

MARYLAND
DEPARTMENT OF
COMMERCE

Annual Report

FISCAL YEAR 2021



Maryland
OPEN FOR BUSINESS

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ONE THE COVER: University of Maryland Discovery District (Photo credit: Corporate Office Properties Trust)

An extension of the University of Maryland's research enterprise, the Discovery District is a 150-acre research park where industry, government, and research come together, creating an innovation ecosystem of organizations small and large activating fearless ideas to grow next-generation technology ventures. Located adjacent to the University of Maryland, College Park, the Discovery District is strategically situated between Washington, DC, and Baltimore, and within a ten-mile radius of federal laboratories, government agencies, international embassies, policy institutes, and international media outlets.



Secretary's Message

Dear Friends and Partners,

I'm delighted to present the Maryland Department of Commerce's Fiscal 2021 Annual Report, which details our team's continued efforts to support Maryland businesses during the COVID-19 pandemic, position our state for a robust economic recovery, and ensure that Maryland remains "Open For Business."

We began this fiscal year in the thick of a crisis, but the Department of Commerce rose to meet each new challenge. In the second half of 2020, we continued to provide millions of dollars in COVID-19 emergency relief funding to thousands of small businesses, manufacturers, restaurants, and hotels. The Maryland State Arts Council provided critical emergency funding for artists and arts organizations, and the Maryland tourism team developed creative new strategies to encourage safe travel and recreation.

This work continued when Gov. Larry Hogan's RELIEF Act of 2021 was approved with bipartisan support by the Maryland General Assembly, establishing an array of new funding to help our business community through this difficult and uncertain time. Once again, members of the Commerce team stepped up to administer these programs — in addition to performing their usual duties.

All the while, Commerce continued its primary mission of attracting new businesses to the state, retaining existing businesses, and supporting expansion and job creation. We welcomed new employers such as Ellume in Frederick County, 310 Glass Tempering in Carroll County, and Wayfair in Harford County. Companies that announced expansions included Qiagen and Novavax in Montgomery County, Giant Food in Prince George's County, and grocery chain Lidl, which announced 10 new locations across the state.

We also celebrated innovation in Maryland this year, a tribute to the bold and creative ideas being developed by our state's thriving community of startups and entrepreneurs. Our Innovation Uncovered initiative culminated in November's announcement of the Maryland Future 20, a list of startups with the potential to be the next great Maryland business success story.

In truth, Maryland's spirit of innovation permeates all of our work at the Department of Commerce, particularly considering the host of new — and sometimes unexpected — challenges we've encountered since the earliest days of the COVID-19 pandemic. We had to think and act quickly, take on new responsibilities, and offer our assistance to a broader range of Maryland businesses than ever before.

But we have faced these challenges together, and we have prevailed. As I write this, Maryland's state of emergency has lifted, widespread vaccination has allowed much of daily life to return to normal, and our economy is strong. This report is a testament to how the Commerce team helped get us here, and how we're continually striving to make Maryland a welcoming and supportive place to live, do business, and enjoy life.

Kelly M. Schulz,

A handwritten signature of Kelly M. Schulz in blue ink. The signature is written in a cursive, flowing style.

Secretary



2021 / Legislative Session Recap

Chapter 39 – Recovery for the Economy, Livelihoods, Industries, Entrepreneurs, and Families (RELIEF) Act

This emergency administration bill provides income tax relief to certain taxpayers, economic impact payments to certain taxpayers, and other forms of more immediate assistance to businesses and employers. The bill also authorizes the governor to transfer and spend a total of \$520 million from specified sources in fiscal 2021. A portion of that funding is to assist schools in reopening to in-person classroom instruction and for summer school instruction; the balance is to provide financial assistance to individuals, businesses, and nonprofit organizations and funding for specified state agencies.

The bipartisan [RELIEF Act](#) of 2021 was signed into law on Feb. 15, 2021, and includes more than \$1 billion in tax relief and economic stimulus for struggling families and small businesses who are suffering as a result of the COVID-19 pandemic. The bill also:

- Establishes the Recovery Now Fund to provide more than \$100 million in additional grants to businesses and nonprofit organizations; housing; health; unemployment insurance; energy assistance; and education.
- Provides direct stimulus payments to low- and moderate-income families and individuals with immediate payments of \$500 for families and \$300 for individuals who filed for the Earned Income Tax Credit.
- Provides support for unemployed Marylanders by repealing all state and local income taxes on unemployment benefits for tax years 2020 and 2021, helping people get more refunds during tax filing season.
- Provides immediate sales tax credits for small businesses of up to \$3,000 per month for three months.
- Provides unemployment insurance tax relief for small businesses by excluding the 2020 fiscal year in calculating an employer's 2021 tax rate, and instead using the last three fiscal years of 2017, 2018, and 2019.
- Establishes a COVID-19 loan forgiveness program to convert to grants.

Chapter 112 – Economic Development – Biotechnology Investment Incentive Tax Credit Program – Alterations and Study

This bill alters the Biotechnology Investment Incentive Tax Credit (BIITC) by (1) reducing the percentage value of the tax credit; (2) establishing the objective and goals of the program; (3) altering eligibility requirements by declaring founders and employees of the company to be ineligible qualified investors when a company has been an inactive business for more than five years; (4) establishing a sunset date of June 30, 2028. The bill also requires Commerce

to report on the possibility of administering the credit through competitive awards as an alternative to first-come first-served.

Chapter 113 – Economic Development – Cybersecurity Investment Incentive Tax Credit Program – Expansion, Extension, and Study

This bill renames the Cybersecurity Investment Incentive Tax Credit (CIITC) to the Innovation Investment Incentive Tax Credit and expands the eligibility from cybersecurity companies to technology companies. On an annual basis, the Maryland Economic Development Commission (MEDC) will recommend eligible technology sectors to Commerce. The bill also restricts founders and employees of the company from qualifying as eligible investors once the company has been an inactive business for more than five years, and requires Commerce to report on the possibility of administering the credit through competitive awards as an alternative to first-come first-served. Lastly, the sunset date for the program is extended two years to Jan. 1, 2025.

Chapter 114 – Economic Development – Research and Development Tax Credit – Alterations

This bill alters the Research and Development Tax Credit by (1) eliminating the basic credit; (2) increasing the number of growth credits that can be awarded to \$12 million in each tax year; (3) setting aside \$3.5 million to be awarded to qualified small businesses; (4) placing the maximum value of the tax credit at \$250,000 per company; (5) defining netbook assets to determine small business eligibility; and (6) establishing the purpose of the program. The bill also extends the sunset on the program five years to June 30, 2025.

Chapter 115 – Economic Development – Partnership for Workforce Quality Program – Alterations

This bill expands the eligible use of funds under the Partnership for Workforce Quality Program to include training for new employees.

Chapter 116 – Small, Minority-, and Women-Owned Businesses Account – Alterations

This bill expands the eligible uses of the Small, Minority-, and Women-Owned Businesses Account to include grants in areas declared to be federal disaster areas or subject to a federal or state declaration of emergency. In those circumstances, fund managers may provide financial assistance in the form of a grant or convert a prior loan to a grant with a limit of \$50,000 per business and an aggregate limit of \$10 million in a fiscal year.

Chapter 191 – Economic Development – Job Creation Tax Credit – Credit for Hiring Veterans

This bill alters the Job Creation Tax Credit (JCTC) by establishing an enhanced credit for hiring a qualified veteran and extending program eligibility to businesses that hire a qualified veteran but may not otherwise qualify for JCTC. The bill repeals the stand-alone Hire Our Veterans Tax Credit and extends the sunset on JCTC five years to Jan. 1, 2027.

Chapter 250 – Arts and Entertainment Districts – Artistic Work and Arts and Entertainment Enterprise – Definitions

This bill alters the definitions of “artistic work” and “arts and entertainment enterprise” for the Arts and Entertainment District Program.

Boards & Commissions

Maryland Economic Development Commission

Commerce Subcabinet

Advisory Council on the Impact of Regulations on Small Businesses

E-Innovation Initiative Fund Authority

Maryland Manufacturing Advisory Board

Maryland Marketing Partnership

Maryland Small Business Development Financing Authority

Maryland State Arts Council

MIDFA/MEDAAF Authority

Maryland Military Installation Council

Life Sciences Advisory Board

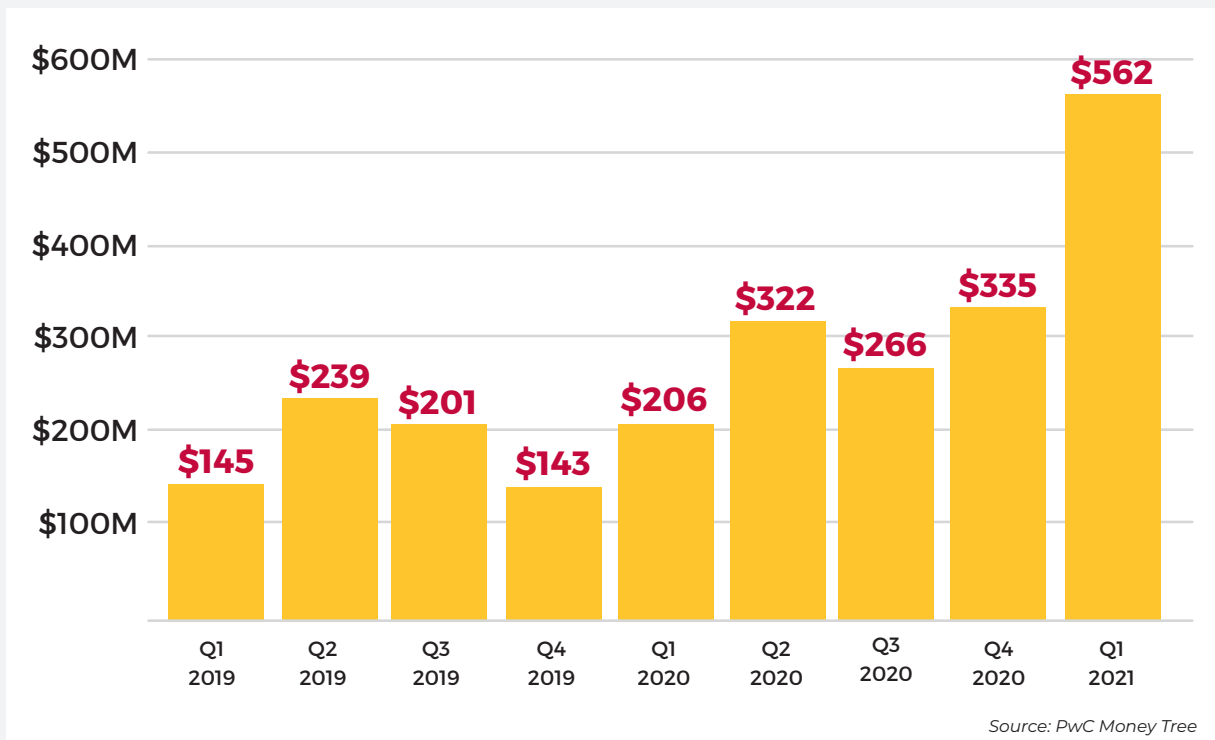
Public Art Commission

Tourism Development Board

MARYLAND'S RESILIENT ECONOMY FY21

Venture Capital Investment in Maryland

(in millions)



Maryland ranked 15th overall in venture capital funding in the first 3 quarters of FY21.

6.2% - Average industrial vacancy rate in the Greater Baltimore Industrial Market. A record low!

36,116 High Propensity Business Applications filed in Maryland in FY21. This is a **46.0%** increase over FY 20 (U.S. grew at a rate of 43.7%).

Maryland recovered 177,800 total jobs in FY21 for a growth rate of 7.2% that was the **10th best in the country**.

Maryland recovered 159,800 private-sector jobs in FY21 for a growth rate of 8.1% that was the **10th best in the country**.

Maryland's Health Care sector recovered 27,100 jobs in FY21 for a growth rate of 7.9% that was the **best in the country**.

310 Tempering establishes new manufacturing facility in Carroll County

Kentucky-based glassworks company will hire 80 full-time employees

Glass manufacturing company [310 Tempering](#) is opening a new production and manufacturing facility in Maryland. The custom glassworks company, headquartered in Louisville, Kentucky, made an \$8 million capital investment to open an 85,000-square-foot facility at 1234 Tech Court in Westminster with plans to hire 80 full-time employees by 2025.

“We are extremely excited about our new production facility in Westminster and appreciative of all the hard work done by the economic development offices in both Carroll County and the state of Maryland to make it happen,” said Greg Abrams, CEO/president of 310

Tempering.

Incentives: \$320,000 Advantage Maryland conditional loan, Job Creation Tax Credit, More Jobs for Marylanders Tax Credit, Carroll County Job Creation grant, Partnership for Workforce Quality training grant.

Capital Electric plans expansion and new jobs in Prince George’s County

Internationally owned electrical distribution company expands in Upper Marlboro

Capital Electric is expanding its presence in Prince George’s County, with a new 362,880- square-foot warehouse and office facility.

The company, a privately owned electrical distributor that provides electrical and lighting products in the Mid-Atlantic area, will add more than a dozen jobs to its Upper Marlboro location. [Capital Electric](#) currently has more than 230 workers in the county.

“We moved our headquarters from Alexandria, Virginia, to Prince George’s County, Maryland, in 2008 and never looked back,” said Andrew Esce, president of Capital Electric.

To assist with costs related to the development project, the Maryland Department of Commerce has approved a \$250,000 conditional loan through Advantage Maryland,

formerly the Maryland Economic Development Assistance Authority and Fund (MEDAAF), contingent on job creation and capital investment. Prince George’s County has also approved an additional \$250,000 conditional loan to assist with the project.

