

BUSINESS AND ECONOMIC DEVELOPMENT

Department of Business and Economic Development

Office of the Secretary

Division of Administration and Information Technology

Division of Economic Policy, Research and Legislative Affairs

Division of Small Business Development

Division of Business Development

Division of Financing Programs

Division of Tourism, Film and the Arts

Division of Regional Development

Maryland Technology Development Corporation

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

PROGRAM DESCRIPTION

The Department of Business and Economic Development (DBED) consists of eight Divisions: (1) Office of the Secretary, (2) Administrative and Information Services, (3) Economic Policy, Research and Legislative Policy, (4) Small Business Assistance (5) Business Development, (6) Financing Programs, (7) Tourism, Film, and the Arts; and (8) Regional Development.

MISSION

The Department of Business and Economic Development (DBED) is the state's business advocate to stimulate and strengthen Maryland's economy for the benefit of its citizens.

VISION

A Maryland where all citizens across the state have an opportunity to share in the benefits of a thriving economy which is recognized as a premier location to do business, live, work, and visit.

T00A00.01 SECRETARIAT SERVICES – OFFICE OF THE SECRETARY

PROGRAM DESCRIPTION

The Office of the Secretary provides leadership and direction to the activities of the Department and maintains working relationships with local, State and federal agencies, county and municipal governments and businesses and organizations. Included in the program are: the Deputy Secretary, Executive Director of the Maryland Economic Development Commission and the Offices of Attorney General, Communications, Equal Opportunity, and Internal Audits.

MISSION

To lead the Department in achieving its mission, vision, goals and objectives by setting policies, priorities, and empowering employees to strive for excellence. The Office works diligently to inform the Department, government entities, and the public of the policies and priorities set for the enhancement of Maryland's economy.

KEY GOALS AND OBJECTIVES

- Goal 1.** In fiscal year 2008 DBED will continue to advocate policies that benefit Maryland's economy and business community
- Objective 1.1** Increase the number of DBED's public policy partners in the business community.
 - Objective 1.2** Identify the issues and concerns of small and minority businesses and provide business assistance through training, financing programs and growth opportunities as needed.
 - Objective 1.3** Continue to improve the policy environment and provide the infrastructure conducive to the growth and competitiveness of technology-based companies.
- Goal 2.** In fiscal year 2008 DBED will continue to increase the range of activities associated with the agency's role and visibility as the primary state economic development agency.
- Objective 2.1** Increase awareness of Maryland as a location of choice for business expansion through advertisements in local and national publications.
 - Objective 2.2** Market DBED's business web site, www.choosemaryland.org, as the business portal for site location professionals and current Maryland business owners, large and small.

T00A00.02 MARYLAND ECONOMIC DEVELOPMENT COMMISSION – OFFICE OF THE SECRETARY

PROGRAM DESCRIPTION

Article 83A creates the Maryland Economic Development Commission to develop and update a strategic plan for economic development, recommend to the Governor program and funding priorities, assist in marketing the State, and review regulations for business financing programs.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.03 OFFICE OF ASSISTANT ATTORNEY GENERAL – OFFICE OF THE SECRETARY

PROGRAM DESCRIPTION

The Office of Assistant Attorney General provides legal counsel and advice to the Secretary in negotiations, administrative proceedings and litigation and assists department staff in drafting documentation for financial assistance, legislation and regulations.

MISSION

To vigorously, and with the utmost professionalism, represent the legal interests of the State. More specifically, the role of the Office is to provide legal counsel and advice to the Secretary and programs within the Department, to represent the Department in negotiations, administrative proceedings, and litigation to structure and draft documentation for financial assistance; and to draft and interpret legislation and regulations.

KEY GOALS, AND OBJECTIVES

Goal 1. To continue to provide the level of legal guidance and assistance required by the Secretary and the Department staff to fulfill the policy objectives they have set for the Department.

Objective 1.1 With regard to financial assistance transactions initiated by the Department:

- Ensure that the transaction is structured to comply with applicable law.
- Advise the programs of legal risks the transaction poses to the Department.
- Draft and review the documentation necessary to consummate the transaction.
- Provide legal assistance in any modification or collection activities required for the transaction.

Objective 1.2 With regard to other programs of the Department, this Office will provide assistance in matters relating to procurement, personnel, public ethics laws, the open meetings law, the Public Information Act, and other laws to which Maryland agencies are subject.

The Office of the Assistant Attorney General supports the attainment of the goals and objectives for the Department. Performance measures/performance indicators of this program are therefore not presented.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00B00.01 OFFICE OF ADMINISTRATION – DIVISION OF ADMINISTRATION AND INFORMATION TECHNOLOGY

PROGRAM DESCRIPTION

The Division of Administration and Information Technology provides administrative and support services for the Department including contracts and procurement, human resources, general services, budget and finance, and information technology services.

MISSION

To provide cost effective and proactive administrative services in a centralized location using a highly technical and specialized staff in support of the Department's programs (internal customers). The Division serves as the primary representative of the Department to other state administrative agencies, e.g. Departments of Budget and Management, General Services and Comptroller of the Treasury (external customers) involving the development and implementation of statewide administrative policies and procedures and the communication of essential departmental information.

The Division of Administration and Information Technology supports the attainment of the goals and objectives of the Department.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00C00.01 DIVISION OF ECONOMIC POLICY, RESEARCH AND LEGISLATIVE AFFAIRS

PROGRAM DESCRIPTION

The Division of Economic Policy, Research and Legislative Affairs (EPRLA) is comprised of research economists, tax policy specialists, urban planners and public policy professionals. The Division ties together the related functions of government relations, policy development, research and economic analysis. The Division maintains ongoing relationships with Maryland's General Assembly members, keeps abreast of emerging issues in economic development and conducts economic modeling and analysis.

MISSION

To provide timely and accurate analysis of Maryland's economy and business policy issues and legislative initiatives for the Department of Business and Economic Development, the Governor's Office and other government agencies.

KEY GOALS AND OBJECTIVES

- Goal 1.** In fiscal year 2008 EPRLA will continue to advocate policies that benefit Maryland's economy and business community.
- Objective 1.1** Develop and maintain working relationships with economic development stakeholders.
 - Objective 1.2** Increase the policy alternatives that enhance Maryland's business climate.
 - Objective 1.3** Increase the number of DBED's public policy partners in the business community.
 - Objective 1.4** Continue to improve the policy environment and provide the infrastructure conducive to the growth and competitiveness of technology-based companies.
- Goal 2.** In fiscal year 2008 EPRLA will continue to support the Department's in-state, national and international business development activities.
- Objective 2.1** Produce accurate and timely measurement of cost savings and tax credits to businesses seeking to locate or expand in Maryland, using DBED's Resource Allocation Model (RAM) and other tax analysis models.
 - Objective 2.2** Compare Maryland's business climate with that of competing states, and highlight Maryland's comparative advantages over other locations.
- Goal 3.** In fiscal year 2008 EPRLA will continue to respond to the Governor, Legislature, and public on time, 100 % of the time.
- Objective 3.1** Conduct on-going and ad-hoc analysis and reporting of the State's economy including labor market trends, industry sector analysis, and various economic indicators.
 - Objective 3.2** Create effective partnerships by collaborating with and providing policy analysis and staff support to study committees, work groups, and task forces.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00D00.01 DIVISION OF SMALL BUSINESS DEVELOPMENT

PROGRAM DESCRIPTION

The Division of Small Business Development serves as the Department's primary resource for assisting Maryland's small business community. This division addresses the unique needs of small businesses – such as start-up guidance, financing, marketing, advocacy, and other strategic and technical assistance.

MISSION

To create a rich economic development environment by serving as an advocate within State government for all Maryland businesses, especially small and minority owned. The division seeks to help businesses and local communities achieve their economic goals and objectives.

KEY GOALS, OBJECTIVES AND PERFORMANCE MEASURES

Goal 1. Promote, develop, and assist small and minority businesses in Maryland.

Objective 1.1 Work with customers to help foster their development and growth by providing financing, marketing, procurement, technical, start-up, and other assistance.

Performance Measures	2005 Actual	2006 Actual	2007 Estimated	2008 Estimated
Input: Seminars, workshops, conferences, and other events planned, conducted, or participated in	2,043	1,953	2,031	2,112
Output: Number of businesses assisted	6,022	6,262	6,450	6,644

Goal 2. Serve as an effective advocate within government for Maryland's business community.

Objective 2.1 Assist businesses with issues that involve federal, state, and local governments to resolve issues – especially licensing, permitting and other informational matters.

Performance Measures	2005 Actual	2006 Actual	2007 Estimated	2008 Estimated
Output: Number of companies assisted with licensing, permitting, and other issues	278	305	317	329

Notes:

Goal 1, Objective 1.1 Input estimates for fiscal year 2007 and fiscal year 2008 reflect a 4% growth.

Goal 1, Objective 1.1 Output reflects an estimated growth of 3% for fiscal year 2007 and fiscal year 2008.

Goal 2 estimated numbers for fiscal year 2007 and 2008 reflect a 4% growth rate in service demand.

Small Business Financing Services: The Governor's Office of Business Advocacy and Small Business Assistance will continue to assist small businesses seeking financing by providing advice and consulting services and identifying funding at other state agencies and financing institutions such as: Small Business Administration, banks, DHCD, local loan funds, etc. The Small Business Lending Unit at DBED is still intact to assist in working with DBED and its small business partners.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00E00.01 DIVISION OF BUSINESS DEVELOPMENT

PROGRAM DESCRIPTION

The Division provides site selection assistance to foreign and domestic firms, produces market data and economic studies and promotes international trade opportunities to Maryland firms.

MISSION

The Division of Business Development markets the assets of the State of Maryland and builds relationships with chief business decision-makers to strengthen the State's economy for the benefit of all Marylanders. The purpose of this activity is to attract businesses in target industry sectors to locate in Maryland, to expand/retain existing Maryland companies, and to promote the growth of companies through international trade of products and services.

GOALS, OBJECTIVES AND PERFORMANCE MEASURES

Goal 1. Influence businesses in targeted industry sectors to invest in Maryland.

Objective 1.1 Develop and maintain a pipeline of at least 200 projects resulting in at least 68 business location investment decisions to Maryland in fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of impressions from advertisements in millions	3	0.551	1	1
Number of impressions from trade shows and events sponsored in thousands	96	131	100	97
Number of call missions conducted	57	35	30	28
Output: Number of prospect visits in Maryland	137	139	140	138
Number of business location projects in the pipeline, which would include domestic and international	280	119	120	115
Outcome: Number of business location investment decisions to Maryland	76	90	70	68

Objective 1.2 Promote export efforts of Maryland businesses and increase the dollar value of international sales transactions to \$50 million from Maryland companies in fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of marketing events supported by the international trade program	8	9	25	25
Number of foreign companies contacted with Investment offer and put in the pipeline report	4	9	10	12
Output: Number of Export MD grants awarded	20	18	20	20
Number of companies assisted	87	271	300	350
Number of Maryland companies assisted by DBD that export goods or services	22	51	60	70
Number of foreign companies qualified and referred to industry Sector Teams	8	24	15	20
Outcome: The value of all International Sales Transactions estimated value for Maryland companies assisted by DBD rounded to million	\$35	\$58	\$70	\$75
Number of foreign companies visiting Maryland on Investment Missions*	485*	35	10	12

Note: * Mostly as a result of Corporate Council of Africa (CCA) Conference held in Baltimore, MD (CCA Conf. is held every two years in different location)

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00E00.02 MARYLAND BIOTECHNOLOGY INVESTMENT TAX CREDIT RESERVE FUND

PROGRAM DESCRIPTION

Per House Bill 664, this Reserve Fund, the Biotechnology Investment Tax Credit Reserve Fund is a special continuing, nonlapsing fund that is not subject to 7-302 of the State Finance and Procurement Article. This bill establishes a tax credit against State income tax for individuals, corporations, and venture capital firms as an incentive to invest in qualified biotechnology firms. The value of the credit is equal to 50% of an eligible investment made in a qualified biotechnology during the taxable year. The maximum credit is \$50,000 for individuals and \$250,000 for corporations and venture capital firms; the amount of credits to be awarded in each fiscal year cannot exceed the amount of money in the fund. Tax credits can be claimed beginning in tax year 2007. This bill establishes an application and certification process and creates a reserve fund to which the Governor must appropriate funds. The money in this fund shall be invested and reinvested by the Treasurer and interest and earnings shall be credited to the General Fund. The Secretary shall issue an initial tax credit certificate for each approved investment in a qualified Maryland Biotechnology Company eligible for tax credit.

T00E00.03 NANOTECH BIOTECH INITIATIVE FUND

PROGRAM DESCRIPTION

The Nano-Biotech Initiative Fund is structured to encourage joint nano-biotechnology business development in Maryland. Nanotechnology, the science of manipulating extremely small particles (one-50,000th the width of a human hair) and biotechnology, the science of manipulating organisms, both offer new prospects to enhance job opportunities and economic growth in Maryland. The goal of the Nano-Bio Initiative is to develop nano-bio science in specific medical areas such as drug delivery, gene therapy, medical devices and coatings, and other medical areas where nanotechnology has a direct application. The future global applications of Nanotechnology are of extreme importance to Maryland's leadership in the Life Sciences.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.01 ASSISTANT SECRETARY FOR FINANCING PROGRAMS – DIVISION OF FINANCING PROGRAMS

PROGRAM DESCRIPTION

The division administers incentive programs, provides access to capital for companies and infrastructure assistance to local government resulting in job creation, retention and capital investment in the State.

