/A	N/A
MGA- General Assembly	N/A	1	1	1	0%	1	1	1	3	3	N/A	N/A
MTES- Technology Service	N/A	2	5	10	100%	6	2	10	17	3	N/A	N/A
SBDC- Small Business	N/A	6	8	5	-38%	6	5	8	19	3	N/A	N/A
TEDCO- Tech. Dev. Corp.	N/A	3	4	5	25%	4	3	5	12	3	N/A	N/A
WIB- Workforce	N/A	9	9	11	22%	10	9	11	29	3	N/A	N/A
<b>INTER-AGENCY ISSUES RESOLVED</b>												
Number of Inter-Agency Issues Resolved	13	11	6	12	100%	8	0	13	75	9	N/A	N/A
<b>BY REFERRAL AGENCY</b>												
DHCD- Housing	0	0	1	0	-100%	0	0	1	3	9	N/A	N/A
DLLR- Licensing	1	0	0	1	N/A	0	0	1	3	9	N/A	N/A
DNR- Natural Resources	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
GOMA- Minority Affairs	0	0	1	0	-100%	0	0	1	1	9	N/A	N/A
MDE- Environment	0	0	0	0	N/A	0	0	2	3	9	N/A	N/A
MDOT- Transportation	1	0	0	0	N/A	0	0	2	3	9	N/A	N/A
MGA- General Assembly	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
MTES- Technology Service	4	3	0	3	N/A	2	0	4	20	9	N/A	N/A
SBDC- Small Business	4	4	1	3	200%	2	0	5	21	9	N/A	N/A
TEDCO- Tech. Dev. Corp.	0	2	1	2	100%	1	0	2	5	9	N/A	N/A
WIB- Workforce	3	2	2	3	50%	2	0	3	16	9	N/A	N/A



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT  
 DIVISION OF ECONOMIC DEVELOPMENT - REGIONAL FIELD AND SMALL BUSINESS

	MONTHLY REPORTING PERIODS				% Change From Last Mo	TWELVE MONTH SUMMARY					GOALS	
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods	FY 09 GOAL	% TO GOAL
<b>TRAINING PROGRAMS (Regional Offices)</b>												
Training Grants Approved	2	0	6	0	-100%	1	0	6	10	9	N/A	N/A
Projected Workers Trained	37	0	72	0	-100%	14	0	72	124	9	N/A	N/A
Projected Retained Jobs	23	0	0	0	N/A	5	0	23	43	9	N/A	N/A
Projected New Jobs	17	0	0	0	N/A	2	0	17	18	9	N/A	N/A
<b>FUNDS AVAILABLE FOR NEW GRANTS</b>												
Partnership for Workforce Quality (\$)	\$586,358	\$586,358	\$301,882	\$358,912	19%	\$458,378	\$301,882	\$586,358	\$1,833,510	4	N/A	N/A
Maryland Industrial Training Program (\$)	\$551,882	\$551,882	\$533,223	\$839,150	57%	\$619,034	\$533,223	\$839,150	\$2,476,137	4	N/A	N/A
<b>BUDGET APPROPRIATIONS</b>												
	<b>FY08</b>	<b>FY09</b>										
Partnership for Workforce Quality (\$)	\$1,007,954	\$615,000										
Maryland Industrial Training Program (\$)	\$2,030,958	\$1,422,000										

<b>COUNSELING PIPELINE (Small Business)</b>												
Number of Counseling Projects In Pipeline	N/A	22	19	21	11%	21	19	22	N/A	3	N/A	N/A
<b>BY COUNSELING TYPE</b>												
Acquisition	N/A	3	3	3	0%	3	3	3	N/A	3	N/A	N/A
Financial Counseling	N/A	4	3	2	-33%	3	2	4	N/A	3	N/A	N/A
Merger	N/A	0	0	0	N/A	0	0	0	N/A	3	N/A	N/A
Partnership	N/A	1	1	1	0%	1	1	1	N/A	3	N/A	N/A
Strategic Counseling	N/A	8	7	10	43%	8	7	10	N/A	3	N/A	N/A
Technology Counseling	N/A	5	5	5	0%	5	5	5	N/A	3	N/A	N/A