Australian biotech Ellume establishes flagship manufacturing facility in Frederick County

Operation to accommodate demand for its COVID-19 home test

Ellume, an Australia-based digital diagnostics company, will establish its first U.S. manufacturing operation in Frederick County and create more than 1,500 jobs by the end of 2022. [Ellume](#) will lease about 200,000 square feet in two new buildings to accommodate the demand for its diagnostic products targeting infectious diseases. The company’s COVID-19 home test is one of the only diagnostic tools at this time authorized for non-prescription use as a screening tool in the United States.

The project is a result of strengthening ties between Australia and Maryland, which were reinforced by Gov. Hogan’s infrastructure and trade mission to Australia in September 2019.

“We look forward to building the foundation for Ellume’s long-term vision in the U.S. and recruiting the highly skilled talent in Maryland’s Biotech Corridor needed to fuel our flagship U.S. facility,” said Jeff Boyle, Ellume’s U.S. president.

Incentives: \$250,000 Advantage Maryland conditional loan, Prince George’s County \$250,000 conditional loan, Job Creation Tax Credit, Prince George’s County New Jobs Tax Credit.

Bio business Genetron Health moves U.S. HQ to Montgomery County

China-based company could add up to 50 jobs over the next two years

[Genetron Health Inc.](#), an international precision oncology company, announced plans to move to Montgomery County, Maryland. Currently located in North Carolina’s Research Triangle, the company will relocate to a 6,000-square-foot space in Gaithersburg to accommodate its rapid growth, with room for research and development as well as a state-of-the-art laboratory.

Genetron cited Montgomery County's access to federal regulators and innovative researchers as reasons for the move, calling the county "historically the first place for human genomics." "We also have a perfect opportunity here for collegial interconnection with hospitals, pharma, and tech companies, as well as a great talent pool to draw from as we grow," said Sizhen Wang, Genetron's co-founder and CEO.

Incentives: Maryland Job Creation Tax Credit, More Jobs for Marylanders, and the Montgomery County MOVE Grant.

Giant Food expands Prince George's County HQ, adds 70 jobs

Grocery chain expands corporate support operations

[Giant Food](#), one of the largest grocery chains in the region, has expanded its headquarters and corporate operations in Prince George's County and added 70 jobs. The company, which has been operating for more than 80 years, expanded its sales and merchandising operations and added 31,000 square feet at its headquarters building in Landover. Giant operates 164 supermarkets in Maryland, Virginia, Delaware, and the District of Columbia.

"Since 1936, Giant Food has been a staple in our community, and we were thrilled to add 70 new associates and expand our corporate support operations to bring the highest quality of products and services to our customers," said Ira Kress, president of Giant Food.

Incentives: \$250,000 Advantage Maryland conditional loan, Prince George's County \$250,000 Economic Development Incentive Fund conditional loan, Job Creation Tax Credit.

KBR relocates, consolidates operations in Howard County

New location will serve as regional office for global consulting company

KBR, a global consulting, technology, and engineering solutions firm, is planning to expand its operations in Howard County through the consolidation and relocation of 320 full-time jobs and addition of 48 jobs over the next five years.

The Houston-based [KBR](#) has signed a lease for 65,000 square feet of space at 8120 Maple Lawn Blvd. that will serve as its regional office and expand its existing space on Columbia Gateway Drive in Columbia. Currently, the company has more than 1,700 employees in Maryland and operates independent office locations in more than 40 countries.

The Maryland Department of Commerce has approved a \$500,000 conditional loan contingent on job creation and capital investment, and the company is eligible for additional state assistance, including the Job Creation Tax Credit. The Howard County Economic Development Authority has approved a \$50,000 conditional loan as well.

L3Harris Technologies plans expansion in Anne Arundel County

Tech solutions company adding 90 jobs to its maritime business

L3Harris Technologies Inc., a global aerospace and defense technology company, plans to expand its presence in Anne Arundel County. The company will renovate its existing 45,000 square feet of space in Millersville and will also lease an additional 45,000 square feet in Hanover, giving [L3Harris](#) ample room to expand its high-tech engineering operations and incorporate high-tech manufacturing.

L3Harris, which employed 129 workers at the facility as of March 2020, will add 90 jobs in three years because of the expansion. The company's planned growth in Maryland also provides enough room to accommodate future expansions in the state of up to approximately 150,000 square feet of space.

"We are expanding our facilities and employment base here to address the growing demand for the solutions developed at our Maryland-based operations," said Rosemary Chapdelaine, president, Maritime, L3Harris. **"We greatly appreciate the area's strong talent pool and our tremendous ongoing partnership with Anne Arundel County and the state of Maryland."**

L3Harris provides technology solutions to government agencies and commercial customers around the world, with specialties in air, land, sea, space, and cybersecurity. The company employs approximately 48,000 workers, with nearly 40 percent of them engineers and scientists.

Incentives: \$300,000 Advantage Maryland conditional loan, Job Creation Tax Credit, More Jobs for Marylanders Tax Credit, Anne Arundel County \$30,000 Workforce training grant.

Lidl U.S. plans major Maryland expansion

America's fastest-growing retailer to double its footprint in the state

[Lidl](#) will open 10 new stores across the state and add 400 jobs by the end of 2021. The company's rapid expansion is part of a planned \$500 million U.S. expansion, with a total of 50 new stores along the East Coast. The company offers a leading wage and benefits package that includes health care insurance for all full- and part-time employees.

The new Maryland stores will be supported by Lidl's recently opened \$100 million Regional Headquarters and Distribution Center in Principio Business Park in Cecil County, which added 200 jobs to the state. To assist with the project, the Maryland Department of Commerce approved a \$360,000 conditional loan.



Electrical Engineering Intern, L3Harris, Millersville, Anne Arundel County, MD

The new Maryland stores are:

- **Annapolis** (Anne Arundel County) on Solomons Island Road
- **Brooklyn Park** (Anne Arundel County) on Ritchie Highway
- **Columbia** (Howard County) on Little Patuxent Parkway
- **Glen Burnie** (Anne Arundel County) on Ritchie Highway
- **Frederick** (Frederick County) on West Patrick Street
- **Montgomery Village** (Montgomery County) on Montgomery Village Avenue
- **Oxon Hill** (Prince George's County) on Livingston Road
- **Takoma Park** (Montgomery County) on New Hampshire Avenue
- **Timonium** (Baltimore County) on East Padonia Road
- **Wheaton** (Montgomery County) on Randolph Road

Novavax to bring 400 new jobs to Montgomery County

Vaccine developer is expanding into new R&D manufacturing facility in Gaithersburg

Gaithersburg-based [Novavax](#), a clinical-stage vaccine company, announced plans to expand into a new R&D, manufacturing, and office facility with the purchase of an additional 122,000 square feet of space in Montgomery County. As part of the expansion, Novavax, which has more than 450 employees locally, has committed to adding at least 400 local jobs by December 2024.

Novavax is among several U.S. life sciences companies developing a vaccine for SARS-CoV-2, the virus that causes COVID-19. Early in 2020, the company was awarded up to \$1.6 billion through Operation Warp Speed to complete late-stage clinical development and establish large-scale manufacturing. Novavax also qualified for \$388 million from the International Coalition for Epidemic Preparedness Innovations and \$60 million through a U.S. Department of Defense contract to support vaccine production.

Incentives: \$2 million Advantage Maryland conditional loan, Job Creation Tax Credit, More Jobs for Marylanders Tax Credit, Partnership for Workforce Quality training grant, Montgomery County Economic Development Fund grant, and City of Gaithersburg Economic Development Opportunity Fund grant.



QIAGEN continues growth in Maryland

Germantown life sciences company expands R&D manufacturing facility

QIAGEN North American Holdings is expanding its U.S. headquarters and research and development manufacturing facility as well as leasing additional space in the area. [QIAGEN](#) plans to renovate its 146,000-square-foot manufacturing facility in Germantown to accommodate the expanded production of testing tools for COVID-19 and other diseases.

As part of the expansion, the company has already added about 80 contracted staff and invested more than \$7 million in building renovations and equipment. QIAGEN plans to further increase investments and add additional jobs to its current more than 300 employees over the next five years.

Headquartered in the Netherlands, QIAGEN provides sample-to-insight solutions that help to achieve scientific breakthroughs and improve health care to more than 500,000 customers around the world. The company recently added several products to make COVID-19 testing quicker and more efficient. QIAGEN employs more than 5,300 people in over 35 locations worldwide.

Incentives: \$1 million Advantage Maryland conditional loan, Job Creation Tax Credit, More Jobs for Marylanders Tax Credit, Partnership for Workforce Quality training grant, Montgomery County Economic Development Fund grant.

Cell therapy company expands in Rockville

TCR² plans to add 175 jobs as it ramps up production of novel T cell therapies

[TCR² Therapeutics Inc.](#), a clinical-stage cell therapy company with a pipeline of novel T cell therapies for patients suffering from cancer, is opening a cell therapy manufacturing facility in the Shady Grove Life Sciences Center in Rockville and plans to create 175 jobs over the next two to three years.

“After observing the consistent early clinical benefit and manageable safety profile experienced by patients treated with (the drug) gavo-cel, we committed to securing a dedicated U.S. manufacturing facility as the first step in building a regional network to supply cancer patients with our therapies,” said Garry Menzel, president and CEO of TCR² Therapeutics.

To assist with project costs related to the expansion, the Maryland Department of Commerce has approved an \$875,000 conditional loan contingent on job creation and capital investment. Montgomery County has approved a \$100,000 Economic Development Fund conditional grant contingent on job creation and capital investment. The company is eligible for several tax credits, including the Job Creation Tax Credit, More Jobs for Marylanders, and the county's New Jobs Tax Credit.

Vigene Biosciences plans major expansion, adding up to 245 jobs by end of 2025

Global leader in gene therapy and vaccine manufacturing makes \$27 million capital investment

A global leader in gene therapy development, [Vigene](#) will expand into a new facility to accommodate industry demand for its gene and cellular therapy products. In addition to its existing headquarters, R&D, and manufacturing locations in Rockville, the company will lease 52,000 square feet of manufacturing space at 14200 Shady Grove Road, bringing the company's total lab and manufacturing space to 110,000 square feet. Vigene currently employs 125 workers in the county.

“Vigene serves over 4,000 clients worldwide, including our recently announced collaboration with Gaithersburg’s Altimune to manufacture its single-dose intranasal vaccine candidate for COVID-19,” said Dr. Zairen Sun, Vigene’s president and CEO. **“This new facility will allow us to support our customers as they move beyond clinical development into commercial-scale manufacturing.”**

Incentives: \$1.225 million Advantage Maryland conditional loan, Partnership for Workforce Quality training grant, Job Creation Tax Credit, More Jobs for Marylanders Tax Credit, County conditional grant.

Wayfair to add 250 jobs in Aberdeen

Online retail giant plans 1.2 million-square-foot distribution center

Wayfair, an online home decor store, is planning to build a 1.2 million-square-foot facility at MRP Industrial’s Eastgate Logistics Park in Aberdeen, adding more than 250 full-time jobs over the next six years and allowing it to reach one-third of the U.S. population overnight. [Wayfair](#), which generated \$14 billion in net revenue last year, employs more than 16,000 employees throughout North America and Europe.

“As we continue to expand our world-class logistics network, our new Maryland fulfillment center in Harford County will further strengthen our ability to serve our rapidly growing customer base,” said Thomas Netzer, chief operating officer of Wayfair.

The company allows shoppers to quickly and easily find exactly what they want from a selection of more than 22 million items such as home furnishings, decor, home improvement, and housewares. Committed to delighting its customers every step of the way, Wayfair is reinventing the way people shop for their homes—from product discovery to final delivery. In addition to wayfair.com, the company also operates the retail sites Joss & Main, AllModern, Birch Lane, and Perigold.

Incentives: \$750,000 Advantage Maryland conditional loan, Job Creation Tax Credit, Harford County workforce training grant.

Selected Attraction and Expansion Projects

Company	Location County/City	Industry	New Jobs	New/ Expansion	Capital Investment (\$M)
310 Tempering Glass	Carroll	Glass manufacturing		N	8
Capital Electric	Prince George's	Electrical distributor	10	E	100
Ellume	Frederick	Diagnostics manufacturing	1,500	N	132
Giant Food	Prince George's	Groceries	70	E	1.8
KBR	Howard	Consulting and engineering	48	E	4
L3Harris Technologies	Anne Arundel	Aerospace and defense	90	E	12
Lidl	(multiple)	Groceries	400	E	100
Novavax	Montgomery	Vaccines	400	E	50
QIAGEN	Montgomery	Medical testing products	300	E	39
TCR ²	Montgomery	Cell therapy manufacturing	175	N	100
Wayfair	Harford	Home furnishings distribution	250	N	50



Innovation
Unleashed

Driving Innovation and Growth

Quantum Loophole to develop innovative master-planned data centers

The Maryland Department of Commerce joined with Frederick County to announce the purchase of the 2,100-acre former Alcoa Eastalco Works site near Buckeystown. Quantum Loophole Inc., in a strategic joint venture with TPG Real Estate Partners (TREP), recently closed on the land purchase and is planning to develop a first-of-its-kind environmentally friendly data center campus, as Maryland continues to attract more data center companies.

Quantum Loophole and TREP are committed to developing the master-planned data center in a way that enables the most advanced computing technology, benefits local communities, and respects the local environment. The project plan includes efficient design for sustainable power and water use, investments in robust fiber connectivity, and a thoughtful, nature-first aesthetic to protect views and reduce visibility from public roadways while also preserving existing structures important to local history.

Last year, to be more competitive in attracting data center projects, Maryland passed a tax incentive program that offers data centers that locate or expand in Maryland and create new full-time positions an exemption for up to 10 years from the state sales and use tax on the purchase of qualified data center personal property. Even with the incentives, data center investments will bring notable new tax revenues for local budgets and opportunities for local businesses.

Maryland accepting applications for new data center tax incentive program

The Maryland Department of Commerce is accepting applications for the [Data Center Maryland Sales and Use Tax Exemption Incentive Program](#). As part of this new economic development incentive, data centers that locate or expand in Maryland and create new, full-time jobs can receive an exemption from the state sales and use tax for up to 20 years.