MISSION

To promote economic development by providing:

- Access to capital markets,
- Assistance with the funding of local jurisdictions' economic development efforts,
- Employment opportunities through the attraction, creation, expansion and retention of new business, and
- Incentives that encourage continued capital investment.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Administer economic development programs for businesses and jurisdictions in Maryland.

Objective 1.1 Effectively manage the Division's portfolio of 650 active accounts during fiscal year 2008.

Performance Measures	2005 Actual	2006 Actual	2007 Estimated	2007 Estimated
Outputs: Number of active accounts	662	636	650	650
Maximum exposure of dollar value of active accounts (in thousands)*	\$340,361	\$301,584	\$310,000	\$310,000

Note: *Maximum exposure of dollar value is the sum of: (a) the maximum amount of any line of credit available; (b) the actual outstanding amount of direct loans; (c) the maximum insured amount on insured/guaranteed lines of credit guaranteed by a program and (d) the insured portion of the outstanding balance of any term loan, installment loan or equity investment guaranteed by a program.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.03 MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY – DIVISION OF FINANCING PROGRAMS

PROGRAM DESCRIPTION

The Maryland Small Business Development Financing Authority (MSBDFA) was established to provide financing incentives to create and expand small businesses with a focus on those owned by socially or economically disadvantaged persons in the State of Maryland. The program offers a variety of incentives in the form of loans and guarantees with the primary goal of providing access to capital resulting in the creation and retention of jobs.

The Department has contracted with Meridian Management Group, Inc. to oversee the marketing and monitoring of the MSBDFA program and its clients.

MISSION

The Maryland Small Business Development Financing Authority's mission is to support the State's overall economy by promoting the viability of small businesses, particularly for those owned by socially or economically disadvantaged citizens.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. MSBDFA transactions will produce economic impact including the creation and retention of jobs.

Objective 1.1 At least 250 new jobs are projected to be created and at least 300 jobs are projected to be retained with fiscal year 2008's MSBDFA transaction approvals.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of jobs projected to be created	324	171	250	250
Number of jobs projected to be retained	315	283	300	300

Objective 1.2 The net maximum exposure of MSBDFA's portfolio will increase by 5 percent in fiscal 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of accounts	69	66	70	70
Maximum exposure dollar value of accounts	\$13,436	\$17,993	\$18,000	\$19,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.05 CONSOLIDATED OPERATIONS – DIVISION OF FINANCING PROGRAMS

PROGRAM DESCRIPTION

The Consolidated Operations fund includes Maryland Economic Development Assistance Authority and Fund (MEDAAF), Maryland Industrial Development Financing Authority (MIDFA), Smart Growth Economic Development Infrastructure Fund (One Maryland), Economic Development Opportunities Fund (Sunny Day), Community Development Block Grants (CDBG) and Maryland Economic Assistance Fund (MEAF) ("Consolidated Operations Programs").

These are multi-purpose programs that provide incentives, access to capital, and assistance to local governments resulting in job creation, retention and capital investment to the State.

MISSION

The Division of Financing Program's Consolidated Operations Group administers a variety of capital assistance programs for businesses and jurisdictions in Maryland. In doing so, the Division seeks to:

1. Create new and retain existing jobs for Maryland citizens,
2. Increase levels of private investment,
3. Promote the local economic development efforts of jurisdictions, and
4. Promote the viability of small to middle-market businesses with private capital limitations.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. The Consolidated Operations Programs' transactions will increase new jobs and retain existing jobs.

Objective 1.1 A minimum of 1,500 new jobs is projected to be created and a minimum of 2,500 jobs are projected to be retained with fiscal year 2008's transactions settled.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of new jobs projected to be created	2,907	1,346	1,500	1,500
Number of jobs projected to be retained	1,362	3,075	2,500	2,500

Objective 1.2 A minimum of \$300 million of projected total project costs (capital investment) will be reported with fiscal year 2008's transactions settled.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Dollar amount of total project costs (capital investment) anticipated for projects settled (in thousands)	\$611,139	\$670,916	\$300,000	\$300,000

Goal 2. Promote the economic development efforts of local jurisdictions.

Objective 2.1 Approve 27 financing incentives in fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of sites approved for the Brownfield Revitalization Incentive Program	12	11	7	7
Number of financing incentives approved to assist local economic efforts	23	20	20	20

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.08 INVESTMENT FINANCE GROUP - DIVISION OF FINANCING PROGRAMS

PROGRAM DESCRIPTION

The Enterprise Fund is an investment financing instrument which allows the Division to make investments in emerging high-technology businesses which are either located in, or relocating to, the State. Investments may be in the form of equity, convertible debt or limited partnership interests and venture capital investments. The Challenge Investment Program provides early stage technology companies with seed financing in the form of an investment tied to a contingent royalty repayment agreement. Investments are based on the market potential of the technology.

MISSION

The mission of the Investment Financing Group (IFG) is to create, attract and retain emerging high-tech companies in Maryland by providing early-stage capital to assist in the development of these businesses.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Assist in the creation and success of high technology firms within Maryland.

Objective 1.1 Approve at least 40 investments in fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of Challenge Investments approved	26	23	25	25
Number of Enterprise Investments approved	22	18	15	15

Objective 1.2 The active IFG portfolio of technology investments will consist, at minimum, of 150 investments at the end of fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: The number of technology investments in the active IFG portfolio at the end of the fiscal year	183	149	150	150

T00F00.10 RURAL BROADBAND ASSISTANCE FUND - DIVISION OF FINANCING PROGRAMS

PROGRAM DESCRIPTION

The Rural Broadband Assistance Fund (RBAF), established as a non-lapsing special fund in DBED to support the planning, construction, and maintenance of broadband services and infrastructure in rural and underserved areas, is overseen by the Maryland Rural Broadband Coordination Board. This nine-member board established in July 2006 (Chapter 269, Acts of 2006), reviews and approves the disbursement of RBAF funds from and through cooperation with other public, private, and nonprofit entities.

T00F00.16 ECONOMIC DEVELOPMENT OPPORTUNITY FUND (SUNNY DAY)- DIVISION OF FINANCING PROGRAMS

PROGRAM DESCRIPTION

This account receives funds by budget amendment from the Economic Development Opportunities Fund of the State Reserve Fund and makes grants and loan payments to approved recipients.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.18 MILITARY RESERVISTS AND SERVICE-RELATED NO-INTEREST LOAN PROGRAM – DIVISION OF FINANCING PROGRAMS

PROGRAM DESCRIPTION

This fund serves to support legislation that took effect in July 2006 (HB1280) and requires the Department of Business and Economic Development, subject to the availability of funds and in consultation with the Department of Veterans Affairs, to establish a program to provide no-interest loans to service-disabled veterans and specified businesses owned by or employing military reservists or National Guard personnel called to active duty. The Department of Veterans Affairs and DBED respectively work to establish eligibility criteria and manage the loan program.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.01 ASSISTANT SECRETARY AND ADMINISTRATION – DIVISION OF TOURISM, FILM AND THE ARTS

MISSION

To promote economic development of Maryland by enhancing the attractiveness of cultural activities, historical sites, recreational centers and sites for film and television productions.

VISION

Maryland is recognized as an outstanding destination for tourism and film production as well as for being a state in which the arts thrive. Maryland is one of the top destination states, one of the top states for the production of films and is recognized for the vitality of its artistic and cultural assets.

KEY GOAL

Goal 1. To support the units of the division so that they achieve their stated goals and objectives.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.02 OFFICE OF TOURISM DEVELOPMENT – DIVISION OF TOURISM, FILM AND THE ARTS

PROGRAM DESCRIPTION

The Maryland Office of Tourism Development is created and organized in Article 83A of the Annotated Code. The Office develops packages, promotes and delivers the resources of Maryland to a buying tourist audience for specific revenue benefits to be derived by the State.

MISSION

The Office of Tourism Development's (OTD) mission is to promote Maryland's attractions, accommodations, and other visitor services; to provide resident and non-resident visitors with information and other services to ensure a positive trip experience; and to generally position Maryland as a competitive tourism destination worldwide. OTD promotes the economic development of the State by increased tourism activity and increased State revenues.

KEY GOALS, OBJECTIVES AND PERFORMANCE MEASURES

Goal 1. To influence managed growth of Maryland tourism by focusing on increasing expenditures by travelers to the State.

Objective 1.1 Increase total travel expenditures, length of stay, and average visitor spending in the State of Maryland.

Performance Measures	CY2005	CY2006	CY2007	CY2008
	Actual	Estimated	Estimated	Estimated
Outcome: Total travel expenditures ¹ (\$billion)	\$10.87 ²	\$11.36 ³	\$11.82 ³	12.21 ³
Visitation (thousands)	27,780 ⁴	28,308 ⁵	28,987 ⁵	29,451 ⁵

Notes: ¹ Direct total travel expenditures including domestic and international travel are measured by the economic impact model produced by Travel Industry Association of America (TIA), a nationally recognized non-profit travel research organization.

² This number was estimated based on the actual direct total travel expenditure, \$10.08 billion, presented in the 2004 Economic Impact of Travel on Maryland Counties Report studied by TIA and published in winter 2005. CY2005 actual number is expected to be published in December 2006.

³ Total travel expenditures are computed by applying national annual growth rates for the travel industry as projected by TIA, an industry leader in travel data.

⁴ Visitation volumes come from TravelScope/Directions 2005, National Traveler Data Program managed by TIA. TIA changed data collection method in 2005. As a result visitation number in 2005 is not comparable to previous numbers.

⁵ Visitations are computed by applying national domestic travel volume change rates as forecasted by TIA.

Objective 1.2 Assist tourism growth in Maryland by utilizing various tourism promotion sources – a combination of welcome center, literature distribution, and web site service.

Performance Measures	FY2005	FY2006	FY2007	FY2008
	Actual	Actual	Estimated	Estimated
Output: Literature distribution	1,943,903	844,192 ¹	844,192 ¹	844,192 ¹
Travel media exposure (\$million)	\$16.0	\$37.5 ²	\$17.0 ²	\$17.0 ²
Advertising conversion rate	64%	58% ³	58% ⁴	58% ⁴
Outcome: Number of unique web users	875,763	1,092,640	1,114,492 ⁵	1,136,782 ⁵

Notes: ¹ Due to recent trends with increased use of its web site, the OTD expects these numbers to remain flat.

² \$37.5 million in fiscal year 2006 includes two special media exposures, Today Show Hometown Wedding Series (\$15 million) and Miss USA coverage (\$431,918).

³ This is updated from the conversion study done in fiscal year 2006.

⁴ This number is not subject to be estimated.

⁵ These numbers were estimated by average 2% growth based on the TIA's domestic person-trip forecasting.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.02 OFFICE OF TOURISM DEVELOPMENT – DIVISION OF TOURISM, FILM AND THE ARTS (Continued)

Goal 2. To contribute to the state's economy by increasing tax revenue and increasing jobs generated by traveler spending to the State of Maryland.

Objective 2.1 Increase state and local tax revenue¹ in the State of Maryland in 2008 from \$1.023 billion in 2007.

Performance Measures	CY 2005 Estimated ²	CY 2006 Estimated	CY 2007 Estimated	CY 2008 Estimated
Outcome: State & Local Tax Revenue ¹ (\$ billion)	\$0.940 ³	\$0.983 ³	\$1.023 ³	1.057 ³

Notes: ¹ State and local tax revenue is measured by the economic impact model produced by TIA.

² This number was estimated based on the actual state and local tax revenue, \$813.1 million, presented in the 2004 Economic Impact of Travel on Maryland Counties Report studied by TIA and published in winter 2005. CY2005 actual number is expected to be published in December 2006.

³ These numbers represent an estimated number. These figures were calculated to reflect potential tourism growth in each year based on the TIA's total travel expenditures forecasting; as of June 2006, 7.9% growth for 2005, 4.5% for 2006, 4.1% for 2007, and 3.3% for 2008. TIA updates its forecasting periodically. Thus, these estimates reflected TIA's updated forecasting percentages.

T00G00.03 MARYLAND TOURISM BOARD – DIVISION OF TOURISM, FILM AND THE ARTS

PROGRAM DESCRIPTION

The Maryland Tourism Board was created to advise and implement state tourism marketing and development programs through the Office of Tourism Development in order to stimulate and promote travel and tourism in Maryland.

The Maryland Tourism Board shares the mission, vision, and key goals and objectives of the Office of Tourism Development.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.04 MARYLAND FILM OFFICE – DIVISION OF TOURISM, FILM AND THE ARTS

PROGRAM DESCRIPTION

Section 4 of Article 83A establishes the Maryland Film Office (MFO) to attract feature film, television, commercial and video production companies to Maryland.

MISSION

The Maryland Film Office's mission is to increase economic development with enhanced direct expenditures from the attraction of feature film, television and commercial production companies to the state. Achievement of this mission is attained through effective marketing techniques and experienced staff serving the needs of the production companies.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. To promote and generate business activity for the State of Maryland from film, television, and other production activities.

Objective 1.1 To maintain business from production activities at approximately the average level of direct expenditures for fiscal year 2000 to fiscal year 2004 (\$35 million).