<b>COUNSELING COMPLETED (Small Business)</b>												
Number of Counseling Projects Completed	5	3	2	1	-50%	3	0	7	26	9	N/A	N/A
<b>BY COUNSELING TYPE</b>												
Acquisition	1	0	0	0	N/A	0	0	1	2	9	N/A	N/A
Financial Counseling	0	2	0	0	N/A	1	0	5	10	9	N/A	N/A
Merger	0	0	0	0	N/A	0	0	0	0	9	N/A	N/A
Partnership	1	0	0	0	N/A	0	0	1	1	9	N/A	N/A
Strategic Counseling	2	1	2	1	-50%	1	0	4	11	9	N/A	N/A
Technology Counseling	1	0	0	0	N/A	0	0	1	2	9	N/A	N/A

<b>COUNSELING GRANTS (Small Business)</b>												
SACF Counseling Grants	0	0	0	0	N/A	2	0	14	21	9	N/A	N/A

<b>OUTREACH</b>												
Retention Visits (Regional Offices)	42	52	69	83	20%	59	42	83	527	9	N/A	N/A
Outreach (Regional Offices)	20	17	51	31	-39%	29	17	51	257	9	N/A	N/A
Outreach (Small Business)	10	15	13	13	0%	19	7	37	170	9	N/A	N/A



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

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2009 SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods
<b>GENERAL FINANCE PROGRAMS INFORMATION</b>										
<b>ALL ACCOUNTS</b>										
Active Accounts	597	613	629	644	2%	603	579	644	N/A	9
<b>SMALL BUSINESS PROGRAMS (MSBDFA, IFG and MEAF)</b>										
Settled Transactions	1	2	5	2	-60%	3	1	5	31	9
Value (\$)	\$250,000	\$150,000	\$1,410,000	\$450,000	-68%	\$735,444	\$150,000	\$1,600,000	\$6,619,000	9
<b>CAPITAL ACCESS ASSISTANCE (MIDFA)</b>										
Settled Transactions	2	0	0	1	N/A	1	0	2	6	9
Value (\$)	\$5,459,467	\$0	\$0	\$400,000	N/A	\$6,205,274	\$0	\$49,785,000	\$55,847,467	9
<b>DIRECT COMPANY ASSISTANCE (MEDAAF Capabilities 1 and 2 and Sunny Day)</b>										
Settled Transactions	3	0	1	0	-100%	1	0	3	6	9
Value (\$)	\$8,195,972	\$0	\$1,750,000	\$0	-100%	\$1,505,108	\$0	\$8,195,972	\$13,545,972	9
<b>LOCAL JURISDICTION ASSISTANCE (CDBG, MEDAAF Capabilities 3, 4 and 5)</b>										
Settled Transactions	2	1	1	2	100%	2	0	4	16	9
Value (\$)	\$64,000	\$18,245	\$200,000	\$510,000	155%	\$341,574	\$0	\$925,000	\$3,074,165	9
<b>PROJECTED JOBS FOR CONSOLIDATED FINANCE PROGRAMS</b>										
New	900	14	14	110	686%	146	14	900	1,311	9
Retained	150	12	279	20	-93%	66	7	279	597	9
<b>Total</b>	<b>1,050</b>	<b>26</b>	<b>293</b>	<b>130</b>	<b>-56%</b>	<b>212</b>	<b>26</b>	<b>1,050</b>	<b>1,908</b>	<b>9</b>