Data center businesses are eligible for a 10-year exemption, subject to annual renewal if they create at least five qualified jobs within three years of applying for the program and make a minimum investment. In Tier 1 areas of the state, businesses must invest at least \$2 million in qualified data center personal property; in all other areas, businesses must invest at least \$5 million. If a business invests at least \$250 million, the benefit period extends to 20 years, subject to annual renewal.

Tier 1 areas include Baltimore City, Allegany, Baltimore, Caroline, Cecil, Dorchester, Garrett, Kent, Prince George's, Somerset, Washington, Wicomico, and Worcester counties, as well as federally designated Opportunity Zones located in any Maryland county.

BIG DATA FACTS

It is anticipated that over 175 zettabytes of data will be generated annually by 2025.

- ▶ One zettabyte = 1,000,000,000,000,000,000 bytes or 1,000 bytes to the 7th power.
- ▶ The amount of data in the world was estimated to be 44 zettabytes at the dawn of 2020.
- ▶ By 2030, nine out of every ten people aged six and above will be digitally active.

UMD College Park creates Quantum Startup Foundry

The University of Maryland has launched a business development arm to nurture quantum-focused startups. The [Quantum Startup Foundry](#) (QSF), created through an initial \$25 million investment from the university's newly established Discovery Fund and key funding from the state of Maryland, will support new businesses in the quantum technology field.

The QSF is also backed by a \$10 million capital investment for quantum facilities and supported by UMD's status as one of the world's leading centers for quantum science research.

DID YOU KNOW?

With more than 200 quantum researchers, the University of Maryland boasts one of the greatest concentrations of quantum talent in the world. "We are establishing ourselves as the Capital of Quantum."

University of Maryland President Darryll J. Pines

IonQ goes public in a big way, joins Discovery District

Soon after being selected as a leading innovator in quantum computing by the [Maryland Future20](#) initiative, Prince George's County-based IonQ went public with a \$2 billion deal.

The company opened a 23,000-square-foot Quantum Data Center, strategically located in Maryland's Discovery District at the University of Maryland College Park, which will house IonQ's existing state-of-the-art quantum computers. This will significantly expedite the development of future, more powerful quantum computers for commercial use.

IonQ was founded in 2015 by Christopher Monroe and Jungsang Kim. At the time of its founding, they had previously spent more than two decades combined researching quantum physics. As a result of their academic work, they were confident they could build a programmable quantum computer using atomic particles called ions, or qubits.

Premier cybersecurity firm moves to UMD Discovery District

Ralph Sita, a University of Maryland alumnus, and founder of [Cybrary](#), came home in a sense, when, in the spring of 2021, Cybrary cut the ribbon on its new headquarters at the university's [Discovery District](#). As Cybrary opens the 28,000-square-foot facility, the 90-employee cybersecurity

company is expanding the footprint for companies in the Discovery District, a 150-acre area that seeks to co-locate academic researchers with startups and larger businesses around the University of Maryland. The new facility's amenities include a recording studio space where Cybrary will produce much of its podcast, video, and course content.

"This is a very strategic location for businesses," says Cybrary CEO Ryan Corey. **"We are seeing people excited to work at Cybrary and also be next to the university, where there are so many cool amenities and things that are happening."**

Cybrary is a premier cybersecurity professional development platform, providing the collective knowledge of the industry's top experts and leading organizations to equip IT and security professionals with both the knowledge and skills to achieve their career goals. Recognized as an industry pioneer and innovator since 2015, Cybrary has grown its cyber-focused community to nearly 3 million users, including multiple Fortune 100 companies.

Maryland Commerce supported Cybrary's vision by providing funding assistance to the then-startup in 2015.

Maryland Business Innovation Challenge encourages collaboration, creativity

The Maryland Department of Commerce partnered with the Maryland Business Innovation Association (MBIA) on the Maryland Business Innovation Challenge (MDBIC) program. Through this initiative, larger corporations submitted "challenge statements" that were distributed throughout the state's innovation network. In response, Maryland's innovation community – including startups, academia, and other small businesses – pitched potential solutions.

Participating corporations will benefit from access to talent, technology, and new ideas that may not be realized within their internal R&D efforts. Innovators will benefit from new professional relationships, customer feedback, market exposure, and ultimately unique and significant business opportunities.

IBM and Healthworx, the innovation and investment arm of CareFirst BlueCross BlueShield, are committed to being MDBIC's premier "Corporate Challengers." "We're on a mission to develop a community and ecosystem around early-stage entrepreneurship that helps people live healthier lives," said Emily Durfee, Healthworx program manager. "The Maryland Business Innovation Challenge is a unique opportunity for Healthworx to support health care entrepreneurs and the wider health innovation ecosystem, and collaboratively build a healthier future."

Welcome to the Maryland Entrepreneur Hub

One site, thousands of resources for your business



New Maryland Entrepreneur Hub supports state's innovation ecosystem

AI-enabled platform gathers business resources and funding information in one place

[TEDCO](#), Maryland's economic engine for technology companies, launched the Maryland [Entrepreneur Hub](#) in collaboration with the Maryland Department of Commerce and the University System of Maryland. Designed with the entrepreneur in mind, The Hub provides a platform that gathers all of Maryland's resources and funding information in one place.

"Our goal in expanding our support for Maryland's entrepreneurs is to make the vital pieces of our ecosystem more accessible to continue to drive economic empowerment for the state," said Troy LeMaile-Stovall, TEDCO's CEO and executive director. **"Maryland has a diverse innovation ecosystem filled with various organizations, incubators, accelerators, investment funds, events, and other entities providing valuable support to entrepreneurs."**

With all of these resources spread out across the state, it becomes difficult for the entrepreneur to find what they need to grow."

The Hub is intended to address these challenges, providing a comprehensive web-based solution to aggregate tech development resource, asset, and support services information across thousands of websites relevant to our ecosystem. Users will be able to easily explore and locate reliable, up-to-date information on incubators, accelerators, grants and funding opportunities, events, mentoring, and more based on their specific needs related to their stage of growth, industry sector, founder type, type of business, or location.

Connected DMV creates Global Pandemic Prevention Center

[Connected DMV](#), which works with organizations across D.C., Maryland, and Virginia to deliver initiatives that provide a stronger and more equitable future for all who live, learn, and work in the DMV, is creating the world's first comprehensive center to coordinate a pandemic prevention and response program.

The organization's [COVID-19 Strategic Renewal Task](#)

[Force](#), launched in 2020, focuses on accelerating the region's economic recovery while promoting social equity. Among the 13 region-wide initiatives the task force approved is a vision to create the [Global Pandemic Prevention & Biodefense Center](#). This center aims to harness all of the rich talent and critical health research, biotech, defense, and government assets that the world has to offer to deliver a full-scale response.

The Maryland Department of Commerce has made a significant financial investment in support of Connected DMV's Global Pandemic Prevention & Biodefense Center, which is committed to advancing solutions to help prevent and blunt the economic and societal impacts of future viral threats.

Highlights of the DMV Strategic Renewal Task Force include the adopted recommendation to accelerate the formation of an integrated and inclusive quantum innovation community and launch the [Potomac Quantum Innovation Center](#) (PQIC). The PQIC established working relationships with local universities, nonprofits and associations, industry, federally funded R&D centers, and international efforts in Canada and the Netherlands. The DMV also executed a collaboration agreement to further align operations, programming, and collective regional efforts between PQIC and the [Mid-Atlantic Quantum Alliance](#). Both will co-locate in the Discovery District in College Park.

Horizon Therapeutics inks \$3.5B acquisition of Viela Bio

In March 2021, Horizon Therapeutics completed its acquisition of Gaithersburg-based Viela Bio, which develops treatments for rare diseases. Viela's portfolio includes various treatments as well as technology that Horizon says will aid in developing new medicines. [Horizon Therapeutics](#) Chief Executive Officer Tim Walbert said Viela is a "strong strategic fit" that will drive long-term and sustainable growth for Horizon.

Viela's recently approved rare-disease treatment Uplizna represents a complement to Horizon's pipeline of assets for rare and autoimmune diseases. In addition, Viela's team of approximately 60 R&D employees will augment Horizon's R&D team of 150.

A spinout of AstraZeneca's former MedImmune subsidiary, Viela launched in 2018 with \$250 million. Dublin-headquartered Horizon is a rare and rheumatic disease drug developer unrelated to Horizon Discovery Group, the gene editing, and gene modulation tool company.

Commerce, Tech Council collaborate on virtual life sciences conference

The Maryland Department of Commerce and Maryland Tech Council (MTC) organized the virtually held BIO Digital 2021 Conference in June, hosting 70 local life

sciences organizations. The event's Global Marketplace showcased Maryland among leading biotech hubs from around the world and highlighted 15 organizations that represent the state's unique blend of life sciences industry, federal agencies, and flagship universities.

The Biotechnology Innovation Organization (BIO) presented Maryland Gov. Larry Hogan with its 2021 Governor of the Year Award. Gov. Hogan received the award virtually at BIO Digital 2021.

In addition, more than 35 Maryland life sciences companies received complimentary full registration access to the virtual conference through this partnership. Companies were able to participate in educational sessions, networking events, and one-on-one partnering meetings to raise funds and identify strategic partners for continued growth.

LSAB-MTC task force studies workforce development needs

The Maryland Life Sciences Advisory Board (LSAB) joined forces with the MTC to create a task force to address the workforce needs of a rapidly growing Maryland life sciences cluster. Led by industry leaders Jose Sanchez (AstraZeneca) and Brian Stamper (Kite Pharma) and including experts from academia, industry, government, and nonprofit organizations, the task force aims to create sustainable workforce development solutions "for the industry, by the industry."



The group dedicated significant time collecting and analyzing talent supply-and-demand data; identifying current workforce gaps and connectivity issues; and developing strategies to mitigate challenges that may be inhibiting sector growth. The task force has identified the most immediate priorities to pursue for the next several months:

- Plan and coordinate a high-touch, inclusive outreach program to local and out-of-state talent.
- Organize stakeholders to improve the process and scale of trainee experiential learning.
- Create resources for navigating biotech career paths and develop a marketing campaign to promote these careers to talent and talent influencers.

University studies feasibility of airspace for unmanned aircraft over Chesapeake Bay

In a move that could spearhead major advancements in the civilian and commercial use of unmanned aircraft systems (UAS), the University of Maryland [UAS Test Site](#) conducted a feasibility study for a UAS route network over



Baltimore's MissionGO and The Living Legacy Foundation of Maryland reshape the future of medical blood transport with successful unmanned aircraft flights.

the Chesapeake Bay. The resulting [Chesapeake Bay UAS Route Network](#) will provide airspace primarily over the bay to allow for UAS operations to take place in the same operating environment as civil and commercial manned aircraft.

Maryland Commerce provided a \$30,000 grant to help fund the feasibility study, which the University of Maryland and other industry partners matched. The study was conducted by the University of Maryland UAS Test Site with input from a wide range of stakeholders, from industry to government, including the FAA UAS Integration Office. The result was a document providing a solid foundation for a path forward to establishing regular unmanned aerial vehicle operations in some of the busiest airspaces on the East Coast.

AUVSI Xponential Virtual 2021 Conference showcases “Assured Autonomy”

With the theme “Assured Autonomy” on a global stage at AUVSI Xponential 2021, a community of end-users, technologists and policymakers continued to work together to write the next chapter of autonomous innovation and assure its safe and seamless integration into everyday life. The theme of the [Association for Unmanned Vehicle Systems International](#) meeting supports the event’s legacy of convening experts across markets and domains to advance the market for all things unmanned.

The May virtual conference featured live keynotes, roundtable discussions, networking sessions, and exhibits from leading technology companies and service providers offering fresh insight across the full spectrum of unmanned innovation, from AI to sensors to cybersecurity. Experts from the Maryland Department of Commerce participated in the event, representing corporations and professionals from more than 60 countries involved in industry, government, and academia. AUVSI members work in the defense, civil, and commercial markets.

Maryland Commerce hosted an in-person booth representing six Maryland companies/organizations at the follow-up AUVSI event Aug. 16-19 in Atlanta.

Maryland Commerce supports research professorships

In October 2020, the Maryland Department of Commerce; the University of Maryland, Baltimore; the University of Maryland, Baltimore County; Johns Hopkins University; the Maryland Institute College of Art; Goucher College; and Hood College endowed a total of more than \$13.1 million in new research professorships.

The endowments were made through the [Maryland E-Innovation Initiative Fund](#) (MEIF), a program created to spur basic and applied research in scientific and technical fields at colleges and universities. The schools

raised more than \$6.6 million in private funding, and Maryland Commerce approved matching grants of over \$6.5 million to support the endowments.

"Receiving this E-Innovation award is a bit like hitting the grant trifecta," said Denis Wirtz, Johns Hopkins University vice provost for research. "It gives us the opportunity to nurture the professional potential of a young physician-scientist, advance medical innovation, and enhance the intellectual and fiscal strength of our state at the same time. Our continued gratitude to the Department of Commerce for this forward-thinking program."

[Read here](#) to learn more about these awards and the innovative and life-changing discoveries of the recipients and their potential to create jobs, attract investment into Maryland, and expand Baltimore as a hub of biotechnology.

In May 2021, Maryland Commerce, Bowie State University, and Goucher College endowed more than \$2 million in new research professorships. These endowments were also made through MEIF. The schools raised a total of \$1 million in private funding, and Maryland Commerce approved matching grants of \$1 million to support the endowments.

Bowie State will use the MEIF award to establish an endowed chair of cybersecurity who will serve as the Center for Cybersecurity and Emerging Technologies director in the Department of Computer Science. At Goucher, a new endowed data science faculty position will support the school's new integrative data analytics major and lead programming to develop students' skills that can be applied to data analytics in local, state, and federal governmental agencies, as well as with nonprofit organizations and local and global corporations.

[Read here](#) to learn more about the May awards and the impact the endowments have on students and the future pipeline of entrepreneurs in Maryland.