	2005	2006	2007	2008
Performance Measures	Estimated	Estimated	Estimated	Estimated
Outcome: Direct expenditures ¹ (millions)	\$30.5	\$73	\$40 ²	\$40 ²

OTHER PERFORMANCE MEASURES

	2005	2006	2007	2008
Performance Measures	Estimated³	Estimated³	Estimated	Estimated
Output: Feature Films:				
Photos sent/photo scouts	31	28	25	25
Surveys (review of location sites)	21	15	12	12
Productions	3	7	5 ⁴	5 ⁴
Film days	65	107	110	110
National Television:				
Photos sent/Photo scouts	12	8	7	7
Surveys	3	3	2	2
Productions	5	5	1 ³	1 ³
Film days	95	171	125 ⁵	125 ⁵
Other Film & TV Productions:				
Productions (ie. shorts, local cable, cable reality TV, etc)	6	13	8	8
Film days	78	363	100	100
Other productions:⁵				
Commercials:	52	52	50	50
Documentaries:	2	6	5	5
Industrials:	3	1	3	3
Music videos:	6	2	3	3
Other productions:	15	16	15	15

¹ Measured by data reported on Direct Expenditure Reports and Tax Exemption Applications completed, signed and submitted by production companies filming on-location in Maryland.

² Previously estimated direct expenditures for fiscal year 2007 have increased due to the increase in the fiscal year 2007 appropriation for the Employer Wage Rebate Grant Program to \$6.875 million.

³ MFO expects the amount of on-location filming to remain flat.

⁴ The MFO expects the number of production days for national television to continue at this level though fiscal year 2008 assuming HBO's series "The Wire" is renewed for another season.

⁵ Figures are based on information submitted on tax exemption applications filed by production companies filming in Maryland or using Maryland vendors to supply their productions. Although, the MFO offers exemptions to all productions, many companies do not file a tax exemption and, therefore, we have no written record of their filming in Maryland.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.05 MARYLAND STATE ARTS COUNCIL – DIVISION OF TOURISM, FILM AND THE ARTS

PROGRAM DESCRIPTION

The Maryland State Arts Council (MSAC), established in sections 4-601 to 4-609 of Article 83A, supports the performing, visual and creative arts and provides grants to individual artists, arts organizations, and county arts councils, and promotes statewide awareness of arts resources and opportunities.

MISSION

The mission of the Maryland State Arts Council is to encourage and invest in the advancement of the arts for our citizens in order to contribute to the economy and cultural vitality of the state.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Contribute to the economy of the State of Maryland.

Objective 1.1 Increase gross sales by Maryland’s non-profit arts industry by ten percent over 2005 to \$999 million in fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Gross sales by MD non-profit arts industry (millions)	\$909	\$941	\$965	\$999

Goal 2. Contribute to the tax revenues of the State of Maryland.

Objective 2.1 Increase state and local taxes paid by Maryland’s non-profit arts industry by eight percent over 2005 to \$36.8 million in fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Grants to Organizations - matching funds (\$ millions)	\$159.8	\$165.2	\$169.4	\$173.6
Community Arts Development - matching funds (\$ millions)	\$9.0	\$13.3	\$13.7	\$14.1
Artists in Education (Estimated)				
Children served through performances and residencies (thousands)	206	219.7	260.0	270.0
Matching funds (\$ thousands)	\$544.7	\$534.4	\$547.8	\$567.0
Individual Artists Programs - number of artists participating	831	598	648	700
Folklife Program - institutions served	83	80	90	95
Outcome: State and local taxes paid by MD non-profit arts industry (millions)	\$34.1	\$34.6	\$35.6	\$36.8

Note: 2006 aggregate actuals are subject to change for all measures under objectives 1.1 and 2.1.

T00G00.06 FILM PRODUCTION WAGE CREDIT PROGRAM – DIVISION OF TOURISM, FILM AND THE ARTS

PROGRAM DESCRIPTION

The Film Production Wage Credit Program was created to retain and encourage the expansion of the film industry in Maryland. The credit allows a qualified film production company to claim a rebate on gross wages paid to employees of film production companies. The production of films, television series and commercials stimulates Maryland’s economy including job growth, business sales and increased tax base.

The Film Production Wage Credit Program shares the mission, vision, and key goals and objectives of the Maryland Film Office, T00G00.04.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00I00.01 DIVISION OF REGIONAL DEVELOPMENT

PROGRAM DESCRIPTION

The Division of Regional Development consists of three major functions: Regional Operations, Maryland World Class Manufacturing Consortium (WCMC), and Military and Federal Affairs. The Division supports the economic health and growth of communities by providing assistance designed to improve the quality, productivity, and competitive position of new and existing Maryland businesses, ensure continued Federal investments, and improve the business climate.

MISSION

Ensure the growth and retention of new and existing Maryland businesses and support the economic vitality of all Maryland's jurisdictions.

VISION

A Maryland where all citizens across the state have an opportunity to share in the benefits of a thriving economy recognized globally as a premiere location to live, work, and visit.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Aid business retention, expansion and growth.

Objective 1.1 By June 30, 2008 assist approximately 1,200 Maryland businesses through the Business Call Program yielding increased transactions, job creation and retention, increased numbers of skilled workers, and an improved business climate.

	2005	2006	2007	2008
Performance Measures:	Actual	Actual	Estimated	Estimated
Output: Total businesses assisted	1,146	1,295	1,200	1,200
Number of grants through Maryland Industrial Training Program (MITP) and Partnership for Workforce Quality (PWQ)	146	155	150	150
Number of workers trained through MITP and PWQ grants	9,694	12,425	9,700	9,700
Outcome: Projected retained jobs from MITP grants	7,674	9,204	6,500	6,500
Projected new jobs from MITP grants	4,209	4,619	3,800	3,800

Goal 2. Stimulate economic activity through development of stronger manufacturing community in the State.

Objective 2.1 By June 30, 2008 implement grant agreement with partner organization providing statewide coverage for the development of manufacturers utilizing world class business practices and processes.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Manufacturing businesses assisted through WCMC	61	67	70	70
Number of training slots provided	1,623	1,475	1,400	1,400

Goal 3. Grow and maintain business enterprise in the military and federal sector.

Objective 3.1 Maintain the economic viability of Maryland's federal assets by supporting 38 congressional funding priorities and 5 partnering opportunities during fiscal year 2008.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Projected number of partnering opportunities initiated	7	6	5	5
Projected number of congressional funding priorities created	18	20	38	38

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00I00.01 DIVISION OF REGIONAL DEVELOPMENT (Continued)

Objective 3.2 Broaden the high-tech opportunities on the Eastern Shore by continued federal and State support of the Mid-Atlantic Institute for Space and Technology (MIST). MIST is a non-profit organization that is expected to increase the number of high-tech business on the Lower Shore.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Outcome: Projection of new high-tech businesses on Lower Shore	4	5	5	5

Objective 3.3 Serve as the principal Maryland coordination office for actions required by the November 2005 BRAC decisions. Coordination effected through the Maryland Military Installation Council, as well as via direct interaction with Congressional staff, State agencies; and local communities.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF BUSINESS AND ECONOMIC DEVELOPMENT

	2006 Actual	2007 Appropriation	2008 Allowance
Total Number of Authorized Positions.....	292.00	292.00	290.00
Total Number of Contractual Positions.....	33.95	33.10	32.70
Salaries, Wages and Fringe Benefits.....	22,227,272	23,387,357	23,101,094
Technical and Special Fees.....	1,629,199	1,426,150	1,410,615
Operating Expenses.....	78,877,137	120,669,019	104,877,399
Original General Fund Appropriation.....	54,963,233	88,765,733	
Transfer/Reduction.....	164,329	-8,394,548	
Total General Fund Appropriation.....	55,127,562	80,371,185	
Less: General Fund Reversion/Reduction.....	39		
Net General Fund Expenditure.....	55,127,523	80,371,185	77,778,477
Special Fund Expenditure.....	46,136,303	62,391,477	50,777,000
Federal Fund Expenditure.....	592,782	2,535,096	645,240
Reimbursable Fund Expenditure.....	877,000	184,768	188,391
Total Expenditure.....	<u>102,733,608</u>	<u>145,482,526</u>	<u>129,389,108</u>

SUMMARY OF OFFICE OF THE SECRETARY

	2006 Actual	2007 Appropriation	2008 Allowance
Total Number of Authorized Positions.....	32.00	32.00	32.00
Total Number of Contractual Positions.....	.30		
Salaries, Wages and Fringe Benefits.....	2,792,100	3,159,057	2,909,780
Technical and Special Fees.....	9,628	7,387	3,553
Operating Expenses.....	623,236	606,536	589,615
Original General Fund Appropriation.....	1,989,466	2,244,907	
Transfer/Reduction.....	21,273	19,946	
Net General Fund Expenditure.....	2,010,739	2,264,853	1,989,437
Special Fund Expenditure.....	1,391,035	1,482,208	1,490,284
Federal Fund Expenditure.....	23,190	25,919	23,227
Total Expenditure.....	<u>3,424,964</u>	<u>3,772,980</u>	<u>3,502,948</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.01 SECRETARIAT SERVICES — OFFICE OF THE SECRETARY

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	19.00	19.00	19.00
Number of Contractual Positions30		
01 Salaries, Wages and Fringe Benefits	1,679,258	1,897,321	1,672,182
02 Technical and Special Fees	9,628	7,387	3,553
03 Communication	70,868	77,443	81,122
04 Travel	37,008	64,115	35,430
06 Fuel and Utilities	12,531	17,703	18,797
07 Motor Vehicle Operation and Maintenance	27,719	18,757	25,681
08 Contractual Services	70,685	91,147	78,788
09 Supplies and Materials	15,522	11,530	15,405
10 Equipment—Replacement	13,587		
11 Equipment—Additional	2,466		
12 Grants, Subsidies and Contributions	39,500	20,000	20,000
13 Fixed Charges	139,950	145,835	151,543
Total Operating Expenses	429,836	446,530	426,766
Total Expenditure	2,118,722	2,351,238	2,102,501
Original General Fund Appropriation	1,891,426	2,147,324	
Transfer of General Fund Appropriation	21,273	19,946	
Net General Fund Expenditure	1,912,699	2,167,270	1,891,854
Special Fund Expenditure	185,231	160,447	189,818
Federal Fund Expenditure	20,792	23,521	20,829
Total Expenditure	2,118,722	2,351,238	2,102,501

Special Fund Income:

swf312 Section 40 Pension Costs		40,621	
T00304 Maryland Industrial Development Financing Authority (MIDFA)	37,046	23,965	37,963
T00305 Maryland Small Business Development Financing Authority(MSBDFA)	12,966	8,388	13,288
T00310 Economic Development Opportunity Program	18,523	11,983	18,982
T00311 Maryland Enterprise Fund (MEF)	37,046	23,965	37,963
T00312 Maryland Economic Adjustment Fund (MEAF)	5,557	3,594	5,695
T00324 Maryland Economic Development Assistance Authority and Fund	74,093	47,931	75,927
Total	185,231	160,447	189,818

Federal Fund Income:

45.025 Promotion to the Arts—Partnership Agreements	20,792	23,521	20,829
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.02 MARYLAND ECONOMIC DEVELOPMENT COMMISSION — OFFICE OF THE SECRETARY

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
04 Travel	3,362		3,362
08 Contractual Services	1,226	5,510	1,226
09 Supplies and Materials	922		922
Total Operating Expenses.....	<u>5,510</u>	<u>5,510</u>	<u>5,510</u>
Total Expenditure	<u>5,510</u>	<u>5,510</u>	<u>5,510</u>
Net General Fund Expenditure.....	<u>5,510</u>	<u>5,510</u>	<u>5,510</u>

T00A00.03 OFFICE OF ASSISTANT ATTORNEY GENERAL — OFFICE OF THE SECRETARY

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	13.00	13.00	13.00
01 Salaries, Wages and Fringe Benefits	<u>1,112,842</u>	<u>1,261,736</u>	<u>1,237,598</u>
03 Communication	10,110	8,339	8,328
04 Travel	361	3,491	3,491
06 Fuel and Utilities	8,494	13,369	12,741
07 Motor Vehicle Operation and Maintenance	12,480	10,920	12,480
08 Contractual Services	8,471	14,040	14,074
09 Supplies and Materials	8,798	6,349	6,567
10 Equipment—Replacement	39,926		
11 Equipment—Additional	3,579		
13 Fixed Charges	<u>95,671</u>	<u>97,988</u>	<u>99,658</u>
Total Operating Expenses.....	<u>187,890</u>	<u>154,496</u>	<u>157,339</u>
Total Expenditure	<u>1,300,732</u>	<u>1,416,232</u>	<u>1,394,937</u>
Net General Fund Expenditure.....	92,530	92,073	92,073
Special Fund Expenditure.....	1,205,804	1,321,761	1,300,466
Federal Fund Expenditure.....	2,398	2,398	2,398
Total Expenditure	<u>1,300,732</u>	<u>1,416,232</u>	<u>1,394,937</u>

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	201,007	220,337	216,787
T00305 Maryland Small Business Development Financing Authority(MSBDFDA).....	99,600	109,177	107,418
T00310 Economic Development Opportunity Program	95,138	104,287	102,607
T00311 Maryland Enterprise Fund (MEF).....	89,591	98,208	96,626
T00312 Maryland Economic Adjustment Fund (MEAF)	88,144	96,622	95,065
T00324 Maryland Economic Development Assistance Authority and Fund.....	<u>632,324</u>	<u>693,130</u>	<u>681,963</u>
Total	<u>1,205,804</u>	<u>1,321,761</u>	<u>1,300,466</u>