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

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2009 SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods
<b>AVAILABLE APPROPRIATION FOR NEW TRANSACTIONS (BY PROGRAM)</b>										
<b>Note: The "Jun-08" column in this section actually displays the starting balances (as of July 1, 2008) for Fiscal Year 2009</b>										
<b>MEDAAF</b>										
Fiscal year Budget Appropriation yet to be committed (\$)	\$17,148,520	\$15,939,115	\$15,729,115	\$14,978,719	-5%	\$17,868,254	\$14,978,719	\$27,800,000	N/A	9
Number of projects committed, but not fully disbursed	61	59	61	53	-13%	60	53	61	N/A	9
Committed, but not fully disbursed (\$)	\$37,421,932	\$36,914,700	\$37,040,700	\$31,250,227	-16%	\$37,711,867	\$31,250,227	\$46,331,523	N/A	9
Number of projects in process or discussion	33	33	31	32	3%	35	31	39	N/A	9
Projects in process or discussion (\$)	\$41,795,000	\$39,510,000	\$38,460,000	\$38,510,000	0%	\$41,212,222	\$38,460,000	\$43,040,000	N/A	9
<b>Special Fund Balance yet to be appropriated</b>	<b>\$15,931,989</b>	<b>\$16,880,524</b>	<b>\$17,284,674</b>	<b>\$17,556,639</b>	<b>2%</b>	<b>\$13,568,971</b>	<b>\$9,127,406</b>	<b>\$17,556,639</b>	<b>N/A</b>	<b>9</b>
<b>SUNNY DAY</b>										
Fiscal year Budget Appropriation yet to be committed (\$)	0	0	0	0	N/A	0	0	0	N/A	9
Number of projects committed, but not fully disbursed	4	3	3	3	0%	4	3	6	N/A	9
Committed, but not fully disbursed (\$)	\$17,000,000	\$14,500,000	\$14,500,000	\$14,500,000	0%	\$16,255,632	\$14,500,000	\$17,309,859	N/A	9
Number of projects in process or discussion	0	0	0	0	N/A	0	0	0	N/A	9
Projects in process or discussion (\$)	0	0	0	0	N/A	0	0	0	N/A	9
<b>Special Fund Balance yet to be appropriated</b>	<b>\$5,382,110</b>	<b>\$5,494,923</b>	<b>\$5,467,258</b>	<b>\$5,584,236</b>	<b>2%</b>	<b>\$4,941,499</b>	<b>\$3,040,191</b>	<b>\$5,584,236</b>	<b>N/A</b>	<b>9</b>
<b>MEAF</b>										
Fiscal year Budget Appropriation yet to be committed (\$)	\$797,000	\$797,000	\$597,000	\$597,000	0%	\$842,778	\$597,000	\$1,000,000	N/A	9
Number of projects committed, but not fully disbursed	8	8	8	5	-38%	7	5	8	N/A	9
Committed, but not fully disbursed (\$)	\$1,336,250	\$1,328,553	\$1,278,553	\$830,083	-35%	\$1,204,182	\$830,083	\$1,371,100	N/A	9