Maryland receives \$1 million federal grant for cyber program

The U.S. Department of Defense awarded the state a \$1.1 million grant to help Maryland defense contractors comply with federal cybersecurity standards. With this funding, over 50 Maryland small and mid-sized defense contractors will receive cybersecurity assessments to measure their compliance with federal regulations for cybersecurity, and over 40 will receive technical assistance to mitigate issues identified in their cybersecurity assessment.

This is the third grant the state has received in support of the [Maryland Defense Cybersecurity Assistance Program](#) (DCAP), an initiative managed by the Maryland Department of Commerce and the Maryland Manufacturing Extension Partnership (MD MEP). This grant will run from March 2021 through August 2022, or until all funding has been spent.

"DCAP has enabled manufacturers and defense contractors to improve their cybersecurity posture, comply with the often difficult and costly requirements of cybersecurity, and remain competitive in the market,"

said MD MEP's executive director, Michael Kelleher.

Noncompliance with cybersecurity standards can cause a company to lose its federal contract, resulting in lost revenue and jobs; DCAP is designed to minimize or eliminate that risk. Since the program launched in late 2018, nearly 100 businesses have received assistance, resulting in \$500 million in retained sales, \$155 million in increased sales, 2,961 retained jobs, and 136 new jobs.



JHU APL's Mission Control team for the New Horizon's Spacecraft journey to Pluto represents Maryland's highly educated, skilled and talented workforce.

Federal grant to support community development around military installations

The Maryland Department of Commerce, in partnership with the Maryland Department of Planning and several other state agencies, is continuing work on a federal grant to help guide compatible development between military installations and their surrounding communities. This effort aims to ensure that military activities do not adversely affect the quality of life in their communities and that local development does not encroach on installation activities.

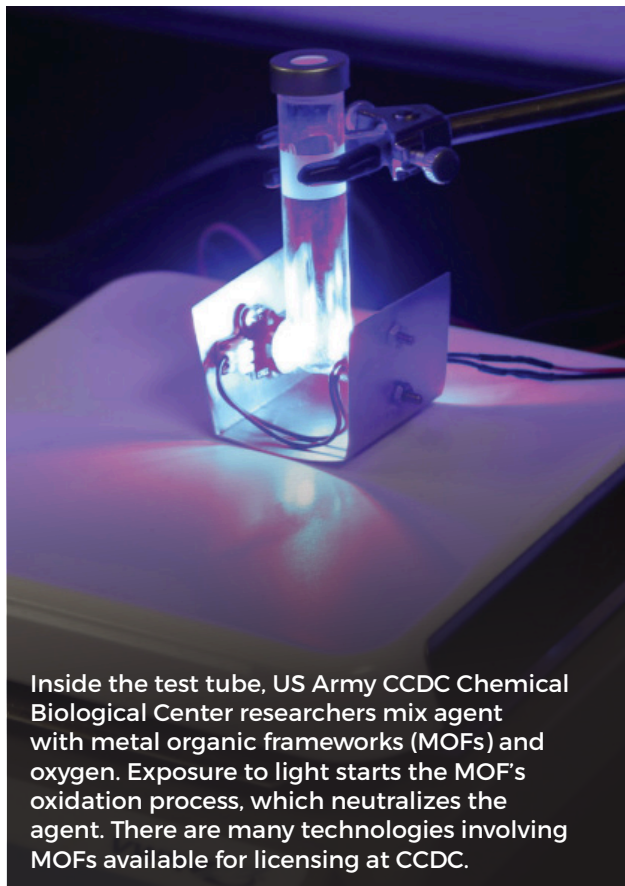
The \$1.12 million grant from the U.S. Office of Local Defense Community Cooperation is the second phase of the [Statewide Joint Land Use Study](#) (JLUS) grant first awarded to Commerce in 2017. The initial funding supported the development of the JLUS Response Implementation Strategy report. The new funds are supporting the development of a State of Maryland Military Communities Compatible Use website; a planning coordination guidebook for local communities; and a study to identify and display areas where renewable energy projects may or may not be compatible with the missions of military installations in Maryland.

Maryland's DefTech Center recognized for tech transfer work

In August 2020, Maryland's Defense Technology Commercialization (DefTech) Center received the 2020 State & Local Economic Development Award by the Federal Lab Consortium. The recognition highlighted the success that the technology transfer program has had in its partnership with the U.S. Army Combat Capabilities Development Command and the Harford County government.

The DefTech nomination was based on its impressive gains during its first two years of operation. To date, the program had created or retained 314 client jobs as well as served 73 clients and raised more than \$28 million in client investment capital. It has also facilitated 16 agreements between the Department of Defense labs in Maryland and clients, such as patent license agreements and cooperative research and development agreements.

[The DefTech Center](#), an initiative of the Maryland Department of Commerce, was founded in 2018. The program aims to help local economies grow by helping entrepreneurs utilize federal lab and defense technologies or resources to develop a product for a non-federal, commercial market and/or to be utilized by the government, also known as technology transfer.



Inside the test tube, US Army CCDC Chemical Biological Center researchers mix agent with metal organic frameworks (MOFs) and oxygen. Exposure to light starts the MOF's oxidation process, which neutralizes the agent. There are many technologies involving MOFs available for licensing at CCDC.

Photo courtesy of US Army CCDC CBC Communications Office

DID YOU KNOW?

Frederick's Innovative Technology Center, Inc., near Ft. Detrick, is home to one of Maryland's DefTech Centers supporting the growth of defense technology commercialization. Additional DefTech locations include the Harford Business Innovation Center, near Aberdeen Proving Ground, and the Howard County Economic Development Authority in Columbia, near Ft. Meade, all expanding DefTech's mission to bring Defense technologies to market.

In addition, DoD laboratories partner with the DefTech Centers to provide Transfer Technology staff with the opportunity to meet with entrepreneurs at these offices: U.S. Army Combat Capabilities Development Command labs—Army Research Laboratory, C5ISR, Chemical Biological Center—National Security Agency and U.S. Army Medical Research and Materiel Command.

“There may not always be a Commerce role or a state role in every project, but every agency is committed to seeing projects thrive and seeing good jobs come to every part of Maryland.”

Maryland Commerce Secretary Kelly M. Schulz

THE BIG PICTURE

Maryland’s regional teams work to enhance collaboration in economic development

The Maryland Regional Resources team helps provide businesses with continued assistance and outstanding customer service. Composed of 10 state agencies that make up the Governor’s Commerce Subcabinet, including Maryland Commerce, the team is divided into five specific regions to assist dedicated areas in Maryland.

“It’s more than just a spreadsheet with projects on it. We’re getting together and we’re trying to solve problems,” said Steve Wall, Maryland Commerce representative on the Southern Maryland regional resource team. **“Before the pandemic, we toured Calvert County, including the business Kelly Generator & Equipment; local restaurant Hook & Vine; visited the Town of North Beach with Mayor Mike Benton; and discussed tidal and coastal flooding and remediation ideas, among other environmental concerns.”**

From Labor and Veterans Affairs to Education and Environment, this collaborative initiative gives every state agency a chance to learn about resources available for Maryland’s workforce and the business community. Check out the list of regional representatives hosted on the [Maryland Business Express](#).

WESTERN MARYLAND

Volvo breaks ground on Vehicle Propulsion Lab in Hagerstown

The Volvo Group broke ground on a \$33 million expansion of its powertrain research and development site in Hagerstown for the construction of a state-of-the-art Vehicle Propulsion Lab (VPL), slated to open in 2023. Employing more than 1,700 team members, the company has invested more than \$294 million since 2011 at the 1.5 million-square-foot manufacturing facility.

Volvo’s VPL will be the first facility in North America to allow comprehensive testing of current and future products for Volvo Trucks, Mack Trucks, Prevost, and Volvo Bus to meet evolving government regulations and ensure high performance on the diverse North American roadways. The lab will consist of two environmental chambers housed under one roof. One chamber will have a chassis dyno capable of emissions measurements and simulating extreme weather and altitude conditions. The second will offer testing of fully operational vehicles, including highway and vocational trucks, as well as coach buses, for starting in various weather conditions.

“The VPL will be one of the few places in operation that offers vehicle emissions and on-board diagnostics requirements at all expected operating conditions for trucks, buses, and powertrains,” said Audley Brown, vice president of powertrain engineering for Volvo Group North America.





Hagerstown Logistics Center is three years ahead of schedule

Construction on the \$139 million, 2.3 million-square-foot Hagerstown Logistics Center industrial park is running roughly three years ahead of schedule. Amazon will occupy building No. 1, which is more than 1 million square feet. Buildings No. 2, 3 and 4 are anticipated to be finished by the end of 2021.

The Hagerstown Logistics Center's prime location on Wesel Boulevard provides ready access to the I-70 and I-81 interchange, proximity to Norfolk Southern and CSX Intermodal Facilities and is within one-day proximity of 40% of the nation's population. It is also just minutes from FedEx, UPS, and YRC ground and freight hubs, providing convenient service and extended cut-off times for bulk and parcel distribution.

The project includes a \$6 million roadway reconstruction project, which is being accomplished through a public-private partnership with funding from NorthPoint Development at \$1.8 million, Washington County at up to \$2.7 million, and the City of Hagerstown at up to \$1.5 million.

Optimize Renewables opens incubator at Frostburg State University

A new renewable energies incubator at Frostburg State University (FSU) will allow companies and students to collaborate in designing, financing, and developing alternative power systems. With more than 6,000 square feet, the center is expected to aid workforce development while creating new jobs to test, install, and maintain microgrids, and to recruit long-term "smart energy" manufacturing solutions.

The incubator will be located in the new Western Maryland Advanced Technology Center at Frostburg State University Innovation Park. The project is being led by renewable energy pioneer Len Jornlin, CEO and co-founder of [Optimize Renewables](#) of Hagerstown, a

firm with three decades of expertise creating microgrids to offer sustainable energy for buildings or facilities in Appalachian Maryland. Jornlin has also been named as [Appalachian Energy Innovation Entrepreneur-In-Residence](#) at FSU.

"We're excited about this impactful initiative for underserved markets," Jornlin said. **"Optimize is kind of like a Swiss army knife of renewable solutions. We know how to build new markets while incorporating workforce development, project development/finance, manufacturing opportunities, and emerging R&D innovations."**

U.S. 219 improvement opens in Garrett County

A \$63 million highway project at Grantsville that includes realignment of a portion of U.S. 219 and a new four-lane section of road is finished. The route started in 2018, has been a top Garrett County transportation priority for decades, and is the latest phase in improvements designed to create a modern north-south route in Western Maryland and southwest Pennsylvania for freight haulers and motorists.

"Expanding this corridor in Garrett County is vital to ensuring Maryland's supply chain continues to run efficiently," said Tim Smith, administrator of the Maryland Department of Transportation's State Highway Administration.

The new 1.4-mile section of U.S. 219 provides additional space for through-truck traffic on U.S. 219 Business, allowing improved separation from local traffic. The four-lane highway has two 12-foot lanes, an 8-foot inside shoulder and a 10-foot outside shoulder in each direction. It also includes two roundabouts, turn lanes connecting to U.S. 219 Business, and a median.

The U.S. 219 project represents a significant step toward development of the Appalachian Development Highway System, a 3,090-mile network of modern highway corridors designed to generate economic development in previously isolated areas, supplement the interstate system and provide access to markets in the region and across the nation.

Grow West expansion underway

Construction crews are making progress on a \$20 million expansion project for medical cannabis producer Grow West MD. Located in Cumberland, on Kelly Road, the expanded greenhouse space will allow the company to hire 100 new employees, which will double its workforce. The construction itself has created 100 jobs. Grow West began operations in the former Kelly-Springfield Tire Co. complex in March 2018 and added a dispensary on Industrial Boulevard in South Cumberland in July 2019.

Grow West's operation is designed after the top-rated grow systems in the world found in Holland. A shortage of medicinal cannabis is being experienced in many states, according to William Valois, Grow West's CEO. "This expansion will be 3.6 times (increase in production) from what our current operation is."

Valois added, **"This is just the beginning. We want to continue to expand more in the future. We feel embraced by the community, and it has helped us to grow as fast as possible. Cumberland has been good to us, and the workforce has been outstanding. People want jobs, and they want to work."**

Conagra Brands grows team at Hagerstown facility

[Conagra Brands](#), maker of [Gardein® plant-based foods](#), is one of North America's leading branded food companies. The Gardein facility in Hagerstown has steadily expanded with the popularity of meatless meal options. In 2020, Conagra invested \$16 million in a new production line and added over 40 new jobs in Hagerstown to meet increased demand for Gardein.

"Gardein has grown significantly and we expect the trend to continue," said Jill Dexter, vice president and general manager for Gardein. **"We're excited by how many people are trying plant-based foods and we're confident that Gardein's great taste and variety will keep them coming back for more."**

Conagra's Hagerstown facility was awarded an inaugural [Resilient Maryland pilot](#) grant of \$25,000 from the Maryland Energy Administration (MEA) to research project feasibility and complete initial engineering and design plans for a resilient power system. The facility will work with Washington County's Optimize Renewables on the study.

Conagra is committed to giving back to the communities where it has a presence. Employees actively support the United Way of Washington County. To help impact local food insecurity, the Conagra Brands Foundation has also provided grants to YMCA of Hagerstown, Children in Need Washington County and Girls Inc. of Washington County.

SOUTHERN MARYLAND

Bomb tech association partners with CSM to bolster economic growth in Southern Maryland

The College of Southern Maryland (CSM) and the [United States Bomb Technician Association](#) (USBTA) signed a Memorandum of Understanding on June 17 to strengthen its mutual goals of bolstering economic growth in Charles County and the region. The USBTA employs emerging technologies to provide cutting-edge training for active bomb technicians.



USBTA, based in Centennial, Colorado, plans to establish a satellite office headquarters in the Maryland Technology and Training Campus (MTTC) near the [CSM Velocity Center](#) and Naval Surface Warfare Center, Indian Head Division (NSWC IHD). CSM will provide conference space and classrooms for USBTA events and technical training.