Federal Fund Income:

45.025 Promotion to the Arts—Partnership Agreements.....	2,398	2,398	2,398
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DIVISION OF ADMINISTRATION AND INFORMATION TECHNOLOGY

T00B00.01 OFFICE OF ADMINISTRATION

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	48.00	48.00	48.00
Number of Contractual Positions.....	1.35	1.00	1.60
01 Salaries, Wages and Fringe Benefits	3,435,526	3,676,435	3,704,653
02 Technical and Special Fees	86,677	92,396	62,130
03 Communication.....	86,413	102,222	117,770
04 Travel.....	8,998	9,917	4,672
06 Fuel and Utilities.....	22,840	37,273	34,261
07 Motor Vehicle Operation and Maintenance	46,846	49,895	43,925
08 Contractual Services.....	146,178	149,292	170,781
09 Supplies and Materials.....	37,287	36,397	33,954
13 Fixed Charges.....	305,983	438,370	448,583
Total Operating Expenses.....	654,545	823,366	853,946
Total Expenditure	4,176,748	4,592,197	4,620,729
Original General Fund Appropriation.....	3,389,706	3,630,021	
Transfer of General Fund Appropriation.....	178,873	26,361	
Net General Fund Expenditure.....	3,568,579	3,656,382	3,618,927
Special Fund Expenditure.....	572,757	765,635	827,998
Federal Fund Expenditure.....	35,412	35,412	35,413
Reimbursable Fund Expenditure		134,768	138,391
Total Expenditure	4,176,748	4,592,197	4,620,729

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	114,551	153,127	165,599
T00305 Maryland Small Business Development Financing Authority(MSBDFFA).....	40,093	53,594	57,960
T00310 Economic Development Opportunity Program.....	57,276	76,564	82,800
T00311 Maryland Enterprise Fund (MEF).....	114,551	153,127	165,599
T00312 Maryland Economic Adjustment Fund (MEAF)	17,183	22,969	24,841
T00324 Maryland Economic Development Assistance Authority and Fund.....	229,103	306,254	331,199
Total	572,757	765,635	827,998

Federal Fund Income:

45.025 Promotion to the Arts—Partnership Agreements.....	35,412	35,412	35,413
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Reimbursable Fund Income:

D12A02 Department of Disabilities		134,768	138,391
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DIVISION OF ECONOMIC POLICY, RESEARCH AND LEGISLATIVE AFFAIRS

T00C00.01 DIVISION OF ECONOMIC POLICY, RESEARCH AND LEGISLATIVE AFFAIRS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	12.00	12.00	12.00
01 Salaries, Wages and Fringe Benefits	908,507	1,039,404	961,259
02 Technical and Special Fees	32,897		
03 Communication	23,076	19,364	21,171
04 Travel	9,933	20,092	9,928
06 Fuel and Utilities	7,758	11,506	11,637
07 Motor Vehicle Operation and Maintenance	8,223	19,762	10,138
08 Contractual Services	134,070	55,792	118,864
09 Supplies and Materials	3,115	4,673	3,115
10 Equipment—Replacement	1,887		
12 Grants, Subsidies and Contributions	35,400		
13 Fixed Charges	106,234	108,933	117,748
Total Operating Expenses	329,696	240,122	292,601
Total Expenditure	1,271,100	1,279,526	1,253,860
Original General Fund Appropriation	1,109,036	1,139,258	
Transfer of General Fund Appropriation	12,265	15,062	
Net General Fund Expenditure	1,121,301	1,154,320	1,130,505
Special Fund Expenditure	141,250	116,657	114,806
Federal Fund Expenditure	8,549	8,549	8,549
Total Expenditure	1,271,100	1,279,526	1,253,860

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	28,250	23,331	22,962
T00305 Maryland Small Business Development Financing Authority(MSBDFFA)	9,888	8,166	8,035
T00310 Economic Development Opportunity Program	14,125	11,666	11,480
T00311 Maryland Enterprise Fund (MEF)	28,250	23,331	22,962
T00312 Maryland Economic Adjustment Fund (MEAF)	4,238	3,500	3,445
T00324 Maryland Economic Development Assistance Authority and Fund	56,499	46,663	45,922
Total	141,250	116,657	114,806

Federal Fund Income:

45.025 Promotion to the Arts—Partnership Agreements	8,549	8,549	8,549
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DIVISION OF SMALL BUSINESS DEVELOPMENT

T00D00.01 DIVISION OF SMALL BUSINESS DEVELOPMENT

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	15.00	15.00	15.00
Number of Contractual Positions.....	1.00	1.00	1.00
01 Salaries, Wages and Fringe Benefits	1,027,102	993,885	1,186,012
02 Technical and Special Fees	31,894	45,104	35,144
03 Communication.....	14,160	13,011	9,927
04 Travel	7,764	14,984	7,764
06 Fuel and Utilities	7,290	11,224	10,935
07 Motor Vehicle Operation and Maintenance	12,381	20,130	12,178
08 Contractual Services	30,975	33,232	33,353
09 Supplies and Materials	8,222	7,995	7,862
10 Equipment—Replacement	1,182		
12 Grants, Subsidies and Contributions.....	465,720	545,400	543,900
13 Fixed Charges	81,075	82,581	107,650
Total Operating Expenses	628,769	728,557	733,569
Total Expenditure	1,687,765	1,767,546	1,954,725
Original General Fund Appropriation.....	1,609,813	1,490,441	
Transfer of General Fund Appropriation.....	-165,310	100,703	
Total General Fund Appropriation.....	1,444,503	1,591,144	
Less: General Fund Reversion/Reduction.....	39		
Net General Fund Expenditure.....	1,444,464	1,591,144	1,708,117
Special Fund Expenditure	243,301	176,402	246,608
Total Expenditure	1,687,765	1,767,546	1,954,725

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	48,660	35,281	49,322
T00305 Maryland Small Business Development Financing Authority(MSB DFA).....	17,031	12,348	17,261
T00310 Economic Development Opportunity Program	24,330	17,640	24,660
T00311 Maryland Enterprise Fund (MEF)	48,660	35,280	49,322
T00312 Maryland Economic Adjustment Fund (MEAF)	7,299	5,292	7,399
T00324 Maryland Economic Development Assistance Authority and Fund.....	97,321	70,561	98,644
Total	243,301	176,402	246,608

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF BUSINESS DEVELOPMENT

	2006 Actual	2007 Appropriation	2008 Allowance
Total Number of Authorized Positions.....	55.00	54.00	54.00
Total Number of Contractual Positions.....	2.50	2.00	2.00
Salaries, Wages and Fringe Benefits.....	4,316,954	4,474,624	4,371,608
Technical and Special Fees.....	179,956	120,620	153,168
Operating Expenses.....	3,672,452	12,574,260	12,468,124
Original General Fund Appropriation.....	7,626,102	16,329,978	
Transfer/Reduction.....	55,431	351,697	
Net General Fund Expenditure.....	7,681,533	16,681,675	16,505,071
Special Fund Expenditure.....	487,829	487,829	487,829
Total Expenditure.....	8,169,362	17,169,504	16,992,900

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DIVISION OF BUSINESS DEVELOPMENT

T00E00.01 DIVISION OF BUSINESS DEVELOPMENT

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	55.00	54.00	54.00
Number of Contractual Positions.....	2.50	2.00	2.00
01 Salaries, Wages and Fringe Benefits	4,316,954	4,474,624	4,371,608
02 Technical and Special Fees.....	179,956	120,620	153,168
03 Communication.....	87,215	78,337	80,804
04 Travel.....	266,839	323,566	274,539
06 Fuel and Utilities.....	33,373	45,528	50,060
07 Motor Vehicle Operation and Maintenance	57,752	60,790	46,194
08 Contractual Services.....	2,084,195	2,156,971	2,137,609
09 Supplies and Materials.....	92,832	128,963	92,832
10 Equipment—Replacement.....	24,634		
11 Equipment—Additional.....	7,013		
12 Grants, Subsidies and Contributions.....	625,798	879,684	864,315
13 Fixed Charges.....	392,801	400,421	421,771
Total Operating Expenses.....	3,672,452	4,074,260	3,968,124
Total Expenditure	8,169,362	8,669,504	8,492,900
Original General Fund Appropriation.....	7,626,102	7,829,978	
Transfer of General Fund Appropriation.....	55,431	351,697	
Net General Fund Expenditure.....	7,681,533	8,181,675	8,005,071
Special Fund Expenditure.....	487,829	487,829	487,829
Total Expenditure	8,169,362	8,669,504	8,492,900

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	97,566	97,566	97,566
T00305 Maryland Small Business Development Financing Authority(MSBDFA).....	34,148	34,148	34,148
T00310 Economic Development Opportunity Program.....	48,783	48,783	48,783
T00311 Maryland Enterprise Fund (MEF).....	97,566	97,566	97,566
T00312 Maryland Economic Adjustment Fund (MEAF)	14,635	14,635	14,635
T00324 Maryland Economic Development Assistance Authority and Fund.....	195,131	195,131	195,131
Total	487,829	487,829	487,829

DIVISION OF BUSINESS DEVELOPMENT

T00E00.02 MARYLAND BIOTECHNOLOGY INVESTMENT TAX CREDIT RESERVE FUND

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....		6,000,000	6,000,000
Total Operating Expenses.....		<u>6,000,000</u>	<u>6,000,000</u>
Total Expenditure		<u>6,000,000</u>	<u>6,000,000</u>
Net General Fund Expenditure.....		<u>6,000,000</u>	<u>6,000,000</u>

DIVISION OF BUSINESS DEVELOPMENT

T00E00.03 NANOTECH BIOTECHNOLOGY INITIATIVE FUNDS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....		<u>2,500,000</u>	<u>2,500,000</u>
Total Operating Expenses.....		<u>2,500,000</u>	<u>2,500,000</u>
Total Expenditure.....		<u>2,500,000</u>	<u>2,500,000</u>
Net General Fund Expenditure.....		<u>2,500,000</u>	<u>2,500,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF FINANCING PROGRAMS

	2006 Actual	2007 Appropriation	2008 Allowance
Total Number of Authorized Positions.....	33.00	33.00	33.00
Total Number of Contractual Positions.....	1.10	1.00	
Salaries, Wages and Fringe Benefits.....	2,652,168	2,838,393	2,807,840
Technical and Special Fees.....	71,421	63,082	2,700
Operating Expenses.....	41,541,856	67,179,978	51,762,390
Original General Fund Appropriation.....	2,855,750	18,432,222	
Transfer/Reduction.....		-8,654,833	
Net General Fund Expenditure.....	2,855,750	9,777,389	8,432,222
Special Fund Expenditure.....	41,409,695	58,464,681	46,140,708
Federal Fund Expenditure.....		1,839,383	
Total Expenditure.....	44,265,445	70,081,453	54,572,930

T00F00.01 ASSISTANT SECRETARY FOR FINANCING PROGRAMS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions.....	11.00	11.00	11.00
Number of Contractual Positions.....	.10		
01 Salaries, Wages and Fringe Benefits.....	991,632	1,065,454	864,118
02 Technical and Special Fees.....	2,613		
03 Communication.....	33,468	34,266	33,826
04 Travel.....	9,234	21,872	18,945
06 Fuel and Utilities.....	6,996	11,570	10,494
07 Motor Vehicle Operation and Maintenance.....	11,913	4,680	7,800
08 Contractual Services.....	129,606	257,225	174,705
09 Supplies and Materials.....	8,801	9,985	9,460
10 Equipment—Replacement.....	4,229	8,091	6,891
11 Equipment—Additional.....		60,000	
13 Fixed Charges.....	81,771	80,362	68,092
Total Operating Expenses.....	286,018	488,051	330,213
Total Expenditure.....	1,280,263	1,553,505	1,194,331
Net General Fund Expenditure.....		50,000	50,000
Special Fund Expenditure.....	1,280,263	1,503,505	1,144,331
Total Expenditure.....	1,280,263	1,553,505	1,194,331

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	256,053	300,701	228,866
T00305 Maryland Small Business Development Financing Authority(MSBDFA).....	89,618	105,245	80,103
T00310 Economic Development Opportunity Program.....	128,026	150,351	114,433
T00311 Maryland Enterprise Fund (MEF).....	256,053	300,701	228,866
T00312 Maryland Economic Adjustment Fund (MEAF).....	38,408	45,105	34,330
T00324 Maryland Economic Development Assistance Authority and Fund.....	512,105	601,402	457,733
Total.....	1,280,263	1,503,505	1,144,331

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.03 MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY — DIVISION OF FINANCING PROGRAMS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
03 Communication.....		13,893	13,893
08 Contractual Services.....	1,365,776	1,500,721	1,533,695
Total Operating Expenses.....	<u>1,365,776</u>	<u>1,514,614</u>	<u>1,547,588</u>
Total Expenditure.....	<u>1,365,776</u>	<u>1,514,614</u>	<u>1,547,588</u>
Special Fund Expenditure.....	<u>1,365,776</u>	<u>1,514,614</u>	<u>1,547,588</u>

Special Fund Income:

T00305 Maryland Small Business Development Financing Authority(MSBDFFA).....	1,365,776	1,514,614	1,547,588
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T00F00.05 CONSOLIDATED OPERATIONS — DIVISION OF FINANCING PROGRAMS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions.....	16.00	16.00	16.00
01 Salaries, Wages and Fringe Benefits.....	1,245,550	1,261,606	1,405,317
02 Technical and Special Fees.....	15	2,700	2,700
03 Communication.....	29,284	28,399	27,819
04 Travel.....	6,806	21,479	11,635
06 Fuel and Utilities.....	7,573	13,399	9,007
07 Motor Vehicle Operation and Maintenance.....	17,239	14,540	41,778
08 Contractual Services.....	123,138	392,500	311,290
09 Supplies and Materials.....	7,136	25,152	25,204
10 Equipment—Replacement.....	15,544	6,838	8,038
12 Grants, Subsidies and Contributions.....	1,560		
13 Fixed Charges.....	91,365	88,138	97,941
Total Operating Expenses.....	<u>299,645</u>	<u>590,445</u>	<u>532,712</u>
Total Expenditure.....	<u>1,545,210</u>	<u>1,854,751</u>	<u>1,940,729</u>
Special Fund Expenditure.....	<u>1,545,210</u>	<u>1,854,751</u>	<u>1,940,729</u>

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	437,640	498,272	597,203
T00310 Economic Development Opportunity Program.....	264,706	269,072	253,549
T00312 Maryland Economic Adjustment Fund (MEAF).....	196,027	228,392	223,593
T00324 Maryland Economic Development Assistance Authority and Fund.....	646,837	859,015	866,384
Total.....	<u>1,545,210</u>	<u>1,854,751</u>	<u>1,940,729</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.08 INVESTMENT FINANCE GROUP — DIVISION OF FINANCING PROGRAMS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	6.00	6.00	6.00
Number of Contractual Positions	1.00	1.00	
01 Salaries, Wages and Fringe Benefits	414,986	511,333	538,405
02 Technical and Special Fees	68,793	60,382	
03 Communication	12,748	12,434	11,963
04 Travel	45,427	68,347	54,865
06 Fuel and Utilities	2,484	3,828	3,726
07 Motor Vehicle Operation and Maintenance	1,560	22,700	5,671
08 Contractual Services	43,769	306,642	188,765
09 Supplies and Materials	2,732	3,275	2,925
10 Equipment—Replacement	5,887	2,819	2,819
12 Grants, Subsidies and Contributions	111,440	60,000	136,440
13 Fixed Charges	31,576	31,864	38,953
Total Operating Expenses	257,623	511,909	446,127
Total Expenditure	741,402	1,083,624	984,532
Special Fund Expenditure	741,402	1,083,624	984,532
Special Fund Income:			
T00311 Maryland Enterprise Fund (MEF)	741,402	1,083,624	984,532

T00F00.09 MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY—BUSINESS ASSISTANCE — DIVISION OF FINANCING PROGRAMS

Program Description:

This program provides funds for the Department's financing programs targeted to socially and economically disadvantaged persons. The Maryland Small Business Development Financing Authority includes: the Contract Financing, Long-Term Guaranty, Surety Bonding and Equity Participation Investment Programs.

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
14 Land and Structures	10,266,089	17,905,750	17,905,750
Total Operating Expenses	10,266,089	17,905,750	17,905,750
Total Expenditure	10,266,089	17,905,750	17,905,750
Net General Fund Expenditure	1,355,750	3,382,222	3,382,222
Special Fund Expenditure	8,910,339	14,523,528	14,523,528
Total Expenditure	10,266,089	17,905,750	17,905,750
Special Fund Income:			
T00305 Maryland Small Business Development Financing Authority(MSBDFFA)	8,910,339	14,523,528	14,523,528

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.09 MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY (MSBDF)

FY 2008 Loan and Guarantee Programs Summary*

FUND BALANCE WORKSHEET FOR FY 2005 - FY 2008

	FY 2005	FY 2006	FY 2007	FY 2008
BEGINNING BALANCE	3,295,810	3,387,950	2,186,769	2,932,061
REVENUE INCOME				
Loan Interest Payments	175,156	188,803	271,619	275,581
Investment Income	52,987	117,337	72,000	72,000
Guarantees & other fees	105,168	67,712	112,000	117,000
Direct Bond Fees	15,316	20,492	20,000	20,000
Royalties	-	-	-	-
Loan Recoveries	214,931	210,772	200,000	150,000
Other Fees	5,150	1,500	15,000	15,000
Other		-	-	-
TOTAL REVENUE INCOME	568,708	606,616	690,619	649,581
OTHER REVENUE				
General Funds	1,427,000	1,355,750	3,382,222	3,382,222
Prior Year Commitment Rescissions		182,333	-	
Revolving Loan Repayments	5,936,023	7,457,081	15,182,873	15,137,547
Recoveries	4,548	57,032	7,500	7,500
TOTAL OTHER REVENUE	7,367,571	9,052,196	18,572,595	18,527,269
TOTAL FUNDS AVAILABLE	11,232,089	13,046,762	21,449,983	22,108,911
EXPENDITURES				
Operating Expenses	193,247	58,980	145,893	157,145
Management Fee	1,226,798	1,365,776	1,368,721	1,380,000
Indirect Admin. Expenses	452,701	260,388	348,430	358,299
Prior Period Adjustment	(4,317)	(6,640)	-	-
Claims Paid	-	-	50,000	50,000
TOTAL EXPENDITURES	1,868,429	1,678,504	1,913,044	1,945,444
OTHER ENCUMBRANCES				
New Loan Encumbrances	5,975,710	9,181,489	16,604,878	16,604,878
TOTAL ENCUMBRANCES.	5,975,710	9,181,489	16,604,878	16,604,878
TOTAL EXPENDITURES/ENCUMBRANCES	7,844,139	10,859,993	18,517,922	18,550,322
ENDING BALANCE	3,387,950	2,186,769	2,932,061	3,558,589

* Includes the following programs - Contract Financing, Guaranty Fund, Surety Bond, and Equity Participation Investment.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.10 RURAL BROADBAND ASSISTANCE FUND — DIVISION OF FINANCING PROGRAMS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....		3,839,383	2,000,000
Total Operating Expenses.....		<u>3,839,383</u>	<u>2,000,000</u>
Total Expenditure.....		<u><u>3,839,383</u></u>	<u><u>2,000,000</u></u>
Original General Fund Appropriation.....			
Transfer of General Fund Appropriation.....		2,000,000	
Net General Fund Expenditure.....		<u>2,000,000</u>	2,000,000
Federal Fund Expenditure.....		<u>1,839,383</u>	
Total Expenditure.....		<u><u>3,839,383</u></u>	<u><u>2,000,000</u></u>
 Federal Fund Income:			
43.002 Technology Transfer.....		<u>1,839,383</u>	

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.16 ECONOMIC DEVELOPMENT OPPORTUNITY FUND — DIVISION OF FINANCING PROGRAMS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....	1,690,000	3,359,659	
14 Land and Structures.....	4,000,000	7,500,000	
Total Operating Expenses.....	<u>5,690,000</u>	<u>10,859,659</u>	
Total Expenditure.....	<u>5,690,000</u>	<u>10,859,659</u>	
Special Fund Expenditure.....	<u>5,690,000</u>	<u>10,859,659</u>	

Special Fund Income:

T00310 Economic Development Opportunity Program.....	5,690,000	<u>10,859,659</u>	
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.17 MARYLAND ENTERPRISE INVESTMENT FUND AND CHALLENGE PROGRAMS—BUSINESS ASSISTANCE—DIVISION OF FINANCING PROGRAMS

Program Description:

This program provides funds for the Enterprise Investment Fund that makes direct equity investments in start-up companies developing innovative technologies.

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....	50,000		
14 Land and Structures.....	5,086,759	6,500,000	5,000,000
Total Operating Expenses.....	<u>5,136,759</u>	<u>6,500,000</u>	<u>5,000,000</u>
Total Expenditure	<u>5,136,759</u>	<u>6,500,000</u>	<u>5,000,000</u>
Net General Fund Expenditure.....	1,500,000		
Special Fund Expenditure.....	3,636,759	6,500,000	5,000,000
Total Expenditure	<u>5,136,759</u>	<u>6,500,000</u>	<u>5,000,000</u>
 Special Fund Income:			
T00311 Maryland Enterprise Fund (MEF).....	3,636,759	6,500,000	5,000,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.17 MARYLAND ENTERPRISE INVESTMENT/CHALLENGE PROGRAM AND FUND

FUND BALANCE WORKSHEET FOR FY 2005 - FY 2008

	FY 2005	FY 2006	FY 2007	FY 2008
BEGINNING BALANCE	3,443,478	9,222,638	7,975,324	1,655,931
REVENUE				
General Funds	6,728,500	1,500,000	-	-
Equity Investment Earnings	5,862,250	2,497,182	1,250,000	4,750,000
Royalties	73,148	54,201	71,289	88,418
Interest Income on Balance	185,018	456,753	324,732	162,366
Prior Encumbrance Canceled	108,336	823,627	400,000	500,000
Other Income	70,727	-	-	-
Transfer from other funds	1,500	-	-	-
TOTAL REVENUE	13,029,479	5,331,763	2,046,021	5,500,784
TOTAL FUNDS AVAILABLE	16,472,957	14,554,401	10,021,345	7,156,715
EXPENDITURES/ENCUMBRANCES				
Enterprise Investments/Grants Encumbrance*	4,286,649	4,036,760	5,500,000	4,000,000
Challenge Encumbrances	1,600,000	1,100,000	1,000,000	1,000,000
Operating Expenses	750,040	741,402	1,083,624	984,532
Indirect Expenses	623,512	717,502	781,790	748,656
Prior Year Adjustment	(9,882)	(16,587)	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	7,250,320	6,579,077	8,365,414	6,733,188
ENDING BALANCE	9,222,638	7,975,324	1,655,931	423,527

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.18 MILITARY RESERVISTS AND SERVICE-RELATED NO-INTEREST LOAN PROGRAM — DIVISION OF FINANCING PROGRAMS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....			1,000,000
Total Operating Expenses.....			<u>1,000,000</u>
Total Expenditure.....			<u>1,000,000</u>
Net General Fund Expenditure.....			<u><u>1,000,000</u></u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.21 MARYLAND ECONOMIC ADJUSTMENT FUND-BUSINESS ASSISTANCE—DIVISION OF FINANCING PROGRAMS

Program Description:

This program assists in the funding of projects to address economic adjustment problems resulting from closure or downsizing of defense facilities.

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
14 Land and Structures.....		625,000	1,000,000
Total Operating Expenses.....		625,000	1,000,000
Total Expenditure		625,000	1,000,000
Special Fund Expenditure.....		625,000	1,000,000
 Special Fund Income:			
T00312 Maryland Economic Adjustment Fund (MEAF)		625,000	1,000,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.21 MARYLAND ECONOMIC ADJUSTMENT FUND (MEAF)

FY 2008 Grant and Loan Program

FUND BALANCE WORKSHEET FOR FY 2005 - FY 2008

	FY 2005	FY 2006	FY 2007	FY 2008
BEGINNING BALANCE	1,861,464	1,954,285	2,498,221	1,945,670
REVENUE				
Investment Income	57,122	112,067	50,000	50,000
General Funds	244,500	-	-	
Rescinded/Expired Prior Year Encumbrances	351,265	-	-	
Loan Interest Income	63,342	51,102	50,000	60,000
Loan Repayment	361,692	429,796	400,000	500,000
Loan Recoveries	243,195	290,254	-	0
Other Fees	3,317	18,738	-	
Other	-	20,338		
TOTAL REVENUE	1,324,433	922,295	500,000	610,000
TOTAL FUNDS AVAILABLE	3,185,897	2,876,580	2,998,221	2,555,670
EXPENDITURES/ENCUMBRANCES				
Encumbrances	794,500	-	625,000	1,000,000
Operating Expenses	139,765	196,027	228,392	223,593
Indirect Expenses	301,398	182,332	199,159	192,873
Prior Period Adjustments	(4,051)	-	-	
TOTAL EXPENDITURES/ENCUMBRANCES	1,231,612	378,359	1,052,551	1,416,466
ENDING BALANCE	1,954,285	2,498,221	1,945,670	1,139,204

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.23 MARYLAND ECONOMIC DEVELOPMENT ASSISTANCE AUTHORITY FUND—BUSINESS ASSISTANCE—DIVISION OF FINANCING PROGRAMS

Program Description:

This capital appropriation provides funds for the Maryland Economic Development Assistance Fund, which will make loans for major economic development projects.