Number of projects in process or discussion	4	5	4	4	0%	5	4	7	N/A	9
Projects in process or discussion (\$)	\$650,000	\$850,000	\$650,000	\$650,000	0%	\$831,667	\$650,000	\$1,085,000	N/A	9
<b>Special Fund Balance yet to be appropriated</b>	<b>-\$78,595</b>	<b>-\$61,939</b>	<b>-\$46,234</b>	<b>-\$35,527</b>	<b>-23%</b>	<b>\$20,748</b>	<b>-\$168,641</b>	<b>\$895,564</b>	<b>N/A</b>	<b>9</b>
<b>CDBG</b>										
Funds Available in FY 09	\$4,695,178	\$4,695,178	\$4,620,178	\$4,620,178	0%	\$4,686,845	\$4,045,178	\$5,545,178	N/A	9
Number of projects committed, but not fully disbursed	12	11	11	11	0%	11	10	12	N/A	9
Committed, but not fully disbursed (\$)	\$6,623,962	\$6,088,000	\$6,088,000	\$6,088,000	0%	\$6,225,834	\$5,773,962	\$6,623,962	N/A	9
Number of projects in process or discussion	8	4	4	4	0%	7	4	9	N/A	9
Projects in process or discussion (\$)	\$2,700,000	\$2,070,000	\$2,550,000	\$2,550,000	0%	\$2,957,778	\$2,070,000	\$3,825,000	N/A	9
<b>MIDFA</b>										
Net Fund Balance (\$)	\$34,928,432	\$35,338,723	\$35,452,212	\$35,592,461	0%	\$34,694,018	\$32,825,622	\$35,592,461	N/A	9
Insurance Commitments	\$28,667,033	\$31,259,463	\$31,259,463	\$31,259,463	0%	\$28,331,774	\$23,976,533	\$32,634,414	N/A	9
<b>Available Capacity @ 1.5 Leverage Ratio</b>	<b>\$23,725,615</b>	<b>\$21,748,622</b>	<b>\$21,918,855</b>	<b>\$22,129,229</b>	<b>1%</b>	<b>\$23,687,031</b>	<b>\$16,404,019</b>	<b>\$27,972,505</b>	<b>N/A</b>	<b>9</b>
<b>MD Venture Capital (Challenge &amp; Enterprise)</b>										
Fiscal year Budget Appropriation yet to be committed (\$)	\$1,100,000	\$1,000,000	\$1,200,000	\$1,194,478	0%	\$1,382,720	\$1,000,000	\$2,000,000	N/A	9
Number of projects committed, but not fully disbursed	15	9	7	9	29%	12	7	16	N/A	9
Committed, but not fully disbursed (\$)	\$2,784,897	\$2,134,897	\$1,784,897	\$1,940,419	9%	\$2,429,955	\$1,784,897	\$2,884,897	N/A	9
Number of projects in process or discussion	17	17	18	20	11%	20	15	26	N/A	9
Projects in process or discussion (\$)	\$2,150,000	\$1,775,000	\$2,025,000	\$1,625,000	-20%	\$2,197,222	\$1,625,000	\$2,950,000	N/A	9
<b>Special Fund Balance yet to be appropriated</b>	<b>\$1,797,274</b>	<b>\$2,440,828</b>	<b>\$2,265,784</b>	<b>\$2,153,983</b>	<b>-5%</b>	<b>\$1,560,824</b>	<b>\$444,415</b>	<b>\$2,440,828</b>	<b>N/A</b>	<b>9</b>