"We are excited about the ongoing economic development in Indian Head and are thrilled to join all of you in this partnership to train our workforce and build a strong economic future for our students and this community," said CSM President Dr. Maureen Murphy.

The MTTC is a public/private partnership and will serve as a consortium for industry, academic institutions, and

nonprofit organizations to support the NSWC IHD by evaluating new technologies in concert with government, military, and start-up companies. The campus will become the first of its kind in the United States as a Center of Excellence for Bomb Disposal Technology Development, Research, and Training. The MTTC will also provide an influx of high-paying, technology-focused jobs.

Westham Butcher Shop first Southern MD USDA-certified slaughterhouse

Westham Butcher Shop, an Amish facility in St. Mary's County, received USDA certification allowing farmers to sell meat slaughtered there on the retail market. The certification is a major milestone for the Southern Maryland Agricultural Development Commission, which has sought the federal designation on behalf of Westham's Amish owners since the shop opened in October 2019. In the interim, Westham has offered so-called custom-exempt slaughtering for farmers and customers consuming the meat themselves.

The SMADC considers Westham a separate but critical piece of its \$1 million regional agricultural center slated for construction over the next year. The center, a primary

focus of the USDA Commission since at least 2015, is set to include cut-and-wrap servicing as well as finer meat processing such as charcuterie. Plans also include a meat locker, cold storage, a commercial kitchen, and a farmers market, among other features, and is the centerpiece of a larger plan to boost the incomes of Southern Maryland producers and grow the local food movement.

Patuxent Brewing receives RMI award

[Patuxent Brewing Co.](#), a recipient of the Regional Maryland Institute's 2020 Champion of Maryland Manufacturing Award, is Charles County's first brewery and the state's first 100% minority-owned brewing operation. Opening as a nano-brewery, Patuxent Brewing Co. has grown quickly over the past year and has expanded its reach and influence through the local community even faster. Through outreach, community collaboration, and even through product offerings, the Patuxent Brewing team is paving the way for diversity in the state's booming craft beverage industry and local economy.

In an industry that benefits greatly from direct-to-customer exchanges and taproom sales, Patuxent



Brewing was forced to make operational pivots to stay successful and worked and collaborated with other local businesses to weather the pandemic.

Patuxent Brewing is leading by example in a community experiencing significant growth in minority populations and the number of black-owned businesses.

EASTERN SHORE

Salisbury Regional Airport opens first UAS-dedicated hangar on East Coast

In early 2021, the East Coast's first hangar for unmanned aircraft systems (UAS) opened for public use at the [Salisbury Regional Airport \(SBY\)](#).

Sentinel Robotic Solutions is the operator of the 7,800-square-foot UAS Automation Innovation Center. Kilroy Aviation is also headquartered at SBY and is one of the few companies dedicated to assisting aircraft manufacturers with the FAA type certification process.

Other features include:

- The first airport in Maryland with regular commercial air traffic to open a facility solely dedicated to testing and evaluation of unmanned air vehicles.
- Daily onsite operation services include logistics management, project support, air traffic coordination, aviation, and ground safety.

UAS Center of Excellence will focus on supporting UAS companies in the development and testing phases with the possibility for expansion to support manufacturing capabilities.

Locally owned craft brewery opens in Queenstown

[Ten Eyck Brewing Co.](#), which specializes in making local craft beers, opened in Queenstown in August 2020. The company is locally owned and operated by a team of female veterans and first responders with a mission to serve delicious handcrafted drinks to the community and beyond. Ten Eyck features a dog-friendly taproom and beer garden, and brews a wide variety of handcrafted ales, lagers, stouts, ciders, non-alcoholic sodas, and some mixed fermentation sour and wild ales. Food trucks are often invited to stop by. Ten Eyck is one of four breweries in Queen Anne's County.

Eastern Shore natural gas pipeline extension approved

[Chesapeake Utilities Corp.](#) got the unanimous green light from the Maryland Board of Public Works in January for the \$34 million Del-Mar Energy Pathway pipeline project, which will add nearly seven miles of a 10-inch-diameter gas pipeline from Delaware, through Wicomico County and into Somerset County.

The pipeline will extend natural gas service to Eastern Correctional Institution and the University of Maryland Eastern Shore, as both anchors look to transition off more polluting fuels. Currently, the University of Maryland

Eastern Shore uses fuel-oil and propane, while the Eastern Correctional Institution burns wood chips.

Significant economic benefits to Somerset County and the region include:

- More than 1,300 construction jobs over the next decade and more than \$7 million in new wages as a result of lower energy costs.
- The residential price of natural gas is 70% cheaper than the residential price of electricity.
- Commercial and industrial customers who convert from heating oil to natural gas on average save more than \$12,000 annually.

Crystal Steel utilizes PWQ training assistance with UMD project

[Crystal Steel](#) in Federalsburg, Maryland has easy railway access, allowing the ability to receive extra-long raw materials efficiently in conjunction with added crane runways and receiving bays. Equipped with all the latest fabrication equipment, Federalsburg has the capacity to fabricate 20,000 tons of structural steel per year, doubling total company production.

In addition, the shop is close to Crystal Steel headquarters in Delmar, Delaware, allowing for easy management and collaboration while tapping into a larger area from which to hire qualified employees. During FY21 the Maryland Department of Commerce assisted Crystal Steel with training needs by providing Partnership for Workforce Quality (PWQ) funds for 66 employees.



Crystal Steel UMD project uses 2,261 tons of steel

Crystal Steel is featured in AISC's Modern Steel Construction magazine, this time as part of the [University of Maryland's Center for Sports Medicine Health and Human Performance project](#). The University of Maryland, Baltimore (UMB) and University of Maryland College Park (UMCP) campuses partnered to construct the Center, located at the site of the former Cole Field House, recently renamed the Jones-Hill House, on UMCP's campus.

Maryland's For



International

Investment and Trade

Foreign Offices



Opportunities for globalizing Maryland businesses remain, despite travel restrictions

The Maryland Department of Commerce teamed up with the University of Maryland Robert H. Smith School of Business Global Consulting Program and the Maryland Partners in International Trade program, or MAPIT, to continue to provide a variety of global opportunities for companies across the state.

The Global Consulting Program offers global consulting to Maryland companies looking to gain expertise in international expansion and global business strategies by providing opportunities to work with Maryland Smith MBA students, who provide consultations and recommendations on the company's current challenges in the global market.

Throughout 2020, Maryland Commerce and its partners (Center for Global Business at Maryland Smith, U.S. Export Assistance Center - Baltimore, and MD-DC District Export Council) hosted a webinar series for global business. The series provided companies with tips, tools, and resources to globalize their websites and successfully market their products and services to customers around the world, particularly during a global pandemic; 274 unique participants attended the series of webinars.

New soft landing program to help international companies with U.S. expansion

Maryland is offering a new program to match international prospects with local incubators. Called "soft landing," the program provides international companies the opportunity to test out new markets at an affordable rate, with access to business resources, educational programs, mentors and advisors, and/or networking events. By enabling foreign companies to locate in Maryland for up to three months at an office or co-working space, the department hopes to convert these prospects into permanent residents of Maryland's business community.

In addition to promoting local incubators, Maryland Commerce will support the soft landing programs by offering matchmaking meetings and one-on-one counseling for participating companies to guide the business registration process, Commerce's services and resources, and more. The department is also working on agreements for soft landing programs in other countries, which would allow Maryland businesses to explore new markets if interested in opening an office abroad.

Learn more about this exciting new program [here](#).

AGREEMENTS BETWEEN MARYLAND AND CANADA STRENGTHEN RELATIONSHIPS ACROSS MULTIPLE INDUSTRIES, PROMOTE TRADE, ATTRACT INVESTMENT

Maryland and Quebec sign cooperative partnership

The Maryland Department of Commerce joined with government officials from Quebec, Canada, to sign a cooperative agreement that jointly promotes trade and innovation, particularly in the life sciences and public health sectors. The agreement strengthens the existing ties between Maryland and Quebec, which have continued to grow as a result of Gov. Larry Hogan's trade mission to Canada in 2017.

The collaboration will include the sharing of research and development projects and knowledge across the sectors; partnering on trade and business missions, and hosting exchange programs for companies in incubators and accelerators within the fields. The agreement will also allow Maryland companies to explore the global Canadian market with support in exporting products and investments, and vice versa.

Historic investment and procurement agreement between Maryland and Ontario

During a virtual ceremony, Gov. Larry Hogan and Ontario Premier Doug Ford finalized a new, historic strategic investment and procurement agreement (SIPA) to increase trade, attract investment, and encourage job creation in Maryland and Ontario. Areas of focus include advanced manufacturing, infrastructure, and the agri-food sector.

The Ontario-Maryland SIPA promotes economic cooperation and intergovernmental collaboration. The two jurisdictions have agreed to share best practices to help mitigate the impacts of unforeseeable events, such as natural disasters or public health emergencies, including COVID-19. The agreement also establishes a Procurement Cooperation Council to improve transparency and engagement on government purchasing for businesses based in Ontario and Maryland.

More than 130 Canadian-owned companies are operating in Maryland, contributing \$590 million in salary dollars to the economy, and more than 205,500 jobs in Maryland depend on trade and investment with Canada.

Maryland opens three new European trade offices

To continue growing Maryland's global footprint, the state has opened three new European trade offices in the United Kingdom, France, and Germany, allowing it to expand its reach. The Maryland Department of Commerce opened these offices with existing budget resources, and all three offices will be compensated based only on actual services provided to Commerce and Maryland companies.

The new international locations will be joining a network of Maryland's existing foreign trade offices in South Africa, Australia, Brazil, Canada, Chile, Mainland China, Colombia, India, Israel, Japan, Mexico, Peru, Singapore, Taiwan, and the United Arab Emirates.

"Maryland Commerce's foreign office representatives were very efficient and timely in their services and performed a partner search that I could not have done on my own," said Gill Grady, senior vice president of GSE, a simulation company in Sykesville. **"Their matchmaking service introduced me to half a dozen potential partners and a few possible end-users of my products. Exporting and finding new markets is key, so the ability to leverage our localized content with Commerce's assistance has a direct and positive impact on the company's bottom line."**

Maryland signs Sister State agreement with northern France

Maryland's ties with a region in northern France were strengthened in December 2020 with the signing of a Sister State agreement by Gov. Larry Hogan and Hauts-de-France region President Xavier Bertrand. The Memorandum of Understanding was signed at ceremonies that took place both at the French ambassador's residence in Washington, D.C., and at the U.S. Embassy in Paris.

Hauts-de-France was established in 2014 as part of a merger between the Nord-Pas-de-Calais region and Picardy. The establishment of Hauts-de-France necessitated that Maryland update the 1981 Sister State Agreement it signed with Nord-Pas-de-Calais to include the new region. The agreement is expected to pave the way for scientific and educational exchanges. Maryland's Sister State program encompasses 19 relationships in 17 countries.

Maryland Commerce awarded federal funding, approves 24 ExportMD grants

The U.S. Small Business Administration has awarded a \$349,000 State Trade Expansion Program (STEP) grant to the Maryland Department of Commerce.

This year is the 10th anniversary of the federal State Trade Expansion Program. Over the past decade, Maryland Commerce has received more than \$4.5 million from the SBA program, and as a result, awarded hundreds of small and mid-sized businesses from all regions of the state with ExportMD grants, including 24 over the past six months.

With travel restrictions in place, the ExportMD program expanded to cover additional eligible expenses for non-travel activities, including increased coverage for compliance testing, shipping sample products, and website translation into foreign languages, in hopes of making the program more flexible and attainable for local businesses.

MD Commerce pivots to virtual missions to propel exports during COVID-19

To address the challenges exporters in Maryland faced due to COVID-19, including travel restrictions, Maryland Commerce transformed their usual trade show and mission schedule to a series of virtual opportunities for companies.

In October 2020, Maryland conducted its first-ever virtual international trade mission in conjunction with the BioJapan trade show, which was also offered virtually. The show focused on biotechnology, with eight Maryland companies participating. Commerce also offered customized matchmaking and interpreting services through Maryland's foreign office in Japan.

SelectUSA sponsorship reaches international startups

The Maryland Department of Commerce was a SelectUSA Tech sponsor for the 7th annual 2021 SelectUSA Investment Summit from June 7-30. The first-ever virtual SelectUSA Summit attracted 3,400 participants from more than 80 international markets.

During the first day of the SelectUSA Summit, Gov. Larry Hogan led a "fireside chat" with Michael McCabe of Tata Sons. Tata subsidiaries in Maryland include Tata Consumer Products, which manufactures Eight O'Clock Coffee in Landover; TCS, an IT services company with an office in Rockville; and Jaguar Land Rover, which uses the Port of Baltimore. The discussion highlighted Maryland's advantages for food and beverage processing, logistics and distribution, and tech services.

In the first SelectUSA Tech pitch session, Commerce Secretary Kelly Schulz launched the Maryland Soft Landing Program. Commerce's SelectUSA tech sponsorship enabled them to reach more than 350 high-potential startups in a range of industries, including medical devices, biotech, cybersecurity, clean tech, and others. OIIT team members connected one-on-one with a wide range of international companies seeking U.S. locations to establish or expand operations.



1,500 new life sciences jobs

Global biotech company Ellume has chosen Maryland for a significant expansion that will create more than 1,500 life sciences jobs.

"I am grateful that the partnerships and connections we created during our 2019 mission to Australia have resulted in bringing this world-class company to Maryland,"

said Gov. Larry Hogan. (see page 5 for full story)

The Year of Innovation / Marketing and Communications

Marketing and Communications embraced the theme of “The Year of Innovation.” With most conferences and trade shows going virtual, the team got creative in developing new ways to promote Maryland as a great place to do business and stay in touch with our business community. From creating digital displays to constant digital engagement with our social networks to recording video speeches for Commerce Secretary Kelly M. Schulz, communicating with business was at the forefront of our plans.

