

BUSINESS AND ECONOMIC DEVELOPMENT

Department of Business and Economic Development

Office of the Secretary

Division of Marketing and Communications

Division of Business and Enterprise Development

Division of Tourism, Film and the Arts

Maryland Technology Development Corporation

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

PROGRAM DESCRIPTION

The Department of Business and Economic Development (DBED) consists of four (4) Divisions: (1) Office of the Secretary, (2) Business and Enterprise Development, (3) Marketing and Communications and (4) Tourism, Film, and the Arts.

MISSION

The mission of the Department of Business and Economic Development is to create, attract and retain jobs while promoting the State's vibrant cultural economies.

VISION

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

SUMMARY OF BUSINESS AND ECONOMIC DEVELOPMENT

	2010 Actual	2011 Appropriation	2012 Allowance
Total Number of Authorized Positions.....	238.00	233.00	233.00
Total Number of Contractual Positions.....	11.95	5.55	13.20
Salaries, Wages and Fringe Benefits.....	21,371,644	20,955,846	22,073,384
Technical and Special Fees.....	580,091	300,380	692,482
Operating Expenses.....	63,700,975	80,599,092	72,014,105
Original General Fund Appropriation.....	54,755,046	54,574,992	
Transfer/Reduction.....	-7,796,774	2,000,000	
Net General Fund Expenditure.....	46,958,272	56,574,992	58,377,806
Special Fund Expenditure.....	36,672,573	43,178,909	34,435,390
Federal Fund Expenditure.....	1,821,865	1,906,903	1,766,775
Reimbursable Fund Expenditure.....	200,000	194,514	200,000
Total Expenditure.....	<u>85,652,710</u>	<u>101,855,318</u>	<u>94,779,971</u>

SUMMARY OF OFFICE OF THE SECRETARY

	2010 Actual	2011 Appropriation	2012 Allowance
Total Number of Authorized Positions.....	81.00	83.00	83.00
Total Number of Contractual Positions.....	.73	.75	.70
Salaries, Wages and Fringe Benefits.....	7,405,205	7,529,593	8,087,143
Technical and Special Fees.....	41,845	49,517	51,423
Operating Expenses.....	3,723,245	5,087,750	4,636,098
Original General Fund Appropriation.....	12,076,581	6,958,865	
Transfer/Reduction.....	-5,852,697	243,232	
Net General Fund Expenditure.....	6,223,884	7,202,097	7,245,656
Special Fund Expenditure.....	4,671,846	5,186,797	5,311,566
Federal Fund Expenditure.....	274,565	277,966	217,442
Total Expenditure.....	<u>11,170,295</u>	<u>12,666,860</u>	<u>12,774,664</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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 State and Federal agencies, county and municipal governments, businesses, and organizations. Included in the program are: the Deputy Secretary, the Office of the Assistant Attorney General, the Maryland Biotechnology Center, the Office of Economic Policy and Legislative Affairs, and the Office of Administration and Technology.

KEY GOALS

In the spring of 2007, the O'Malley/Brown Transition Team issued a report that outlined five key sets of activities intended to maximize DBED's effectiveness in carrying out its mission. DBED has begun to implement these activities and will continue to emphasize these strategies in future years. These five strategies are summarized below.

- Goal 1.** Develop a long term plan for ensuring Maryland's status as a national leader in technology, life sciences, defense, and entrepreneurship. Expand the role of the Office of Military and Federal Affairs to provide leadership in preparing for the influx of Base Realignment and Closure (BRAC) related investment and employment. Provide enhanced support for early stage technology companies.
- Goal 2.** Ensure that DBED's financing programs are adequately funded. Streamline the funding process, especially for small and minority businesses.
- Goal 3.** Improve DBED's programs and services for small and minority businesses. Place small business representatives in DBED's regional offices. Provide guidance and support to small and minority businesses seeking to gain access to the bidding process for State contracts.
- Goal 4.** Improve DBED's organizational structure and clarify the roles and responsibilities of each division and program within the Department. Communicate and collaborate with DBED's economic development partners on key strategies and initiatives.
- Goal 5.** Restore Maryland's leadership as a worldwide destination for tourism. Maximize DBED's limited resources to stimulate new private investment. Increase film incentive funding to restore Maryland's competitiveness in the film industry.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.01 SECRETARIAT SERVICES — OFFICE OF THE SECRETARY