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

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2009 SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods
<b>MSBDFE EPIP</b>										
Fiscal year Budget Appropriation yet to be committed (\$)	\$2,580,000	\$2,480,000	\$2,121,278	\$1,209,365	-43%	\$2,247,832	\$1,209,365	\$2,668,174	<b>N/A</b>	6
Number of projects committed, but not fully disbursed	6	6	7	7	0%	7	6	7	<b>N/A</b>	6
Committed, but not fully disbursed (\$)	\$318,062	\$318,062	\$850,590	\$860,364	1%	\$555,106	\$318,062	\$860,364	<b>N/A</b>	6
Number of projects in process or discussion	0	0	3	0	-100%	1	0	3	<b>N/A</b>	6
Projects in process or discussion (\$)	\$0	\$0	\$745,000	\$0	-100%	\$124,167	\$0	\$745,000	<b>N/A</b>	6
<b>Special Fund Balance yet to be appropriated</b>	<b>-\$2,397,651</b>	<b>-\$2,599,173</b>	<b>-\$2,411,302</b>	<b>-\$1,454,151</b>	<b>-40%</b>	<b>-\$2,325,258</b>	<b>-\$2,599,173</b>	<b>-\$1,454,151</b>	<b>N/A</b>	<b>6</b>
<b>MSBDFE Contract Finance</b>										
Net Cash	\$1,041,591	\$1,643,886	\$1,309,437	\$1,567,332	20%	\$1,259,189	\$902,955	\$1,643,886	<b>N/A</b>	6
Unfunded Commitments (Total LOC- Outstanding LOC Bal.)	\$6,212,356	\$7,023,122	\$7,159,930	\$7,484,134	5%	\$6,702,117	\$5,916,255	\$7,484,134	<b>N/A</b>	6
Number of projects committed, but not fully disbursed	21	22	23	22	-4%	21	18	23	<b>N/A</b>	6
Committed, but not fully disbursed (\$)	\$6,212,356	\$7,023,122	\$7,159,930	\$7,484,134	5%	\$6,453,096	\$4,599,374	\$7,484,134	<b>N/A</b>	6
Number of projects in process or discussion	7	6	11	2	-82%	7	2	11	<b>N/A</b>	6
Projects in process or discussion (\$)	\$1,505,000	\$1,315,000	\$1,190,000	\$1,110,000	-7%	\$1,688,333	\$1,110,000	\$2,505,000	<b>N/A</b>	6
<b>Remaining Contract Financing Capacity to Lend</b>	<b>\$5,170,765</b>	<b>-\$5,379,236</b>	<b>-\$5,850,493</b>	<b>-\$5,916,802</b>	<b>1%</b>	<b>-\$3,719,340</b>	<b>-\$5,916,802</b>	<b>\$5,170,765</b>	<b>N/A</b>	<b>6</b>
<b>MSBDFE Insurance</b>										
Net Fund Balance (\$)	\$3,775,483	\$3,453,710	\$3,637,490	\$3,643,057	0%	\$3,652,449	\$3,453,710	\$3,775,483	<b>N/A</b>	6
Insurance Commitments	\$20,612,403	\$18,756,686	\$21,911,686	\$20,081,686	-8%	\$20,238,711	\$18,756,686	\$21,911,686	<b>N/A</b>	6
Number of projects committed, but not fully disbursed	10	11	14	7	-50%	9	6	14	<b>N/A</b>	6
Committed, but not fully disbursed (\$)	\$3,782,000	\$5,757,000	\$6,571,000	\$3,325,000	-49%	\$3,993,667	\$1,950,000	\$6,571,000	<b>N/A</b>	6
Number of projects in process or discussion	10	10	10	7	-30%	10	7	13	<b>N/A</b>	6
Projects in process or discussion (\$)	\$5,514,000	\$7,414,000	\$4,937,000	\$5,155,000	4%	\$5,858,500	\$4,937,000	\$7,414,000	<b>N/A</b>	6
<b>Leverage Ratio Actual</b>	<b>5.46</b>	<b>5.43</b>	<b>6.02</b>	<b>5.70</b>	<b>-5%</b>	<b>5.57</b>	<b>5.24</b>	<b>6.02</b>	<b>N/A</b>	<b>6</b>
<b>MILITARY RESERVIST LOAN FUND</b>										
Fiscal year Budget Appropriation yet to be committed (\$)	\$200,093	\$200,093	\$200,093	\$200,093	0%	\$488,930	\$200,093	\$1,000,000	<b>N/A</b>	9
Number of projects committed, but not fully disbursed	2	2	2	2	0%	2	2	2	<b>N/A</b>	4
Committed, but not fully disbursed (\$)	\$99,907	\$99,907	\$99,907	\$99,907	0%	\$44,403	\$0	\$99,907	<b>N/A</b>	9
Number of projects in process or discussion	0	0	0	0	N/A	0	0	0	<b>N/A</b>	9
Projects in process or discussion (\$)	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	<b>N/A</b>	9
<b>Special Fund Balance yet to be appropriated</b>	<b>\$200,093</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>N/A</b>	<b>\$422,233</b>	<b>\$0</b>	<b>\$1,000,000</b>	<b>N/A</b>	<b>9</b>

Measures described as "Current" are calculated as of the date that the StateStat template is prepared. Calculating a total for these measures is inappropriate and is indicated by the value "N/A" in a bold typeface.

\*Special Fund means funds generated through program activities, such as fees and principal and interest repayments.