Trade Show Outreach

Commerce continued to have a robust and active outreach schedule, although some in-person and live events were halted due to the pandemic. Commerce engaged in numerous virtual conferences, missions, and tradeshow, even reaching audiences internationally. The virtual events encompassed a wide range of industry sectors such as aerospace, cyber, and bioscience. In all, the total number of activities Commerce engaged in for FY21 totaled 36 events reaching over 238,000 attendees. Here is a snapshot of the larger events Commerce participated in:

- The BIO International Conference, also known as BIO Digital, had over 7,000 virtual attendees participate in trending global sessions and educational company presentations while making invaluable networking connections in one-on-one partnering meetings.
- AUUSI Xponential is the global stage for all things unmanned, from modeling and simulation, sensors, energy storage, and UAS mitigation solutions to what is coming over the horizon in AI/ML, 5G, edge computing, and more.
- The SelectUSA Investment Summit promotes the United States as the world’s premier investment destination and connects qualified foreign firms with U.S. economic development organizations to facilitate business investment and job creation.

Connecting With Commerce

The pandemic did not slow down Commerce’s communications team, with a steady stream of news being published in FY21. The department’s announcements helped secure 2,190 segments of news coverage, with an earned media value totaling nearly \$1.1 million. Staff helped prepare Secretary Kelly M. Schulz for nearly 200 virtual, recorded, and in-person events with economic development partners and local organizations,

interviews with media outlets, and more. The team also helped create and deliver more than 180 Secretary’s Citations to local businesses celebrating milestone anniversaries and other accomplishments throughout the fiscal year.

To help tell Maryland’s business story online in FY21, Commerce communications and marketing staff created and wrote more than 100 blog posts hosted on the open.maryland.gov website. Blog post topics range from breaking news announcements to program updates, small business features, and “listicles” that highlight different assets for doing business in Maryland.

This blog content was pushed out daily on Commerce social media accounts, which have amassed a following of more than 47,000. In addition to sharing blog content, a team regularly monitors news and social media for opportunities to engage with partners and provide insightful updates to followers about events and resources. As a result, the accounts (Twitter, LinkedIn, and Facebook) received nearly 25,000 organic engagements in FY21.

Email also continued to be an important tool for reaching audiences with important news and updates. The team deployed more than 120 custom mass emails for a variety of purposes, ranging from COVID-19 grant application alerts to breaking news updates and monthly newsletter updates.

As business started to ramp up, so did marketing outreach efforts. With a renewed focus on innovation, Commerce’s marketing team launched the Maryland Future 20 initiative, which combed the state for Maryland’s 20 most innovative entrepreneurs. Throughout the year, the team featured the Future 20 companies in various ways across social media, blog features, and the Open for Business advertising campaign.

Maryland FUTURE 20



[ACTIVEcharge](#) (Baltimore County) – Provider of blade monitoring hardware and software for wind turbines.

[Aidar Health](#) (Baltimore City) – Healthcare technology company focused on personalized medicine with MouthLab product that provides a rapid overall health assessment.

[Airgility](#) (Prince George's County) – Developer of unmanned aerial systems to help support defense missions, public safety and commercial sectors.

[Clene Nanomedicine](#) (Cecil County) – Clinical-stage biopharmaceutical company focused on treating neurodegenerative diseases.

[HopFlyt Inc.](#) (Calvert County) – An aerospace company developing an electric Vertical Takeoff & Landing aircraft.

[Infercabulary](#) (Baltimore County) – Education technology start-up that offers a web-based, visual vocabulary and reasoning program that helps students use critical thinking.

[InventWood](#) (Prince George's County) – Startup developing environmentally-sustainable cellulose products.

[IonQ](#) (Prince George's County) – Quantum computing hardware and software company taking ion quantum computing from the lab to the marketplace.

[Ion Storage Systems](#) (Prince George's County) – Technology company that creates batteries that are safer and enhance system performance.

[Live Chair Health](#) (Howard County) – Company with a barbershop appointment booking platform that is also integrating healthcare assessments with barbershop visits.

[Medcura](#) (Prince George's County) – Medical device company developing a wound care platform for surgical, medical, and consumer applications.

[N5 Sensors, Inc.](#) (Montgomery County) – Electronics company manufacturing high-performance sensors and detectors.

[pathOtrak](#) (Prince George's County) – Biotechnology company that is developing a rapid detection test for foodborne pathogens, including e.Coli and salmonella.

[Penacity LLC](#) (Anne Arundel County) – Cybersecurity company providing services to the private sector and federal government.

[Relavo](#) (Baltimore City) – Medical device company working on a solution for safer, in-home kidney dialysis.

[Resensys](#) (Prince George's County) – Technology company with a wireless sensor network to help monitor infrastructure systems against aging and malfunction.

[Silfra Biosystems LLC](#) (Baltimore County) – Start-up that manages fish waste in aquaculture.

[Sisu Global Health](#) (Baltimore City) – Medical device company with an innovative blood-filtering product.

[Theradaptive, Inc.](#) (Frederick County) – Pharmaceutical company focused on regenerative medicine and native tissue repair.

[Vita Therapeutics](#) (Baltimore City) – Cell engineering company developing life-transformative treatments.

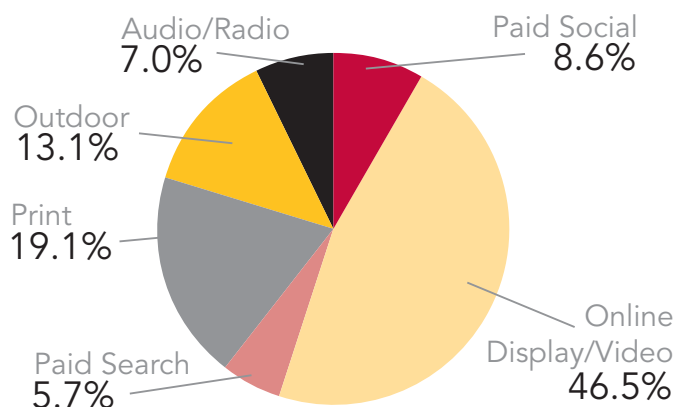
Open for Business Campaign

Together with the Maryland Marketing Partnership, Commerce developed a new series of testimonials as part of the Open for Business Campaign. Our ad agency, HZ, conducted video and photoshoots of the CEOs of Airgility (a Future 20 company), Sonavi Labs, and Dragos. From there, print, digital, streaming audio, and video ads were created.

To maintain the state's branding efforts, advertising was consistent but minimized in late 2020. Beginning in 2021, the campaign ramped up with a \$2.8 million integrated media buy covering business attraction, workforce attraction, and business retention objectives. The plan consisted of ads in print magazines, over-the-top TV/connected TV, streaming radio/podcast sponsorships, email newsletters, and online display/video advertising.

Media Spend by Channel

(Cumulative from 2017-2021)



While continuing to run with the core business-related placements that drove good performance in 2020 (Wired, Smartbrief, WSJ and INC), the 2021 plan introduced reach across niche trade publications (SC Media, Data Center Knowledge, Infosecurity, Fierce Biotech, Fast Company, and Genetic Engineering News). To reach the site selector-specific audience, Maryland was also featured heavily in Area Development and Site Selection Magazine. To connect with biotech industry leaders, advertising targeted attendees of the 2021 BIO Virtual International Convention in June. For the workforce attraction effort, ads were placed in places such as LinkedIn, Instagram, and YouTube to reach recent graduates and early career tech workers in key markets.

In terms of digital media, the bulk of the plan was focused on using geographical and behavioral data to target advertising across a variety of sites online. The ads were directed to business owners in key markets who have expressed behaviors online that indicate they are likely to consider a business move (looking at a commercial property, researching relocation, etc). Putting Maryland messages in front of these people helped keep the location top of mind as they created a consideration set. This targeting strategy, paired with continuously refined messages and visuals, is proving to be the most engaging digital advertising tactic used in the campaign to date.



“FINDING STEM TALENT DOESN'T HAVE TO BE DIFFICULT.”

PRAMOD RAHEJA,
CEO AND CO-FOUNDER OF AIRGILITY

For Airgility, a company developing autonomous vehicles designed for disaster response situations, only the best and brightest STEM workers will do. Its affiliation with a University of Maryland incubator has been crucial to finding talent. And that's just one of the ways being in Maryland helps them thrive.

Get to know Airgility's story and get to know the talent surrounding them at open.maryland.gov/innovation.

Innovation lives here.

Target Markets for Advertising:

Business Attraction Audience Segment - Philadelphia, San Francisco, Atlanta, Boston, Denver, Raleigh-Durham, San Diego, San Antonio, Austin, Memphis, Fresno, Greenville, Salt Lake City

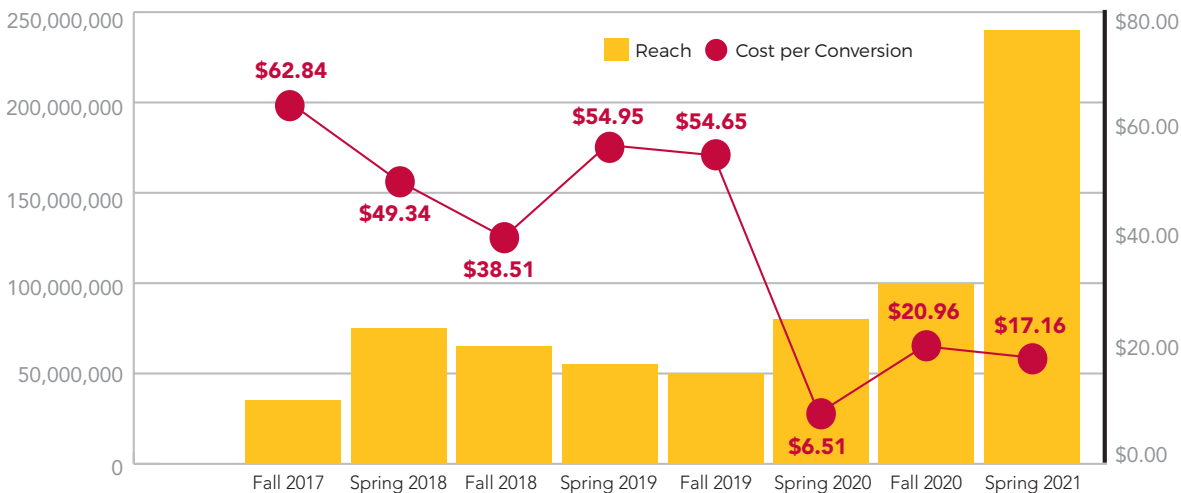
Workforce Attraction Audience Segment - Philadelphia, Dallas, Atlanta, Boston, Tampa, Denver, Charlotte, Raleigh-Durham, San Antonio, Jacksonville, San Francisco, Phoenix/Scottsdale, Seattle

In FY21, the Open for Business campaign reached more than 348 million people and drove 1.9 million visitors to the open.maryland.gov website. Reach has increased over three consecutive flights while the quality of those who visit the website from advertising has held steady and is 73% more efficient than it was when the campaign launched in 2017.



Photo credit: Peterson Cos. / National Harbor

Campaign Reach and Cost-per-Conversion by Season



"HERE FOR SCIENCE AND MEDICINE."

ELLINGTON WEST, CEO AND CO-FOUNDER OF SONAVI LABS



Using AI, Sonavi Labs is re-imagining the stethoscope for the first time in over a century. In their high-tech quest to save lives, this Maryland-based company is surrounded by the things tech startups dream of having in their backyard: top research institutions, STEM professionals, and organizations that have their back.

Innovation lives here.
open.maryland.gov/innovation

"HERE FOR THE CYBER COMMUNITY."

ROBERT LEE, CEO AND CO-FOUNDER OF DRAGOS



When your mission is to protect the nation's industrial infrastructure from cyber attacks, you need smart, passionate people behind you. Tapping into Maryland's cybersecurity talent pool gives Dragos the edge it needs to complete its mission.

Innovation lives here.
open.maryland.gov/innovation

Maryland Marketing Partnership Board

Julian Boykin, President of A.C.E., LLC

Karen Cherry, Vice President, Leasing, Prologis

Henry Fawell, Founder and President, Campfire Communications

Justin Meighan, Assistant Regional Manager, LiUNA! Mid-Atlantic Region

Eric Nielsen, President, Association of Maryland Pilots

Stuart Page, Manager, Economic Development, BGE

Leonard Raley, President and CEO, University System of Maryland Foundation

Tom Sadowski, Executive Director, MEDCO

Kelly Schulz, Secretary, Maryland Department of Commerce

Angela Sweeney, Vice President and Chief Marketing Officer, Peterson Cos.

Aaron Tomarchio, Vice President of Corporate Affairs, Tradepoint Atlantic

Laura Van Eperen, CEO, FOVNDRY
Ex officio

Sen. Cheryl Kagan (District 17; appointed by Senate President)

Del. Kris Valderrama (District 26; appointed by House Speaker)

Tom Riford, Executive Director, Maryland Marketing Partnership

Assistant Secretary, Maryland Department of Commerce: Division of Tourism, Film and the Arts, Division of Marketing and Communications

Maryland Marketing Partnership

The Maryland Marketing Partnership is led by a governor-appointed board of business executives. The board works in partnership with the Commerce marketing team to oversee the Open for Business campaign. The partnership is also made up of 28 Maryland Business Champions that invest in the partnership and share their resources. In FY21, the partnership committed \$800,000 to help promote Maryland's business advantages and attract new businesses and workers to the state.

Maryland Business Champions



An Exelon Company

Headquartered in Baltimore, [BGE](#) is Maryland's largest natural gas and electric utility, delivering power to more than 1.25 million electric customers and more than 650,000 natural gas customers in central Maryland. BGE is a subsidiary of Exelon Corporation (NYSE: EXC), the nation's leading competitive energy supplier.