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....	8,312,446	1,500,000	1,500,000
14 Land and Structures.....	9,927,500	22,845,167	20,500,000
Total Operating Expenses.....	<u>18,239,946</u>	<u>24,345,167</u>	<u>22,000,000</u>
Total Expenditure.....	<u><u>18,239,946</u></u>	<u><u>24,345,167</u></u>	<u><u>22,000,000</u></u>
Original General Fund Appropriation.....		15,000,000	
Transfer of General Fund Appropriation.....		-10,654,833	
Net General Fund Expenditure.....		4,345,167	2,000,000
Special Fund Expenditure.....	18,239,946	20,000,000	20,000,000
Total Expenditure.....	<u><u>18,239,946</u></u>	<u><u>24,345,167</u></u>	<u><u>22,000,000</u></u>
Special Fund Income:			
T00324 Maryland Economic Development Assistance Authority and Fund.....	18,239,946	20,000,000	20,000,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.23 MARYLAND ECONOMIC DEVELOPMENT ASSISTANCE AUTHORITY AND FUND (MEDAAF)

FY 2008 Grant and Loan Program

FUND BALANCE WORKSHEET FY 2005 - FY 2008

	FY 2005	FY 2006	FY 2007	FY 2008
BEGINNING BALANCE*	18,434,244	30,589,769	48,871,835	31,307,689
REVENUE				
General Funds	-	-	6,345,167	2,000,000
Transfer GF to Rural Broadband Fund			(2,000,000)	(2,000,000)
Transfer from Rainy Day Fund		9,000,000		
GO Bonds	12,000,000	-	-	
Investment Income	1,039,182	2,061,212	1,500,000	1,000,000
Interest Income	2,863,555	2,408,022	2,500,000	3,000,000
Loan Repayments	7,366,756	12,334,102	6,500,000	6,800,000
Loan Recoveries & Grant Repayments	2,314,872	10,344,717	500,000	500,000
Cancelled Prior Year Encumbrances	7,840,711	1,845,744		
Other Income	5,220	36,592	10,000	10,000
TOTAL REVENUE	33,430,296	38,030,389	15,355,167	11,310,000
TOTAL FUNDS AVAILABLE	51,864,540	68,620,158	64,227,002	42,617,689
EXPENDITURES/ENCUMBRANCES				
Return of Prior Year Encumbrance	-	-		
Approvals Rolled Forward Due to Lack of Appropriation				
Encumbrances/Approval Activity - Other	19,216,724	17,239,946	35,000,000 *	25,000,000
Rescissions of New Approvals	-	-	(5,000,000)	(5,000,000)
Operating Expenses	553,254	632,324	859,015	866,384
Indirect Expenses	1,520,500	1,902,655	2,060,298	1,986,026
Transfers to Other Fund	-	-	-	0
Prior Period Operating/Indirect Adjustment	(15,707)	(26,602)		0
TOTAL EXPENDITURES/ENCUMBRANCES	21,274,771	19,748,323	32,919,313	22,852,410
ENDING BALANCE OF UNCOMMITTED FUNDS	30,589,769	48,871,835	31,307,689	19,765,279

* Assumes additional appropriation requested through budget amendment later in the year.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF TOURISM, FILM AND THE ARTS

	2006 Actual	2007 Appropriation	2008 Allowance
Total Number of Authorized Positions.....	63.00	63.00	63.00
Total Number of Contractual Positions.....	23.50	23.10	23.50
Salaries, Wages and Fringe Benefits.....	4,221,117	4,257,717	4,372,953
Technical and Special Fees.....	855,294	709,122	767,437
Operating Expenses.....	24,205,403	32,945,633	32,739,840
Original General Fund Appropriation.....	27,243,741	36,868,358	
Transfer/Reduction.....	189,677	68,281	
Net General Fund Expenditure.....	27,433,418	36,936,639	36,152,179
Special Fund Expenditure.....	1,245,765	300,000	1,100,000
Federal Fund Expenditure.....	525,631	625,833	578,051
Reimbursable Fund Expenditure.....	77,000	50,000	50,000
Total Expenditure.....	<u>29,281,814</u>	<u>37,912,472</u>	<u>37,880,230</u>

T00G00.01 ASSISTANT SECRETARY AND ADMINISTRATION

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions.....	6.00	5.00	5.00
01 Salaries, Wages and Fringe Benefits.....	538,571	588,732	496,411
02 Technical and Special Fees.....	3,149		
03 Communication.....	8,368	5,936	5,927
04 Travel.....	18,190	3,244	17,429
06 Fuel and Utilities.....	2,554	3,274	3,831
07 Motor Vehicle Operation and Maintenance.....	1,833	3,052	13,925
08 Contractual Services.....	1,406	4,701	5,141
09 Supplies and Materials.....	2,533	1,038	1,563
12 Grants, Subsidies and Contributions.....	15,000	1,715,000	
13 Fixed Charges.....	28,095	29,047	24,053
Total Operating Expenses.....	<u>77,979</u>	<u>1,765,292</u>	<u>71,869</u>
Total Expenditure.....	<u>619,699</u>	<u>2,354,024</u>	<u>568,280</u>
Original General Fund Appropriation.....	612,157	2,345,656	
Transfer of General Fund Appropriation.....	7,542	8,368	
Net General Fund Expenditure.....	<u>619,699</u>	<u>2,354,024</u>	<u>568,280</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.02 OFFICE OF TOURISM DEVELOPMENT — DIVISION OF TOURISM, FILM AND THE ARTS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	38.00	40.00	40.00
Number of Contractual Positions	21.50	21.10	21.50
01 Salaries, Wages and Fringe Benefits	2,331,710	2,365,503	2,640,333
02 Technical and Special Fees	699,045	536,261	603,549
03 Communication	409,466	402,145	386,616
04 Travel	163,972	109,753	168,593
06 Fuel and Utilities	34,236	44,479	51,353
07 Motor Vehicle Operation and Maintenance	49,614	30,882	48,433
08 Contractual Services	992,682	1,446,310	913,375
09 Supplies and Materials	79,487	40,438	71,380
10 Equipment—Replacement	58,475		
11 Equipment—Additional	6,216		
12 Grants, Subsidies and Contributions	709,263	372,308	425,316
13 Fixed Charges	201,388	209,072	207,557
Total Operating Expenses	<u>2,704,799</u>	<u>2,655,387</u>	<u>2,272,623</u>
Total Expenditure	<u>5,735,554</u>	<u>5,557,151</u>	<u>5,516,505</u>
Original General Fund Appropriation	5,515,329	5,464,854	
Transfer of General Fund Appropriation	170,225	42,297	
Net General Fund Expenditure	5,685,554	5,507,151	5,466,505
Reimbursable Fund Expenditure	50,000	50,000	50,000
Total Expenditure	<u>5,735,554</u>	<u>5,557,151</u>	<u>5,516,505</u>
Reimbursable Fund Income:			
J00100 DOT-State Aviation Administration	50,000	50,000	50,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.03 MARYLAND TOURISM BOARD — DIVISION OF TOURISM, FILM AND THE ARTS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
08 Contractual Services	4,845,355	5,000,000	6,100,000
12 Grants, Subsidies and Contributions	1,100,410	2,000,000	1,500,000
Total Operating Expenses	<u>5,945,765</u>	<u>7,000,000</u>	<u>7,600,000</u>
Total Expenditure	<u>5,945,765</u>	<u>7,000,000</u>	<u>7,600,000</u>
Net General Fund Expenditure	5,000,000	7,000,000	7,000,000
Special Fund Expenditure	945,765		600,000
Total Expenditure	<u>5,945,765</u>	<u>7,000,000</u>	<u>7,600,000</u>

Special Fund Income:

T00319 Tourism Board Revolving Fund	945,765	600,000
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T00G00.04 MARYLAND FILM OFFICE — DIVISION OF TOURISM, FILM AND THE ARTS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	7.00	6.00	6.00
Number of Contractual Positions	1.00	1.00	1.00
01 Salaries, Wages and Fringe Benefits	540,606	539,170	428,392
02 Technical and Special Fees	65,902	65,247	65,336
03 Communication	12,171	12,031	9,347
04 Travel	22,047	47,050	45,570
06 Fuel and Utilities	3,088	3,941	4,632
07 Motor Vehicle Operation and Maintenance	13,573	9,832	22,179
08 Contractual Services	142,262	130,150	226,660
09 Supplies and Materials	5,599	5,589	8,421
11 Equipment—Additional	1,940		
13 Fixed Charges	33,944	36,127	34,854
Total Operating Expenses	<u>234,624</u>	<u>244,720</u>	<u>351,663</u>
Total Expenditure	<u>841,132</u>	<u>849,137</u>	<u>845,391</u>
Original General Fund Appropriation	836,118	840,467	
Transfer of General Fund Appropriation	5,014	8,670	
Net General Fund Expenditure	<u>841,132</u>	<u>849,137</u>	<u>845,391</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.05 MARYLAND STATE ARTS COUNCIL — DIVISION OF TOURISM, FILM AND THE ARTS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	12.00	12.00	12.00
Number of Contractual Positions.....	1.00	1.00	1.00
01 Salaries, Wages and Fringe Benefits.....	810,230	764,312	807,817
02 Technical and Special Fees.....	87,198	107,614	98,552
03 Communication.....	30,992	29,342	21,348
04 Travel.....	37,193	39,330	38,786
06 Fuel and Utilities.....	15,147	14,941	22,721
08 Contractual Services.....	366,119	276,120	304,497
09 Supplies and Materials.....	18,758	16,381	16,304
10 Equipment—Replacement.....	7,378		
11 Equipment—Additional.....	5,089		
12 Grants, Subsidies and Contributions.....	10,570,593	13,915,492	15,017,284
13 Fixed Charges.....	190,967	113,628	147,745
Total Operating Expenses.....	<u>11,242,236</u>	<u>14,405,234</u>	<u>15,568,685</u>
Total Expenditure.....	<u>12,139,664</u>	<u>15,277,160</u>	<u>16,475,054</u>
Original General Fund Appropriation.....	11,280,137	14,342,381	
Transfer of General Fund Appropriation.....	6,896	8,946	
Net General Fund Expenditure.....	11,287,033	14,351,327	15,397,003
Special Fund Expenditure.....	300,000	300,000	500,000
Federal Fund Expenditure.....	525,631	625,833	578,051
Reimbursable Fund Expenditure.....	27,000		
Total Expenditure.....	<u>12,139,664</u>	<u>15,277,160</u>	<u>16,475,054</u>

Special Fund Income:

T00313 Artist in Education Local Sponsors (AIELS).....	300,000	300,000	500,000
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Federal Fund Income:

45.024 Promotion of the Arts—Grants to Organizations and Individuals	8,000		9,949
45.025 Promotion to the Arts—Partnership Agreements.....	487,631	600,833	543,229
45.026 Promotion of the Arts—Leadership Initiatives	30,000	25,000	24,873
Total.....	<u>525,631</u>	<u>625,833</u>	<u>578,051</u>

Reimbursable Fund Income:

S00A23 DHCD-Division of Historical and Cultural Programs....	27,000		
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T00G00.06 FILM PRODUCTION WAGE CREDIT PROGRAM — DIVISION OF TOURISM, FILM AND THE ARTS

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....	4,000,000	6,875,000	6,875,000
Total Operating Expenses.....	<u>4,000,000</u>	<u>6,875,000</u>	<u>6,875,000</u>
Total Expenditure.....	<u>4,000,000</u>	<u>6,875,000</u>	<u>6,875,000</u>
Net General Fund Expenditure.....	<u>4,000,000</u>	<u>6,875,000</u>	<u>6,875,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF REGIONAL DEVELOPMENT

	2006 Actual	2007 Appropriation	2008 Allowance
Total Number of Authorized Positions.....	34.00	35.00	33.00
Total Number of Contractual Positions.....	4.20	5.00	4.60
Salaries, Wages and Fringe Benefits.....	2,873,798	2,947,842	2,786,989
Technical and Special Fees.....	361,432	388,439	386,483
Operating Expenses.....	7,221,180	5,570,567	5,437,314
Original General Fund Appropriation.....	9,139,619	8,630,548	
Transfer/Reduction.....	-127,880	-321,765	
Net General Fund Expenditure.....	9,011,739	8,308,783	8,242,019
Special Fund Expenditure.....	644,671	598,065	368,767
Reimbursable Fund Expenditure.....	800,000		
Total Expenditure.....	<u>10,456,410</u>	<u>8,906,848</u>	<u>8,610,786</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00100.01 DIVISION OF REGIONAL DEVELOPMENT — DIVISION OF REGIONAL DEVELOPMENT

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
Number of Authorized Positions	34.00	35.00	33.00
Number of Contractual Positions	4.20	5.00	4.60
01 Salaries, Wages and Fringe Benefits	2,873,798	2,947,842	2,786,989
02 Technical and Special Fees	361,432	388,439	386,483
03 Communication	84,350	69,001	83,755
04 Travel	70,955	80,150	70,091
06 Fuel and Utilities	17,769	22,866	20,656
07 Motor Vehicle Operation and Maintenance	81,728	65,725	138,452
08 Contractual Services	857,797	115,365	151,353
09 Supplies and Materials	20,837	21,985	20,853
10 Equipment—Replacement	28,596		
11 Equipment—Additional	18,769		
12 Grants, Subsidies and Contributions	4,480,952	3,688,990	3,681,704
13 Fixed Charges	255,720	268,531	262,496
Total Operating Expenses	5,917,473	4,332,613	4,429,360
Total Expenditure	9,152,703	7,668,894	7,602,832
Original General Fund Appropriation	8,251,665	7,742,594	
Transfer of General Fund Appropriation	-127,880	-321,765	
Net General Fund Expenditure	8,123,785	7,420,829	7,354,065
Special Fund Expenditure	228,918	248,065	248,767
Reimbursable Fund Expenditure	800,000		
Total Expenditure	9,152,703	7,668,894	7,602,832

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	45,784	49,613	49,753
T00305 Maryland Small Business Development Financing Authority(MSBDFA)	16,024	17,364	17,414
T00310 Economic Development Opportunity Program	22,892	24,807	24,877
T00311 Maryland Enterprise Fund (MEF)	45,784	49,613	49,753
T00312 Maryland Economic Adjustment Fund (MEAF)	6,868	7,442	7,463
T00324 Maryland Economic Development Assistance Authority and Fund	91,566	99,226	99,507
Total	228,918	248,065	248,767

Reimbursable Fund Income:

P00G01 DLLR-Division of Workforce Development	800,000
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00I00.03 PARTNERSHIP FOR WORKFORCE QUALITY — DIVISION OF REGIONAL DEVELOPMENT

Program Description:

The Partnership for Workforce Quality provides grants to Maryland employers for training of the workforce to improve the competitiveness and productivity of Maryland's workforce and business community, to upgrade employee skills for new technologies or production processes and to assist Maryland businesses in promoting employment stability.