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

	MONTHLY REPORTING PERIODS				% Change From Last Mo	FISCAL YEAR 2009 SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods
<b>FINANCING ASSISTANCE PROVIDED</b>										
All Financing Assistance Provided (\$)	\$13,969,439	\$336,490	\$3,360,000	\$1,360,000	-60%	\$8,806,094	\$336,490	\$52,410,000	\$79,254,849	9
Allegany	\$9,655,439	\$168,245	\$0	\$250,000	N/A	\$1,508,187	\$0	\$9,655,439	\$13,573,684	9
Anne Arundel	\$0	\$0	\$0	N/A	N/A	\$0	\$0	\$0	\$0	8
Baltimore City	\$4,064,000	\$68,245	\$500,000	\$275,000	-45%	\$679,907	\$0	\$4,064,000	\$6,119,165	9
Baltimore County	\$0	\$0	\$200,000	N/A	N/A	\$173,000	\$0	\$614,000	\$1,384,000	8
Calvert	\$0	\$0	\$0	N/A	N/A	\$0	\$0	\$0	\$0	8
Caroline	\$0	\$0	\$0	N/A	N/A	\$0	\$0	\$0	\$0	8
Carroll	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Cecil	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Charles	\$0	\$0	\$260,000	\$0	-100%	\$51,444	\$0	\$260,000	\$463,000	9
Dorchester	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Frederick	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Garrett	\$0	\$0	\$1,750,000	\$0	-100%	\$232,778	\$0	\$1,750,000	\$2,095,000	9
Harford	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Howard	\$0	\$0	\$0	\$0	N/A	\$30,556	\$0	\$100,000	\$275,000	9
Kent	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Montgomery	\$0	\$100,000	\$150,000	\$0	-100%	\$1,903,889	\$0	\$16,035,000	\$17,135,000	9
Prince George's	\$250,000	\$0	\$500,000	\$200,000	-60%	\$191,667	\$0	\$550,000	\$1,725,000	9
Queen Anne's	\$0	\$0	\$0	\$235,000	N/A	\$28,889	\$0	\$235,000	\$260,000	9
Somerset	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
St. Mary's	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Talbot	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Washington	\$0	\$0	\$0	\$400,000	N/A	\$44,444	\$0	\$400,000	\$400,000	9
Wicomico	\$0	\$0	\$0	\$0	N/A	\$2,778	\$0	\$25,000	\$25,000	9
Worcester	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	9
Multiple Jurisdictions	\$0	\$0	\$0	\$0	N/A	\$3,977,778	\$0	\$35,800,000	\$35,800,000	9
<b>MBE's Assisted</b>										
MBE's Receiving Assistance	0	0	1	0	-100%	0	0	1	3	9



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

Reporting Period: March, 2009

	MONTHLY REPORTING PERIODS				% Change	TWELVE MONTH SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09	From Last Mo	Average	Minimum	Maximum	Total	Periods
<b>DIVISION-WIDE</b>										
<b>STAFF ACTIVITY</b>										
Outreach Activities	33	42	56	73	30%	46	19	73	412	9
Technical Assistance	27	86	88	103	17%	60	12	103	542	9
<b>PUBLICITY</b>										
Travel Media Exposure (ad value \$)	\$39,766	\$1,388,015	\$77,847	NA	N/A	\$351,630	\$39,766	\$1,388,015	\$2,813,038	8
Media Placements	33	115	52	NA	N/A	50	32	115	399	8
Placement Circulation	4,894,035	46,231,863	4,371,982	NA	N/A	9,201,400	3,057,377	46,231,863	73,611,200	8

<b>OFFICE OF TOURISM DEVELOPMENT</b>										
<b>MARKETING/OUTREACH</b>										
Unique Web Users- OTD Web Site	68,679	63,125	80,125	117,171	46%	91,351	63,125	170,750	822,163	9
Literature Distribution (number of pieces)	56,761	141,462	97,132	NA	N/A	97,152	23,315	234,064	777,215	8
Consumer e-newsletter distribution	13,268	15,394	17,263	20,202	17%	14,687	12,993	20,202	132,184	9
Industry partner e-newsletter distribution	2,927	3,672	4,055	6,169	52%	3,187	1,782	6,169	28,684	9
<b>ADVERTISING GENERATED INQUIRIES</b>										
Print Advertising Calls	71	102	135	682	405%	202	62	682	1,822	9
Consumer Labels	889	1,938	1,875	3,931	110%	2,824	889	5,082	25,415	9
Internet Requests	1,313	2,630	3,014	4,569	52%	2,603	1,183	4,569	23,427	9
TV and Radio Advertising Calls	102	138	144	228	58%	203	75	339	1,825	9
OTD 800 Number	44	53	49	106	116%	76	44	127	682	9
Internet Clicks- OTD web site ads	9,828	11,941	16,879	18,675	11%	17,435	0	72,255	156,918	9
<b>Total Advertising Generated Inquiries</b>	<b>12,247</b>	<b>16,802</b>	<b>22,096</b>	<b>28,191</b>	<b>28%</b>	<b>23,343</b>	<b>5,511</b>	<b>80,810</b>	<b>210,089</b>	<b>9</b>
<b>VISITATION</b>										
Welcome Center Visitation	86,148	84,388	65,032	96,062	48%	119,172	65,032	186,511	1,072,544	9