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	11.00	13.00	13.00
01 Salaries, Wages and Fringe Benefits	<u>1,230,592</u>	<u>1,307,011</u>	<u>1,382,352</u>
02 Technical and Special Fees	<u> </u>	<u>2,472</u>	<u>2,475</u>
03 Communication	31,879	109,649	27,057
04 Travel	18,139	24,028	19,488
07 Motor Vehicle Operation and Maintenance	17,221	22,125	19,501
08 Contractual Services	22,146	29,809	26,720
09 Supplies and Materials	14,935	13,021	15,007
10 Equipment—Replacement	26,716		
11 Equipment—Additional	539		
12 Grants, Subsidies and Contributions	5,500	20,468	10,000
13 Fixed Charges	<u>201,428</u>	<u>208,689</u>	<u>209,546</u>
Total Operating Expenses	<u>338,503</u>	<u>427,789</u>	<u>327,319</u>
Total Expenditure	<u>1,569,095</u>	<u>1,737,272</u>	<u>1,712,146</u>
Original General Fund Appropriation	1,004,278	1,280,245	
Transfer of General Fund Appropriation	<u>142,946</u>	<u>197,310</u>	
Net General Fund Expenditure	1,147,224	1,477,555	1,425,349
Special Fund Expenditure	360,423	206,667	234,626
Federal Fund Expenditure	61,448	53,050	52,171
Total Expenditure	<u>1,569,095</u>	<u>1,737,272</u>	<u>1,712,146</u>

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	126,148	72,333	82,119
T00305 Maryland Small Business Development Financing Authority(MSBDFA)	28,834	16,535	18,770
T00310 Economic Development Opportunity Program	39,647	22,733	25,809
T00311 Maryland Enterprise Fund (MEF)	39,646	22,733	25,809
T00324 Maryland Economic Development Assistance Authority and Fund	<u>126,148</u>	<u>72,333</u>	<u>82,119</u>
Total	<u>360,423</u>	<u>206,667</u>	<u>234,626</u>

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	43,600	33,500	20,421
45.025 Promotion to the Arts—Partnership Agreements	<u>17,848</u>	<u>19,550</u>	<u>31,750</u>
Total	<u>61,448</u>	<u>53,050</u>	<u>52,171</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

PROGRAM DESCRIPTION

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

MISSION

The mission of the Office of the Assistant Attorney General is 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 DBED policy objectives.

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, 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.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	12.00	12.00	12.00
01 Salaries, Wages and Fringe Benefits	1,077,204	1,265,629	1,324,294
03 Communication	8,958	27,527	8,539
04 Travel	464	3,697	3,490
07 Motor Vehicle Operation and Maintenance	15,027	12,480	12,071
08 Contractual Services	11,178	15,828	13,840
09 Supplies and Materials	5,665	6,958	6,300
10 Equipment—Replacement	22,593		
13 Fixed Charges	96,667	98,179	99,332
Total Operating Expenses	160,552	164,669	143,572
Total Expenditure	1,237,756	1,430,298	1,467,866
Net General Fund Expenditure	92,073	92,073	91,664
Special Fund Expenditure	1,141,285	1,331,767	1,371,302
Federal Fund Expenditure	4,398	6,458	4,900
Total Expenditure	1,237,756	1,430,298	1,467,866

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	103,515	124,653	128,354
T00305 Maryland Small Business Development Financing Authority (MSBDF)	118,237	239,585	246,697
T00310 Economic Development Opportunity Program	29,788	36,224	37,299
T00311 Maryland Enterprise Fund (MEF)	117,552	118,527	122,046
T00312 Maryland Economic Adjustment Fund (MEAF)	14,608	43,815	45,116
T00324 Maryland Economic Development Assistance Authority and Fund	757,585	768,963	791,790
Total	1,141,285	1,331,767	1,371,302

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	2,000	4,060	2,500
45.025 Promotion to the Arts—Partnership Agreements	2,398	2,398	2,400
Total	4,398	6,458	4,900

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.05 MARYLAND BIOTECHNOLOGY CENTER – OFFICE OF THE SECRETARY

PROGRAM DESCRIPTION

The Maryland Biotechnology Center (MBC) will consolidate and coordinate a host of State, university, and private-sector initiatives to better showcase and support biotechnology innovation and entrepreneurship in Maryland. Working closely with industry partners, the MBC will concentrate on efforts to create new biotechnology companies, sustain the growth of successful enterprises, and leverage Maryland's unique life sciences assets in the academic and Federal sectors to advance Maryland's role as a global biotechnology leader. The Center's efforts will be guided by the Maryland Life Sciences Advisory Board, which Governor O'Malley established in 2007.