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....	1,303,707	1,237,954	1,007,954
Total Operating Expenses.....	<u>1,303,707</u>	<u>1,237,954</u>	<u>1,007,954</u>
Total Expenditure.....	<u>1,303,707</u>	<u>1,237,954</u>	<u>1,007,954</u>
Net General Fund Expenditure.....	887,954	887,954	887,954
Special Fund Expenditure.....	<u>415,753</u>	<u>350,000</u>	<u>120,000</u>
Total Expenditure.....	<u>1,303,707</u>	<u>1,237,954</u>	<u>1,007,954</u>
 Special Fund Income:			
T00327 Partnership for Workforce Quality Fund.....	415,753	350,000	120,000

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

T50T01.01 TECHNOLOGY DEVELOPMENT, TRANSFER AND COMMERCIALIZATION

PROGRAM DESCRIPTION

Maryland Technology Development Corporation (TEDCO) was created by the General Assembly to “assist in transferring to the private sector and commercializing the results and products of scientific research and development conducted by colleges and universities; assist in the commercialization of technology developed in the private sector; and foster the commercialization of research and development...to create and sustain businesses throughout all regions of the State.” TEDCO administers the Maryland Technology Incubator Program, which promotes entrepreneurship and the creation of jobs in technology-related industry by establishing and operating effective incubators throughout the State that provide adequate programs and physical space designed and intended to increase or accelerate business success in the field of technology.

MISSION

To facilitate the creation and foster the growth of businesses throughout all regions of the State through the commercialization of technology. To be Maryland’s leading source of funding for technology transfer and development programs and entrepreneurial business assistance. To respond to the needs of the R&D community by establishing and managing programs that fill gaps in the innovation process, focusing on those critical areas where the organization can add unique value, operating in partnership with other organizations through a flexible, technically oriented professional staff.

VISION

Maryland will become internationally recognized as one of the premier 21st century locations for technology and technology-based economic development.

KEY GOALS, OBJECTIVES AND PERFORMANCE MEASURES

Goal 1. Increase Technology Transfer

Objective 1.1 By the end of fiscal year 2008 programs will result in 25 patent applications and 30 partnering agreements.

Performance Measure (Annual)	2005	2006	2007	2008
	Actual	Estimated	Estimated	Estimated
Output: Number of patents supported by TEDCO’s patent program	103	87 ¹	20	20
Number of partnering agreements between companies and research institutions	41	44	30	30

Goal 2. Technology Development and Commercialization

Objective 2.1 At least 6 awardees who receive pre-seed and seed stage commercialization funding in fiscal year 2008 will reach product sales by the end of 2011.

Performance Measures	2005	2006	2007	2008
	To Date	To Date	Estimated	Estimated
Outcome: TEDCO awardees reaching product sales ²	4 ³	0	8	8
TEDCO awardees executing license agreements	5	4	4	4

Note: ¹ Fiscal year 2006 patents not yet finalized.

² Projected outcomes through third year after award for companies/universities assisted in the indicated fiscal year.

³ Actual to date for awards made in fiscal year 2005. Projected outcomes run through fiscal year 2007 for awards made in fiscal year 2005.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

T50T01.01 TECHNOLOGY DEVELOPMENT, TRANSFER AND COMMERCIALIZATION (Continued)

Goal 3. Technology Business Formation

Objective 3.1 Facilitate the formation of technology companies

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Early stage company awards	41	44	30	30
Average award (\$ thousands)	49.6	73	75	75
Early stage companies awarded loan funds	N/A	N/A	8	3
Average award (\$ thousands)	N/A	N/A	50	50

Objective 3.2 Assist companies to leverage follow-on technology development funding and revenues.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Outcome: TEDCO match funding (in millions of dollars)	\$20.7	\$47	\$20	\$25

Objective 3.3 Sponsor Technology Showcases and other significant events to connect companies with resources in federal laboratories and extramural funding programs.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Technology Showcases and other significant events	4	5	5	5
Output: Attendance at Technology Showcase and other significant events	648	1,095	900	900

Goal 4. Technology Diversification – Business Incubation Facilities

Objective 4.1 TEDCO will continue to support incubation projects that reflect the State’s strategic priorities in wet labs and information assurance.

	2005	2006	2007	2008
Performance Measures	Actual⁴	Actual	Estimated	Estimated
Output: Commitments to incubator projects:				
Total dollar amount	\$3,775,000	\$2,225,000	\$2,345,000	*
Non-State funds leveraged ⁴	\$9,749,000	\$12,605,000	\$3,662,500	*
Gross square feet	130,000	136,000	64,800	*

Note: *Estimates not available

⁴ Minimum 1:1 cash match required.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

T50T01.03 MARYLAND STEM CELL RESEARCH FUND

PROGRAM DESCRIPTION

The Stem Cell Research Fund will support stem cell research and development at Maryland's research universities and private sector research corporations. The Commission has established an independent scientific peer review committee that will review, evaluate, rank and rate research proposals for state-funded stem cell research based on procedures and guidelines established by the Commission and in a manner that gives due consideration to the scientific, medical, and ethical implications of the research.

KEY GOALS, OBJECTIVES AND PERFORMANCE MEASURES

Goal 1. Maryland Stem Cell Research Fund

Objective 5.1 In fiscal year 2008 TEDCO will manage the Maryland Stem Cell Research Fund and work with the Maryland Stem Cell Commission.

	2005	2006	2007	2008
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Research proposals received and reviewed	N/A	N/A	30	54
Output: Research projects approved ⁵	N/A	N/A	15	25
Research funding committed (\$ million)	N/A	N/A	\$14.5	\$24.5

Note: ⁵ It is anticipated that two levels of funding will be proffered through the application process: 1) small awards, to researchers or companies with little or no preliminary data, up to \$100,000 per year for up to two years; 2) regular awards, to researchers or companies requiring preliminary data, up to \$500,000 per year for up to three years.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

SUMMARY OF MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

	2006 Actual	2007 Appropriation	2008 Allowance
Operating Expenses.....	4,811,000	20,861,000	30,526,000
Net General Fund Expenditure.....	<u>4,811,000</u>	<u>20,861,000</u>	<u>30,526,000</u>

T50T01.01 TECHNOLOGY DEVELOPMENT, TRANSFER AND COMMERCIALIZATION — MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....	4,811,000	5,861,000	5,526,000
Total Operating Expenses.....	<u>4,811,000</u>	<u>5,861,000</u>	<u>5,526,000</u>
Total Expenditure.....	<u>4,811,000</u>	<u>5,861,000</u>	<u>5,526,000</u>
Net General Fund Expenditure.....	<u>4,811,000</u>	<u>5,861,000</u>	<u>5,526,000</u>

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

GRANT ALLOCATION

	2006 Actual	2007 Appropriation	2008 Allowance
Salaries and Wages.....	1,284,522	1,350,000	1,426,750
Contractual Services.....	84,478	86,000	90,000
Equipment.....	33,000	35,000	35,000
Other Operational Costs.....	<u>3,409,000</u>	<u>4,390,000</u>	<u>3,974,250</u>
Total.....	<u>4,811,000</u>	<u>5,861,000</u>	<u>5,526,000</u>

T50T01.03 MARYLAND STEM CELL RESEARCH FUND — MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

Appropriation Statement:

	2006 Actual	2007 Appropriation	2008 Allowance
12 Grants, Subsidies and Contributions.....		15,000,000	25,000,000
Total Operating Expenses.....		<u>15,000,000</u>	<u>25,000,000</u>
Total Expenditure.....		<u>15,000,000</u>	<u>25,000,000</u>
Net General Fund Expenditure.....		<u>15,000,000</u>	<u>25,000,000</u>

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2006 Positions	FY 2006 Expenditure	FY 2007 Positions	FY 2007 Appropriation	FY 2008 Positions	FY 2008 Allowance	Symbol

t00a00 Office of the Secretary							
t00a0001 Secretariat Services							
secy dept busn econ devlp	1.00	147,891	1.00	149,297	1.00	149,297	
dep secy dept busn econ devlp	1.00	136,302	1.00	137,705	1.00	137,705	
prgm mgr senior i	1.00	80,126	1.00	85,282	1.00	86,918	
admin prog mgr iv	1.00	78,535	1.00	81,464	1.00	83,022	
administrator vi	1.00	77,337	1.00	82,368	1.00	83,942	
admin prog mgr ii	1.00	70,237	1.00	74,354	1.00	75,770	
administrator v	1.00	74,903	1.00	73,660	1.00	75,062	
administrator iii	5.00	234,124	5.00	327,214	5.00	333,529	
administrator i	1.00	55,106	1.00	57,294	1.00	58,397	
administrator i	1.00	48,247	1.00	51,612	1.00	52,600	
admin officer iii	1.00	44,817	1.00	46,587	1.00	47,475	
industrial dev officer iii	1.00	54,999	1.00	45,723	1.00	46,587	
admin officer i	1.00	28,361	1.00	37,836	1.00	39,228	
exec assoc i	1.00	46,175	1.00	48,001	1.00	48,917	
management associate	1.00	44,117	1.00	45,864	1.00	46,732	

TOTAL t00a0001*	19.00	1,221,277	19.00	1,344,261	19.00	1,365,181	
t00a0003 Office of Assistant Attorney General							
div dir ofc atty general	1.00	112,694	1.00	116,305	1.00	118,560	
asst attorney general viii	1.00	70,178	1.00	97,283	1.00	99,158	
asst attorney general vii	3.00	256,791	3.00	274,323	3.00	279,596	
asst attorney general vi	3.00	219,884	3.00	256,362	3.00	261,277	
asst attorney general v	1.00	26,224	1.00	68,809	1.00	70,140	
admin officer iii	1.00	50,677	1.00	52,680	1.00	53,689	
paralegal ii	1.00	42,143	1.00	41,508	1.00	42,276	
management associate	1.00	44,117	1.00	45,864	1.00	46,732	
admin aide	1.00	37,386	1.00	38,994	1.00	39,712	