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

Reporting Period: March, 2009

	MONTHLY REPORTING PERIODS				% Change From Last Mo	TWELVE MONTH SUMMARY				
	Dec-08	Jan-09	Feb-09	Mar-09		Average	Minimum	Maximum	Total	Periods
<b>MARYLAND FILM OFFICE</b>										
Unique Web Users- MFO Web Site	7,856	7,927	7,716	9,018	17%	7,886	6,772	9,018	70,971	9
<b>PRODUCTION ACTIVITY</b>										
<b>Feature Films</b>										
Number of Productions	0	0	0	0	N/A	0	0	1	N/A (Note)	9
Estimated Direct Expenditures (\$ millions)	\$0	\$0	\$0	\$0	N/A	\$1,333,277	\$0	\$11,999,493	\$11,999,493	9
Film Days (Film)	0	0	0	0	N/A	3	0	29	29	9
<b>Television</b>										
Number of Productions (Television)	0	0	1	1	0%	0	0	1	N/A (Note)	9
Estimated Direct Expenditures (\$ millions)	\$0	\$0	\$0	\$0	N/A	\$0	\$0	\$0	\$0	8
Film Days (Television)	0	0	0	0	N/A	0	0	0	0	9
<b>Other</b>										
Number of Productions (Other)	5	7	3	5	67%	5	3	10	48	9
Estimated Direct Expenditures (\$ millions)	\$650,000	\$1,118,589	\$2,545,000	\$856,414	-66%	\$1,095,750	\$402,796	\$2,545,000	\$9,861,749	9

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

<b>MARYLAND STATE ARTS COUNCIL</b>										
Unique Web Users- MSAC Web Site	11,365	13,899	13,960	13,172	-6%	13,509	11,365	15,652	121,584	9

	FY06	FY07	FY08	FY09 (YTD)
<b>GRANTS to Organizations</b>				
Number	313	323	354	292
Total Value (\$)	\$7,401,406	\$9,945,616	\$10,637,893	\$9,675,711
<b>GRANTS - Community Arts Development</b>				
Number	29	28	28	30
Total Value (\$)	\$1,888,831	\$2,344,857	\$2,439,843	\$2,390,348
<b>GRANTS to Individuals</b>				
Number	N/A	N/A	N/A	106
Total Value (\$)	N/A	N/A	N/A	\$251,000