Since 1909, [Whiting-Turner](#) has earned the respect and appreciation of its clients and trade partners for delivering construction services with precision, technological and procedural innovation, integrity, and excellence. A commitment to the advancement of historically underutilized business is routinely evident. In Maryland and nationwide, the company embraces its role as an economic engine to create lasting opportunities for local citizens, and to sustain healthier, safer, and more vibrant communities.



Headquartered in Baltimore, [St. John Properties](#) has developed more than 21 million square feet of office, flex/R&D, and retail, serving over 2,500 clients throughout Maryland, Colorado, Louisiana, Nevada, Pennsylvania, Utah, Virginia, and Wisconsin. Honored as NAIOP's National Developer of the Year in 2018, St. John Properties is celebrating 50 years in business. A leader in green building practices, St. John Properties ranks within the top 5 nationally in LEED developers with more than 80 LEED-certified buildings.



TRANSAMERICA® With a history that dates back more than 100 years, [Transamerica](#) is recognized as a leading provider of life insurance, retirement, employee benefit and investment solutions. Transamerica's dedicated professionals help people take steps to live better today so they can worry less about tomorrow. Transamerica is headquartered in Baltimore and is part of the Aegon group of companies. Led by Will Fuller, president and CEO, Transamerica supports nonprofit organizations that promote the overall well-being of the communities where Transamerica's employees live and work.



PETERSON [Peterson Cos.](#) is one of the **COMPANIES** region's leading developers of commercial, office, retail, residential and industrial real estate. The company is responsible for several prominent and successful mixed-use developments in Maryland, including National Harbor, Rio and Downtown Silver Spring.



[The Maryland Economic Development Corporation \(MEDCO\)](#) was created by the State of Maryland's General Assembly to assist with statewide economic development activities by owning, developing, and financing real and personal property projects. MEDCO works to increase business activity, advance economic development, encourage charitable and cultural activities, enhance workforce development, and promote Maryland's economic viability.



UNIVERSITY SYSTEM of MARYLAND

The [University System of Maryland \(USM\)](#) is the state's public higher education system. The USM has more than 170,000 students enrolled across 12 institutions and three regional higher education centers throughout the state. Working collaboratively, sharing resources and best practices, USM research institutions, regional universities, and HBCUs conduct \$1.5 billion in sponsored research and awards 42,000 undergraduate and graduate degrees, including nearly 16,000 in health care and STEM disciplines.



A Family Commitment to Quality Since 1920

Based on Maryland's Eastern Shore, [Perdue Farms](#) has been a family-owned company for four generations. Today, the company creates products for consumers and retail and foodservice customers around the globe. Through its two operating divisions, Perdue Foods and Perdue AgriBusiness, the company strives to be the most trusted name in food and agricultural products.



[Weller Development Co.](#) is an innovative full-service real estate development firm that offers a wide range of expertise and a multi-disciplinary approach to building extraordinary communities. The company has a growing portfolio of distinct mixed-use projects and a proven track record of successful and celebrated developments across the Mid-Atlantic region. Weller Development is the lead developer of Port Covington, one of the largest urban revitalization efforts in the United States.



[Port Covington](#) is an inclusive waterfront community in South Baltimore that is undergoing an incredible transformation. The neighborhood spans 235 acres, with 2.5 miles of waterfront on the Middle Branch of the Patapsco River. Port Covington offers amazing waterfront experiences, incredible visibility, and unparalleled accessibility directly to I-95. More than 1.1 million square feet of new mixed-use development is underway in Port Covington, and it will start to deliver in 2022.



TRADEPOINT ATLANTIC

[TradePoint Atlantic](#), a 3,300-acre multimodal global logistics and industrial center in Baltimore, Maryland offers a gateway to markets around the United States and the world, featuring an unmatched combination of access to deep-water berths, rail, and highways. One of the largest, most strategically significant intermodal global logistics hubs in the country, TradePoint Atlantic is projected to generate 11,000 permanent jobs with a \$2.9 billion annual economic impact.



[Howard Hughes](#) owns, manages, and develops commercial, residential, and mixed-use real estate throughout the United States. Its award-winning assets include the country's preeminent portfolio of master-planned communities, with operating properties and development opportunities in New York, Maryland, Texas, Nevada, and Hawaii. Its portfolio is strategically positioned to deliver new development based on market demand, resulting in one of the strongest real estate platforms in the country driving sustainable, long-term growth and value for its shareholders.



[T.Rowe Price](#) is a global investment management firm that offers mutual funds, advisory services, account management, and retirement plans for individuals, institutions, and financial intermediaries. The firm had \$1.59 trillion in assets under management as of May 31, 2021, and employed more than 7,500 associates around the world, with over 5,000 based in Baltimore. It has 16 international offices and serves clients in 47 countries.



[Merritt Cos.](#) is a family of companies comprised of Merritt Properties, Merritt Construction Services, and Merritt Clubs – all dedicated to creating and maintaining environments where people can grow and prosper. From creating workplaces for businesses to creating personalized physical fitness regimens for individuals, the Merritt family has grown to more than 1,000 employees and 19 million square feet of commercial development in Maryland, Virginia, and North Carolina.



UNIVERSITY of MARYLAND MEDICAL SYSTEM

[University of Maryland Medical System \(UMMS\)](#) delivers comprehensive health care services – including physician networks and health plans – throughout Maryland. UMMS physicians, skilled care teams and all of our 29,000 team members across the state work hand-in-hand with University of Maryland School of Medicine specialists to provide primary and specialty care at more than 150 locations, including a network of academic, community and specialty hospitals that together provide 25% of all hospital-based care in Maryland.



[W.R. Grace](#) is a leading global specialty chemical company. The company's two industry-leading business segments – Catalysts Technologies and Materials Technologies – provide innovative products, technologies, and services that enhance the products and processes of our customers around the world.



HOWARD BANK

[Howard Bank](#), Baltimore's largest headquartered bank, operates a general commercial banking business with approximately \$2.5 billion consolidated assets through its 13 branches located throughout the Greater Baltimore metropolitan area.



[Morgan Stanley](#) is a leading global financial services firm providing investment banking, securities, wealth management, and investment management services. The Firm operates thirteen retail offices in Maryland as well as a Global In-House Center in Baltimore which opened in 2003.



For 75 years, [Ellin & Tucker](#) has been accounting for the future to help its clients stay prepared for whatever lies ahead. Located in the heart of Baltimore, Ellin & Tucker is a leading public accounting and consulting firm, serving the region's privately held businesses and nonprofits. Whether they're sitting across the table or miles away, Ellin & Tucker's clients know it's always there, in the room, offering insight that will help support their biggest business decisions.


BrownADVISORY [Brown Advisory](#) is an independent investment management and strategic advisory firm committed to delivering a combination of first-class performance, strategic advice, and the highest level of client service with offices in Austin, Baltimore, Boston, the Carolinas, Delaware, London, New York, San Francisco, Singapore, Virginia and Washington, D.C. The firm's institutional and private clients are based in 50 states and more than 39 countries and territories and are served by over 750 colleagues worldwide, all of whom are equity owners of the firm.


M&T Bank [M&T Bank Corp.](#) is a bank holding company that operates more than 775 retail and commercial branches in eight states, D.C., and Canada. M&T Bank provides products and services related to commercial banking, retail banking, business and professional banking, investment and mortgage banking.


 **Harbor East** [Harbor East Management Group](#), a wholly owned subsidiary of H&S Properties Development Corp., is a leading real estate development and management company based in Baltimore. It is the visionary developer behind Harbor East, one of the Mid-Atlantic's most exciting mixed-use developments, spanning 5.5 million square feet of commercial retail, office, hotel, and residential space along Baltimore's Inner Harbor. Harbor East serves as a catalyst for downtown investment, spurring residential urbanization and creating a blueprint for future development.


 **BOZZUTO** [Bozzuto](#) is an experience-focused real estate company distinguished by its innovative developments, dedicated customer service, and top-rated workplace culture. With award-winning expertise in homebuilding, multifamily development, construction, and management, Bozzuto is on a mission to create sanctuary. Since its founding in 1988, Bozzuto has developed, acquired, and built more than 50,000 homes and apartments. Celebrating 33 years of extraordinary experiences, Bozzuto manages 85,000 apartments and 3 million square feet of retail space across the U.S.


 **MedStar Health** [MedStar Health](#) is a non-profit healthcare organization serving Maryland and the Washington, D.C., region. Each year, MedStar Health provides care to more than a half-million patients across the region in its 10 hospitals and more than 300 ambulatory and urgent care facilities. In addition to being one of the region's largest employers, MedStar Health is the medical education and clinical partner of Georgetown University.


 **CLARK CONSTRUCTION** Headquartered in Maryland and American-owned and operated since 1906, [Clark Construction Group, LLC](#) is one of the nation's most experienced and respected providers of construction services. Consistently ranked by leading industry organizations as one of the country's largest general building and civil construction companies


 **Kaiser Permanente** [Kaiser Permanente](#) is committed to helping shape the future of health care. It is recognized as one of America's leading health care providers and not-for-profit health plans. Currently serving nearly 800,000 members in the Mid-Atlantic region, Kaiser Permanente's care for members and patients is focused on their total health and guided by their personal Permanente Medical Group physicians, specialists, and a team of caregivers. Kaiser Permanente is dedicated to caring innovations, clinical research, health education, and the support of community health.

 **CISCO** [Cisco](#) is the worldwide leader in IT, networking, and cybersecurity solutions. Cisco inspires new possibilities by reimagining applications, securing data, transforming infrastructure, and empowering teams for a global and inclusive future.

 **ROUTE ONE APPAREL** [Route One Apparel](#) is the area's original source for trendy and affordable Maryland pride apparel and accessories. Founded by Ali von Paris in 2010 from her dorm room at the University of Maryland, Route One Apparel now offers more than 3,000 unique products and designs that let customers make a "STATE-ment" and express their love of their home state. Route One Apparel merchandise is available at [RouteOneApparel.com](#) and select retailers across the region.

 **MD ENERGY ADVISORS** [MD Energy Advisors](#) infuses art into energy by creating dynamic customer experiences that make energy choices simple for everyone. The art refers to MD Energy's skill and creative approach to customer service that allows it to meet its clients where they are, connecting with them to understand what matters most. This, coupled with its expertise in real estate, finance, and energy, allows MD Energy to deliver personalized solutions that are essential to people and the world around them.

 **EASTERN WATERSPORTS** [Eastern Watersports](#), a division of Eastern Marine Services Inc., provides recreational watersports and retail sales. With four locations in Maryland, it offers everything in, on, and around the water. It promotes outdoor adventures on Maryland's Chesapeake Bay and provides access to all the retail gear you need to get going through its e-commerce site and brick-and-mortar stores. Come explore all Eastern Watersports has to offer at [easternwatersports.com](#) or its Facebook and Instagram pages.

 **HR** Marketing agency [HighRock](#) helps its clients rise to the challenge of a competitive and rapidly changing marketplace with bold strategy, creativity, and innovation. The agency is driven by the purpose to elevate brands. Their team starts with strategy and integrates creative ideas and technology, to meet and go beyond the goals of their clients. For over 15 years, HighRock has been delivering work that powers game-changers, innovators, and out-of-the-box thinkers.

FY21

Tourism and Film



'Maryland: OPEN'

The Maryland Office of Tourism Development (OTD) continued its use of the successful "Maryland: OPEN" branding. Television spots featuring the state's water-based experiences, outdoor collection, and culinary differentiators ran in target markets including Philadelphia, Harrisburg, Pittsburgh, Washington, D.C., and Baltimore. Print advertising in national and regional magazines, as well as companion radio, digital, and social media campaigns, continued to be part of the media mix.

Shifts were made to the campaign in response to the pandemic, with messaging changed to focus more on the phrasing "When you're open for travel, Maryland will be open for you." The launch of the spring/summer campaign was shifted from late April to mid-June and ran throughout the summer. The year-over-year attributable hotel bookings to the campaign increased from a 7:1 ROI to a 7.6:1 ROI.

In addition, a new "Open Roads" campaign was developed to run in the fall of 2020 to encourage in-state travel via Maryland's Scenic Byways. The five-week digital and television campaign delivered an ROI of 7.5:1. A revamped version of "Open Roads" ran in the spring of 2021.

Public relations outreach

Two successful virtual FAM tours were produced in partnership with several DMOs and partners in which gift baskets containing food, historical, and collectible items were sent to travel writers in advance of the tours. First was a culinary tour of the Eastern Shore for Canadian writers in which participants cooked along with a top chef to make authentic crab cakes and learn about Smith Island cakes and Maryland's "hook and cook" experiences. The second was a C&O Canal Experience showcasing arts and culture, history, cuisine, family fun, and the outdoors.

Tourism provides promotional campaign to support industry

To help support travel and tourism-related businesses and attractions during a challenging year, the OTD introduced a Deals & Discounts program. The program provides a platform for businesses to advertise and promote discounts to attract commerce. The program is supported by the VisitMaryland.org website, digital ads, and social media postings. In June 2020, the Deals & Discounts program expanded to include the state's GoVAX incentive program.



The Office of Tourism Development helped to administer Small Business Emergency Relief Grants throughout the year to assist tourism-related businesses and nonprofits whose operations were affected by the pandemic. The Office also provided increased funds to support Destination Marketing Organization partners.

Digital advertising

For the third year, the OTD produced "Open for the Holidays," a digital marketing campaign targeted to encourage visitors coming to Maryland for the holiday season to stay in a hotel rather than with family. Tourism partnered with hotels to develop special holiday overnight packages. Hotel room bookings were tracked through Adara and TripAdvisor. Combined attributable hotel revenue was \$1,186,661, for an ROI of 7.8:1.

The Maryland Horse Partnership was launched as a way to revive interest in equestrian-related events in a year when in-person racing was not permitted. Maryland Horse Month, celebrated in October 2020, promoted horse-related activities and assets. It was created jointly by the Maryland Horse Industry Board and the Maryland Office of Tourism, and included many industry-related partners as well.