TOTAL t00a0003*	13.00	860,094	13.00	992,128	13.00	1,011,140	
TOTAL t00a00 **	32.00	2,081,371	32.00	2,336,389	32.00	2,376,321	
t00b00 Division of Administration and Information Technology							
t00b0001 Office of Administration							
prgm mgr senior iv	2.00	200,953	2.00	207,698	2.00	211,711	
prgm mgr senior ii	1.00	91,352	1.00	94,536	1.00	96,355	
admin prog mgr iv	2.00	157,070	2.00	162,928	2.00	166,044	
admin prog mgr iii	1.00	82,542	1.00	85,547	1.00	87,183	
administrator vi	4.00	229,318	3.00	237,985	3.00	242,531	
fiscal services administrator i	2.00	127,152	3.00	216,735	3.00	221,923	
admin prog mgr ii	1.00	73,648	1.00	77,212	1.00	78,684	
administrator v	2.00	134,813	2.00	138,570	2.00	141,225	
fiscal services administrator i	3.00	190,728	1.00	68,366	1.00	69,689	
administrator iii	1.00	62,783	1.00	65,274	1.00	66,535	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2006 Positions	FY 2006 Expenditure	FY 2007 Positions	FY 2007 Appropriation	FY 2008 Positions	FY 2008 Allowance	Symbol
t00b00 Division of Administration and Information Technology							
t00b0001 Office of Administration							
computer network spec mgr	1.00	70,205	1.00	72,965	1.00	74,354	
obs-data proc mgr v	1.00	68,322	1.00	71,039	1.00	72,395	
computer network spec lead	3.00	161,169	1.00	69,132	1.00	70,468	
fiscal services administrator i	.00	0	1.00	60,473	1.00	61,638	
personnel administrator ii	1.00	62,783	1.00	65,274	1.00	66,535	
accountant, advanced	1.00	53,561	1.00	55,686	1.00	56,755	
administrator i	3.00	85,014	1.00	55,686	1.00	56,755	
administrator i	2.00	200,150	5.00	262,281	5.00	267,305	
computer network spec i	3.00	99,444	2.00	89,172	2.00	91,579	
dp programmer analyst i	.00	0	2.00	96,788	2.00	99,499	
admin officer iii	2.00	95,062	1.00	54,718	1.00	55,768	
admin officer iii	.00	0	1.00	39,873	1.00	41,345	
computer info services spec ii	.00	0	1.00	50,720	1.00	51,691	
computer network spec trainee	.00	0	1.00	37,095	1.00	38,458	
dp programmer analyst trainee	1.00	27,296	1.00	46,147	1.00	47,027	
admin officer ii	1.00	46,000	1.00	47,547	1.00	48,455	
management specialist iii	1.00	47,504	1.00	49,379	1.00	50,322	
computer info services spec i	1.00	10,141	.00	0	.00	0	
services supervisor iii	2.00	70,646	1.00	42,664	1.00	43,456	
services supervisor iii	.00	0	1.00	38,932	1.00	39,648	
computer user support spec i	1.00	29,646	1.00	27,815	1.00	28,805	
services supervisor i	1.00	36,076	1.00	37,654	1.00	38,345	
personnel associate iv	1.00	14,497	1.00	39,590	1.00	40,320	
exec assoc i	1.00	22,496	1.00	34,870	1.00	36,142	
fiscal accounts clerk manager	1.00	48,816	1.00	50,804	1.00	51,777	
management assoc	1.00	40,113	1.00	41,827	1.00	42,602	
TOTAL t00b0001*	48.00	2,639,300	48.00	2,892,982	48.00	2,953,324	
TOTAL t00b00 **	48.00	2,639,300	48.00	2,892,982	48.00	2,953,324	
t00c00 Division of Economic Policy, Research and Legislative Affairs							
t00c0001 Division of Economic Policy, Research and Legislative Affairs							
exec vi	1.00	104,939	1.00	109,000	1.00	109,000	
prgm mgr senior i	1.00	89,736	1.00	94,691	1.00	96,515	
admin prog mgr ii	1.00	42,561	1.00	50,893	1.00	52,842	
administrator v	2.00	142,092	2.00	147,598	2.00	150,433	
administrator iii	2.00	107,472	2.00	127,008	2.00	129,459	
industrial dev representative	.00	0	1.00	58,120	1.00	59,238	
administrator i	1.00	52,421	1.00	47,850	1.00	48,763	
admin officer ii	2.00	70,986	2.00	81,972	2.00	84,143	
admin officer i	1.00	49,240	.00	0	.00	0	
admin aide	1.00	38,091	1.00	39,712	1.00	40,444	
TOTAL t00c0001*	12.00	697,538	12.00	756,844	12.00	770,837	
TOTAL t00c00 **	12.00	697,538	12.00	756,844	12.00	770,837	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2006 Positions	FY 2006 Expenditure	FY 2007 Positions	FY 2007 Appropriation	FY 2008 Positions	FY 2008 Allowance	Symbol
t00d00 Division of Small Business Development							
t00d0001 Division of Small Business Development							
prgm mgr senior i	1.00	91,496	1.00	94,691	1.00	96,515	
administrator v	1.00	67,511	1.00	77,948	1.00	79,435	
administrator iv	1.00	64,925	1.00	67,718	1.00	69,028	
administrator iii	1.00	65,226	1.00	67,178	1.00	68,477	
industrial dev supervisor	2.00	96,017	2.00	157,383	2.00	160,385	
industrial dev representative	2.00	116,829	2.00	131,658	2.00	134,203	
administrator ii	1.00	42,219	1.00	61,147	1.00	62,328	
admin officer iii	1.00	58,788	1.00	54,204	1.00	55,243	
industrial dev officer iii	1.00	39,590	1.00	47,027	1.00	47,922	
admin officer i	1.00	42,093	1.00	43,790	1.00	44,605	
exec assoc i	1.00	44,238	1.00	47,102	1.00	48,001	
management assoc	1.00	20,528	1.00	43,790	1.00	44,605	
office secy iii	1.00	33,338	1.00	38,000	1.00	38,698	
TOTAL t00d0001*	15.00	782,798	15.00	931,636	15.00	949,445	
TOTAL t00d00 **	15.00	782,798	15.00	931,636	15.00	949,445	
t00e00 Division of Business Development							
t00e0001 Division of Business Development							
exec vii	1.00	130,336	1.00	112,420	1.00	112,420	
prgm mgr senior i	4.00	345,578	4.00	384,236	4.00	391,640	
administrator vii	2.00	156,510	2.00	148,382	2.00	152,348	
prgm mgr iv	2.00	142,373	2.00	166,838	2.00	170,031	
administrator vi	1.00	75,062	1.00	77,096	1.00	78,567	
administrator v	2.00	148,559	2.00	143,751	2.00	146,508	
administrator iv	3.00	188,752	3.00	193,973	3.00	197,721	
administrator iii	7.00	306,679	7.00	419,375	7.00	427,454	
industrial dev supervisor	7.00	466,953	7.00	513,300	7.00	523,308	
industrial dev representative	5.00	369,569	5.00	337,929	5.00	344,421	
administrator ii	1.00	68,466	1.00	55,070	1.00	56,126	
industrial dev officer iv	5.00	250,808	4.00	208,846	4.00	212,846	
admin officer iii	4.00	138,485	4.00	174,703	4.00	178,667	
industrial dev officer iii	1.00	46,540	1.00	48,380	1.00	49,303	
admin officer ii	1.00	39,570	1.00	42,148	1.00	42,929	
admin officer i	1.00	37,974	1.00	42,602	1.00	43,392	
admin officer i	1.00	37,975	1.00	37,169	1.00	38,532	
industrial dev officer i	2.00	152,524	2.00	78,156	2.00	80,294	
admin spec iii	1.00	25,125	1.00	37,539	1.00	38,228	
exec assoc ii	1.00	49,725	1.00	51,691	1.00	52,680	
management assoc	3.00	127,649	3.00	129,378	3.00	131,778	
TOTAL t00e0001*	55.00	3,305,212	54.00	3,402,982	54.00	3,469,193	
TOTAL t00e00 **	55.00	3,305,212	54.00	3,402,982	54.00	3,469,193	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2006 Positions	FY 2006 Expenditure	FY 2007 Positions	FY 2007 Appropriation	FY 2008 Positions	FY 2008 Allowance	Symbol

t00f00 Division of Financing Programs							
t00f0001 Assistant Secretary for Financing Programs							
prgm mgr senior iv	1.00	126,820	1.00	115,200	1.00	117,433	
administrator vii	1.00	88,873	1.00	73,429	1.00	74,826	
admin prog mgr iii	1.00	85,768	1.00	73,541	1.00	74,940	
administrator ii	2.00	139,926	2.00	117,176	2.00	119,430	
fiscal services officer ii	2.00	143,804	2.00	118,319	2.00	120,598	
administrator i	.00	0	1.00	52,101	1.00	53,099	
administrator i	1.00	63,882	.00	0	.00	0	
fiscal accounts technician i	1.00	36,076	1.00	37,654	1.00	38,345	
exec assoc i	1.00	47,056	1.00	48,917	1.00	49,851	
management associate	1.00	40,543	1.00	42,210	1.00	42,993	

TOTAL t00f0001*	11.00	772,748	11.00	678,547	11.00	691,515	
t00f0005 Consolidated Operations							
prgm mgr senior ii	3.00	255,487	3.00	275,188	3.00	280,478	
admin prog mgr iv	1.00	80,202	1.00	90,434	1.00	92,171	
administrator iv	7.00	415,251	7.00	476,289	7.00	485,464	
administrator iii	2.00	123,837	2.00	125,713	2.00	128,138	
administrator i	1.00	36,534	1.00	52,101	1.00	53,099	
industrial dev officer iii	1.00	31,148	1.00	50,245	1.00	51,206	
management associate	1.00	43,576	1.00	46,291	1.00	47,173	

TOTAL t00f0005*	16.00	986,035	16.00	1,116,261	16.00	1,137,729	
t00f0008 Investment Finance Group							
prgm mgr senior ii	.00	0	1.00	94,536	1.00	96,355	
program mgr sr ii	1.00	88,174	.00	0	.00	0	
administrator vi	2.00	126,235	2.00	162,464	2.00	165,568	
administrator v	.00	0	1.00	66,323	1.00	67,606	
administrator iv	2.00	92,363	1.00	61,544	1.00	62,730	
management assoc	1.00	26,638	1.00	43,790	1.00	44,605	

TOTAL t00f0008*	6.00	333,410	6.00	428,657	6.00	436,864	
TOTAL t00f00 **	33.00	2,092,193	33.00	2,223,465	33.00	2,266,108	
t00g00 Division of Tourism, Film and the Arts							
t00g0001 Assistant Secretary and Administration							
exec vii	1.00	112,401	1.00	116,000	1.00	116,000	
prgm mgr senior ii	1.00	94,616	1.00	97,283	1.00	99,158	
administrator vii	1.00	58,589	.00	0	.00	0	
admin prog mgr ii	1.00	75,085	1.00	77,948	1.00	79,435	
administrator ii	1.00	57,705	1.00	59,993	1.00	61,147	
admin officer ii	1.00	33,741	.00	0	.00	0	
admin officer ii	.00	0	1.00	48,455	1.00	49,379	

TOTAL t00g0001*	6.00	432,137	5.00	399,679	5.00	405,119	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2006 Positions	FY 2006 Expenditure	FY 2007 Positions	FY 2007 Appropriation	FY 2008 Positions	FY 2008 Allowance	Symbol

t00g0002 Office of Tourism Development							
prgm mgr senior iii	1.00	100,469	1.00	103,843	1.00	105,848	
prgm mgr senior ii	2.00	111,304	2.00	192,857	2.00	196,572	
administrator vii	1.00	83,413	1.00	87,060	1.00	88,731	
administrator v	1.00	72,254	1.00	75,062	1.00	76,491	
administrator v	1.00	75,812	1.00	78,684	1.00	80,185	
administrator iv	1.00	61,494	1.00	63,940	1.00	65,175	
administrator ii	6.00	333,942	6.00	348,482	6.00	355,952	
administrator i	1.00	54,074	1.00	56,215	1.00	57,294	
administrator i	1.00	53,561	1.00	55,686	1.00	56,755	
industrial dev officer iv	1.00	52,988	1.00	54,118	1.00	55,156	
admin officer iii	1.00	46,540	1.00	48,380	1.00	49,303	
computer info services spec ii	1.00	52,636	2.00	101,745	2.00	103,690	
industrial dev officer iii	1.00	47,630	1.00	50,720	1.00	51,691	
industrial dev officer i	.00	0	1.00	32,788	1.00	33,977	
admin spec ii	1.00	35,029	1.00	36,586	1.00	37,256	
travel information aide ii	9.00	289,240	9.00	302,745	9.00	308,248	
travel information aide i	3.00	88,322	3.00	92,658	3.00	94,329	
management assoc	3.00	71,685	2.00	73,476	2.00	75,420	
management associate	.00	0	1.00	45,021	1.00	45,864	
admin aide	2.00	73,721	2.00	76,250	2.00	77,652	
office secy iii	1.00	31,979	1.00	33,478	1.00	34,086	

TOTAL t00g0002*	38.00	1,736,093	40.00	2,009,794	40.00	2,049,675	
t00g0004 Maryland Film Office							
prgm mgr senior ii	1.00	94,821	.00	0	.00	0	
administrator vii	1.00	79,287	1.00	82,243	1.00	83,816	
administrator iv	1.00	63,285	1.00	65,798	1.00	67,069	
administrator ii	1.00	56,616	1.00	58,860	1.00	59,993	
industrial dev officer ii	1.00	38,756	1.00	42,535	1.00	43,323	
industrial dev officer i	1.00	36,936	1.00	39,228	1.00	39,951	
admin aide	1.00	38,091	1.00	39,712	1.00	40,444	

TOTAL t00g0004*	7.00	407,792	6.00	328,376	6.00	334,596	
t00g0005 Maryland State Arts Council							
prgm mgr iv	1.00	72,720	1.00	75,532	1.00	76,970	
administrator ii	1.00	60,338	1.00	61,738	1.00	62,929	
administrator i	4.00	213,868	4.00	224,860	4.00	229,176	
admin officer ii	2.00	92,798	2.00	96,464	2.00	98,306	
admin officer i	1.00	43,294	1.00	45,021	1.00	45,864	
fiscal accounts technician i	1.00	36,076	1.00	37,654	1.00	38,345	
admin aide	1.00	38,091	1.00	39,712	1.00	40,444	
admin aide	1.00	38,449	1.00	40,074	1.00	40,814	

TOTAL t00g0005*	12.00	595,634	12.00	621,055	12.00	632,848	
TOTAL t00g00 **	63.00	3,171,656	63.00	3,358,904	63.00	3,422,238	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2006 Positions	FY 2006 Expenditure	FY 2007 Positions	FY 2007 Appropriation	FY 2008 Positions	FY 2008 Allowance	Symbol
t00i00 Division of Regional Development							
t00i0001 Division of Regional Development							
exec vii	3.00	339,177	3.00	343,743	3.00	343,743	
prgm mgr senior ii	1.00	94,590	1.00	95,446	1.00	97,283	
admin prog mgr iv	2.00	134,759	2.00	144,180	1.00	87,887	Abolish
administrator v	1.00	65,022	1.00	67,606	1.00	68,914	
administrator iv	2.00	118,083	3.00	188,226	3.00	191,856	
industrial dev supervisor	5.00	331,891	5.00	356,279	5.00	363,128	
industrial dev representative	11.00	647,181	11.00	680,836	11.00	696,026	
administrator i	3.00	148,057	3.00	166,601	3.00	169,801	
industrial dev officer iv	1.00	50,668	1.00	51,612	1.00	52,600	
admin officer iii	1.00	48,551	1.00	37,095	.00		0 Abolish
exec assoc i	2.00	75,459	2.00	85,146	2.00	87,099	
management assoc	1.00	41,310	1.00	42,993	1.00	43,790	
management associate	1.00	44,117	1.00	45,864	1.00	46,732	
TOTAL t00i0001*	34.00	2,138,865	35.00	2,305,627	33.00	2,248,859	
TOTAL t00i00 **	34.00	2,138,865	35.00	2,305,627	33.00	2,248,859	