## Economic Indicators: February 2009

### Maryland

### U.S.

Selected Indicators	Maryland			U.S.						
	Feb 2009	Jan 2009	Percent Change From Last Month	Feb 2008	Percent Change From Last Year	Feb 2009	Jan 2009	Percent Change From Last Month	Feb 2008	Percent Change From Last Year
<b>Labor Market</b>										
Labor Force (in thousands)	2,948	2,959	-0.4	2,970	-0.8	153,804	153,445	0.2	152,503	0.9
Employment (in thousands)	2,735	2,762	-1.0	2,858	-4.3	140,105	140,436	-0.2	144,550	-3.1
Unemployment Rate (%)	7.2	6.7	7.5	3.8	89.5	8.9	8.5	4.7	5.2	71.2
Initial Claims for Unemployment Insurance (thousands)	31.9	40.4	-21.1	18.9	68.6	2,573	3,146	-18.2	1,434	79.5
<b>Jobs &amp; Sectors (Jobs in Thousands)</b>										
Total Non-Agricultural Employment	2,521.4	2,516.2	0.2	2,569.4	-1.9	132,099	132,347	-0.2	136,356	-3.1
Construction, Mining & Natural Resources	155.1	161.7	-4.1	178.9	-13.3	6,909	7,064	-2.2	7,714	-10.4
Manufacturing	124.1	124.7	-0.5	129.8	-4.4	12,353	12,522	-1.3	13,578	-9.0
Trade, Transportation, Utilities	442.9	448.6	-1.3	462.5	-4.2	25,199	25,536	-1.3	26,246	-4.0
Information	48.5	48.6	-0.2	50.3	-3.6	2,890	2,899	-0.3	3,014	-4.1
Financial Activities	145.6	145.6	0.0	153.9	-5.4	7,859	7,899	-0.5	8,163	-3.7
Professional & Business Services	393.2	393.6	-0.1	391.1	0.5	16,746	16,899	-0.9	17,695	-5.4
Education & Health Services	388.8	385.6	0.8	378.8	2.6	19,224	19,008	1.1	18,757	2.5
Leisure & Hospitality	215.4	214.4	0.5	218.2	-1.3	12,660	12,668	-0.1	12,971	-2.4
Other Services	116.1	117.0	-0.8	117.0	-0.8	5,394	5,387	0.1	5,482	-1.6
Government	491.7	476.4	3.2	488.9	0.6	22,865	22,465	1.8	22,736	0.6
Average Weekly Earnings (\$) Manufacturing	719.4	715.8	0.5	726.0	-0.9	709.9	711.8	-0.3	715.1	-0.7
Average Weekly Hours Manufacturing	39.7	39.7	0.0	40.0	-0.7	39.2	39.5	-0.8	40.7	-3.7
<b>Business &amp; Consumer Markets</b>										
BWI Cargo (Metric Tons)	7,494	8,109	-7.6	8,114	-7.6					
BWI Commercial Passengers (Millions)	1.32	1.42	-6.4	1.48	-10.4					
Electric Meters Installed, Commercial	156	121	28.9	182	-14.3					
Electric Meters Installed, Residential	530	837	-36.7	664	-20.2					
Electricity Sales, Commercial (Millions of MWh)	1.6	1.4	13.4	1.7	-3.0					
Electricity Sales, Residential (Millions of MWh)	1.1	1.0	12.8	1.2	-1.6					
Existing Home Sales (U.S. in thousands)	2,348	2,209	6.3	3,020	-22.3	280.0	257.0	8.9	312.0	-10.3
New Auto Sales (U.S. seasonally adjusted)	14,779	17,963	-17.7	22,819	-35.2	774,100	812,900	-4.8	1,300,600	-40.5
New Residential Permits Authorized	607	787	-22.9	1,238	-51.0	37,965	36,250	4.7	73,386	-48.3
<b>Indexes</b>										
Leading Index (U.S.-ECRI)	116.5	120.0	-2.9	135.9	-14.3	106.5	108.6	-1.9	132.2	-19.4
Coincident Index (Federal Reserve Philadelphia)	154.6	155.9	-0.8	162.5	-4.8	155.5	156.2	-0.4	159.1	-2.2
Coincident Index (U.S.-ECRI)						146.6	147.4	-0.5	153.7	-4.6
Monster Employment Index (Baltimore)	53.0	52.0	1.9	89.0	-40.4	122.0	118.0	3.4	165.0	-26.1
CPI (Washington - Baltimore, CMSA)	N/A	137.6	N/A	N/A	N/A	212.2	211.1	0.5	211.7	0.2
Stock Index	152.2	175.1	-13.1	303.6	-49.9	735.1	825.9	-11.0	1,330.6	-44.8
<b>Tourism</b>										
Hotel /Motel Sales Tax (Millions of Dollars)	7.5	7.7	-2.3	5.4	38.6 *	* Sales tax increase effective January 2008				