For the third year in a row, Gov. Larry Hogan proclaimed September as International Underground Railroad Month, which recognizes Maryland as the most powerful Underground storytelling destination in the world. Several other states have now joined Maryland in this designation for September.

Sharing the Chesapeake and its stories

The Maryland Office of Tourism Development continued to develop the Chesapeake Bay Storytellers program to maximize opportunities for promoting the Chesapeake Bay as a travel destination through the products of trained Chesapeake Bay water-based tour guides and partners. As part of the program, OTD conducted training workshops for participants, and developed new web page content, a new printed guide to the Chesapeake region, and a video to feature the water-based tours and experiences available through our trained Storytellers. A two-month-long digital advertising campaign was also developed to market the program, running in our regular consumer geographic target markets.

Targeted promos created for social media

With an eye towards social media promotion, OTD produced 15 new short, lively videos focusing on Maryland's Scenic Byways and specific, targeted areas of interest such as Maryland's culinary offerings and the Chesapeake Bay. Aside from social media, the videos were featured in OTD's weekly newsletters and were made available to industry partners for promotion.

Hollywood on the Chesapeake

Film and television production bounced back from the COVID-19 pandemic in the last quarter of FY21. 20th Television (a Disney Television studio) filmed the pilot for the series "The Spook Who Sat by the Door," based on the 1969 novel by the same name. Academy Award nominee Lee Daniels developed and produced the series. Commerce is awaiting confirmation on an additional nine episodes, which will air on the FX network.

The independent film, "Safe Space," directed by actor Boris Kodjoe and starring Maryland native Nicole Ari Parker, also filmed at the end of FY21. "Strawberry Mansion," a recipient of a Maryland Small Film Tax Credit, premiered at the 2021 Sundance Film Festival. Other local productions that qualified for this program in FY21 include: "The Road to Galena," "Holiday Heartbreak," "A Rich Christmas," "Normalized," the E4USA series "Slayy!," the series "High School Bully" and the documentary "Local Hero."

HBO's "We Own This City" began prepping and building sets and will begin filming in early FY22. The six-episode series is being written and produced by David Simon and will star Baltimore native Josh Charles.



A commitment to equity and justice

The arts celebrate our state's diversity, connect our shared humanity, and transform individuals and communities. In FY21, the Maryland State Arts Council (MSAC) deepened its commitment to advancing and modeling equity, diversity, accessibility, and inclusion within the agency and across our state. By centering equity and justice in all decision-making, MSAC ensures that Marylanders have the opportunity to participate in the arts as affirming, enhancing, and necessary life experiences.

The council and staff wrapped up training in late 2020, including sessions that explored self-awareness, intersectionality, restorative justice, identifying institutional inequities, operationalizing equity in working practices, aesthetic perspectives, and accessibility planning. The training informs MSAC's continuous work of examining its programs, identifying inequitable practices, and revising policies and procedures — with ample opportunities for public input — to work toward a more equitable distribution of the state's investment in the arts sector and access to the arts for all the people of Maryland.

In FY21, MSAC added an anti-bias component to grant panelist training, re-examined and retooled its commitment to supporting independent artist

employment by removing barriers to access, and began the process of revising the funding formula for organizations to ensure equitable distribution of funds.

Professional development opportunities

MSAC deepened its commitment to professional development in FY21, hosting 238 virtual professional development sessions with over 8,400 participants that offered the arts community across the state multiple avenues for connecting with MSAC and with one another.

A popular weekly series, "Coffee With Ken," sparked lively conversations with MSAC's executive director and among artists and arts leaders, creating a virtual community for peer-to-peer sharing. With the Envision series, MSAC staff used constituent feedback and requests to develop topic-specific interactive spaces to explore financial management, marketing strategies, strategic planning, board engagement, and more. "Creative Conversations" hosted discipline-specific and budget size-specific gatherings for resource sharing and ideation. Informal networking sessions were held around specific topics as needed, and the fall's Regional Arts Summits, held virtually, focused on artists, organizations, and activities of Maryland's five regions, offering learning and networking opportunities.



Poetry Out Loud

The words of great poets come to life in Poetry Out Loud (POL), a literary arts program created by the National Endowment for the Arts and the Poetry Foundation. Through MSAC support, students across Maryland participate in this national arts education program that encourages the mastery of great poetry through memorization, performance, and competition.

Kate Maerten, a 12th grader at Gerstell Academy in Carroll County, was selected as the POL Maryland State champion on March 9 during state finals. She was among eight finalists selected from 25 students in eight counties who competed in statewide competitions. Second place was awarded to Paula Yeboah, an 11th grader at Wilde Lake High School in Howard County, and third place went to Harrison Lynch, an 11th grader at The King's Christian Academy in St. Mary's County. The five remaining finalists were Aimee Pentermann (St. Mary's County), Colin Benedict (Anne Arundel County), Ellie Heath (Anne Arundel County), Joseph Griffin (Howard County), and Katie Spencer (Anne Arundel County).

Maryland Arts Summit

June's annual summit, produced in collaboration with the Maryland Department of Education's Fine Arts Office, Maryland Citizens for the Arts, and Arts Education in Maryland Schools, brought the statewide arts community together virtually for two days of inspiring speakers, sessions, and performances.

Highlights included a session hosted by Pam Breau, executive director and CEO of the National Assembly of State Arts Agencies, that examined strategies for moving racial justice from solidarity to accountability, a panel showcasing the creation of the Harriet Tubman mural in Cambridge as a model for community engagement around artwork creation, and a long conversation centered on equity in action with a diverse group of extraordinary arts professionals.

Performances by Baltimore Club Music producer and DJ Marquis Gasque aka Mighty Mark, vocal trio Sombarkin', Northern Traditional dancer Louis Cambell, and disability service organization Barrier-Free infused art throughout the two days, and arts leaders joined MSAC staff to facilitate debriefs with attendees organized by affinity groups. Recorded asynchronous sessions released after the two-day event provided additional rich content that explored nuances of the themes raised in the main summit.

Maryland Arts Awards

On April 16, 2021, Maryland's First Lady Yumi Hogan joined arts leaders from across the state to celebrate virtually the contributions of Marylanders to the arts sector. Throughout the program, MSAC highlighted the 66 visual and media artists receiving 2021 Independent Artist Awards (IAAs) as well as the 2021 Heritage Awardees:

- Phil Wiggins (Person)
- The Dentzel Carousel at Glen Echo Park (Place)
- Baltimore City arabbing (Tradition)

Sen. Cory McCray received the Jay Tucker Award for Outstanding Arts Education from Arts Education in Maryland Schools, Del. Maggie McIntosh received the Elected Official Arts Advocacy Award from Maryland Citizens for the Arts, and Arts Educators of the Year were honored by the Fine Arts Office of the Maryland State

Department of Education and arts education service organizations. Performances and presentations by awardees — including State IAA winners Mia Rollow and Stephen Towns — as well as past and present Poetry Out Loud champions, highlighted the event.

Exhibitions

MSAC presented two virtual exhibits in FY21. IDENTITY showcased self-reflective work that shares how Maryland artists perceive their cultural, social, gender, and racial identities and explores what lies at the intersection of these different facets. The Independent Artist Awards (IAA) exhibition shared via MSAC social media channels the work of visual and media artists from across the state who received recognition in 2021 for their artistic accomplishments. In addition, MSAC collaborated with the Baltimore/Washington International Thurgood Marshall Airport to exhibit IAA awardee work in the airport's International Art Gallery.

COVID-19

Maryland's arts sector faced a myriad of challenges during the pandemic from shuttered performance venues, businesses, and community spaces to loss of income-generating work for independent artists. The sector responded with characteristic creativity and innovation, quickly pivoting to provide online content, virtual arts events, and safe in-person events and projects whenever possible.

[Blue Sky Puppet Theatre's multimedia educational video, "Covering Covid,"](#) employs puppetry, animation and music to teach kids, in a fun and non-threatening way, how to be safe during the pandemic. As a 2020 Maryland State Arts Council Creativity Grant awardee, Blue Sky Puppet Theatre was able to make the video free of charge, and it has been used in over 1,000 classrooms and schools in the Mid-Atlantic region.

Thanks to funding from the Maryland Nonprofit Recovery Initiative, the National Endowment for the Arts, and the state's RELIEF Act, MSAC provided over \$12 million in emergency grants during the pandemic that helped arts organizations and independent artists weather devastating losses in programming and income.

Financials Fiscal Year 2021

Commerce Actual Expenditures

Office of the Secretary (includes AG)	\$ 3,119,480
Office of Policy and Research	\$ 1,497,164
Maryland Marketing Partnership	\$ 1,651,484
Office of Administration and Technology	\$ 6,081,432

Division of Business and Industry Sector Development

Operations	\$ 13,350,696
Financing and Education and Training	\$ 36,470,398
Business Relief	\$ 305,996,006
Tax Credits	\$ 11,108,835

Division of Tourism, Film, and the Arts

Office of the Assistant Secretary	\$ 288,374
Office of Marketing and Communications	\$ 2,916,527
Office of Tourism Development	\$ 5,049,021
Maryland Tourism Development Board	\$ 13,778,667
Maryland State Arts Council	\$ 35,061,463
Preservation of Cultural Arts Program	\$ 800,000

Grand Total **\$ 464,412,418**

FY2021 Contract Awards and Procurement Activity

Contract Awards—Minority Business Enterprises (MBE)

Total value of contracts awarded to MBEs	\$ 74,478
Total value of all contracts awarded	\$ 2,518,628
MBE awards as percent of all contracts	3.0%

Procurement Activity Small Business Reserve (SBR) Program

Total procurement payments to SBR contractors	\$ 2,287,422
Total procurement payments	\$ 7,554,165
Payments to SBR contractors as percent of all payments	30.3%

All totals are preliminary results pending review and approval by Governor's Office of Small, Minority & Women-Owned Business Affairs

Note: All procurement expenditures that are exempt from state report requirements are excluded from the above totals.

Tax Credits

Biotechnology Investment Incentive Tax Credit (FY21)

- 22 QMBCs assisted*
- 143 investor applications approved
- \$10.8 million in tax credits issued
- \$22.2 million leveraged

Buy Maryland Cybersecurity Tax Credit (FY21)

- 10 QMCSs assisted**
- 49 QMCBs approved**
- \$346,740 in tax credits Issued

Employer Security Clearance Costs Tax Credit (TY19)

- 81 business certified
- \$14.4 million in employer security clearance costs
- \$2 million in credits awarded

Wineries and Vineyards Tax Credit (TY19)

- 31 businesses certified
- \$1.8 million in wineries and vineyards capital expenditures
- \$464,201 in credits awarded

Cybersecurity Investment Tax Credit (FY21)

- No activity

Enterprise Zone Program

- 36 enterprise zones as of December, 2020
- 588 businesses to receive real property tax credits
- \$46.291 million in real property tax credits
- \$727,694 FY21 income tax credits claimed

Job Creation Tax Credit (FY21)

- 15 businesses certified
- 533 jobs created
- \$34.5 million in payroll

Research and Development Tax Credit (TY19)

- 410 businesses certified
- \$2.6 billion in R&D expenses
- \$12 million in credits awarded

One Maryland Tax Credit (FY21)

- 1 certificate issued
- \$5 million in credits awarded
- \$9.6 million in eligible project costs
- 67 jobs created
- \$3 million payroll

Data Center Incentive Program (FY21)

- 2 businesses certified

* Qualified Maryland biotechnology companies

** Qualified Maryland cybersecurity sellers/Qualified Maryland cybersecurity buyers

*** Qualified Maryland cybersecurity companies

For complete program reports, visit commerce.maryland.gov

Financial Assistance Projects Approved FY21

Approved	Number of Projects	Loan/Grant Amount	Loan Guarantee Amount	Total Project Costs/Private Sector Dollars Leveraged	Jobs Created	Jobs Retained	Projected Trainees
Advantage Maryland	24	\$20,915,000	\$0	\$784,411,000	6,354	4,495	0
MIDFA*	0	\$0	\$0	\$0	-	-	0
MSBDFA**	149	\$15,700,411	\$210,000	\$17,045,050	231	1,234	0
MPVOLP	0	\$0	\$0	\$0	-	-	0
MEAF	2	\$300,000	\$0	\$300,000	99	29	0
Sunny Day	0	\$0	\$0	\$0	-	-	0
PWQ	15	\$951,272	\$0	\$1,404,846	29	840	561
NIMBL	2	\$50,000	\$0	\$50,000	-	-	0
SMWOBA	242	\$14,844,075	\$0	\$11,633,122	479	862	-
Total Approved	434	\$52,760,758	\$210,000	\$814,394,018	7,192	7,460	561

*Bond issuances and private sector loans included in total ** Includes \$10MM Relief Funding

Advantage Maryland was formerly known as MEDAAF – Maryland Economic Development Assistance Authority and Fund

MIDFA – Maryland Industrial Development Financing Authority

MSBDFA – Maryland Small Business Development Financing Authority

MPVOLP – Military Personnel and Veteran-Owned Loan Program

MEAF – Maryland Economic Adjustment Fund

Sunny Day – Economic Development Opportunities Fund

PWQ – Partnership for Workforce Quality

NIMBL – Maryland Nonprofit Interest-Free, Micro Bridge Loan Account

SMWOBA – Small, Minority & Women-Owned Business Affairs

Maryland State Arts Council Grants FY21

Grants for Organizations	\$15,165,887
Community Arts Development	\$4,030,001
Arts in Education	\$295,536
Independent Artist Awards	\$260,000
Maryland Traditions	\$56,000
Folklife Network	\$334,687
Public Art	\$187,128
Maryland Presenting and Touring	\$28,110
Arts & Entertainment Districts	\$381,975
Creativity Grants	\$279,787
Professional Development Grants	\$47,978
Special Project Grants	\$384,630
Emergency Grants	\$11,115,438
Total Grants	\$32,567,157



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Larry Hogan, Governor

Boyd Rutherford, Lt. Governor