MISSION

As Maryland's bioscience industry has grown to almost 400 companies, there is a great need to consolidate and coordinate the various State, university, and private sector initiatives underway. The Maryland Biotechnology Center will be a one-stop facility that showcases and supports biotechnology innovation and entrepreneurship in Maryland.

VISION

Maryland is a recognized global leader in scientific discovery, medical invention, and technology innovation, fueled by more than 20 years of investment in public and private initiatives. In the life sciences field specifically, Maryland has created a number of models for industry growth – now emulated by other states wishing to jump start their biotechnology clusters. To leverage the State's past and present efforts, Governor Martin O'Malley created the Maryland Life Sciences Advisory Board in 2007 and challenged the Board to craft a bold vision for advancing the State's bioscience community in the 21st Century. In concert with the Board's progress and recommendations over this past year, this new vision will reposition Maryland's bioscience community to reap the scientific and economic benefits of Maryland's bio-companies, universities, Federal labs, and nationally recognized workforce. The vision includes a wide range of programs and investments designed to expand Maryland's role in life sciences and related fields.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Become the first stop resource center for all early stage biotechnology companies forming in Maryland.

Objective 1.1 Increase the number of early stage biotechnology companies using the resources of the MBC.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of referrals into the Center from partner organizations, i.e. TEDCO, universities, and incubators	*	28	40	60
Number of biotechnology companies utilizing the Center's resources	4	251	300	375

Objective 1.2 Prepare early stage biotechnology companies to be successful, and place them with partner organizations.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Level of center resource utilization (database usage/individual)	*	118	150	175
Outcome: Number of companies successfully placed with partner organizations (including university, TEDCO, incubators, workforce training providers, etc.) ¹	4	20	40	60

Note: * New measure for which data are not available.

¹Data are determined from individual records. All other data are from StateStat metrics.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.05 MARYLAND BIOTECHNOLOGY CENTER – OFFICE OF THE SECRETARY (Continued)

Goal 2. Build Maryland’s biotechnology brands through the elevation of Maryland’s visibility in the State, national, and international bio-communities, build on the successes of *BioMaryland*, a statewide marketing partnership, and increase company participation in Center sponsored and co-sponsored events.

Objective 2.1 Marketing and branding of the Maryland Biotechnology Center to raise in-state visibility of programs and resources to the Maryland bioscience community, as well as Maryland’s life sciences assets globally.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Total number of unique visitors to the Center Website	200	33,916	50,000	65,000

Objective 2.2 Build on the successes of BioMaryland, a statewide marketing partnership, to consolidate and maximize statewide marketing and outreach efforts to raise Maryland’s global visibility at national and international venues, and increase company participation.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Total number of Maryland companies/organizations attending Center and BioMaryland-partnered outreach efforts ²	25	150	100	150
Total number of Maryland individuals attending Center and BioMaryland-partnered outreach efforts	500	2,481	3,500	3,500
Output: Total number of statewide, national, and international Center and BioMaryland-partnered marketing outreach efforts (events, conferences, etc.)	1	36	40	45

²Data are an estimate from the attendees and staff estimates.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.05 MARYLAND BIOTECHNOLOGY CENTER — OFFICE OF THE SECRETARY

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	11.00	11.00	11.00
Number of Contractual Positions.....	.13		
01 Salaries, Wages and Fringe Benefits.....	<u>1,112,249</u>	<u>1,014,588</u>	<u>1,176,092</u>
02 Technical and Special Fees.....	<u>3,607</u>		
03 Communication.....	23,785	6,914	21,950
04 Travel.....	30,967	17,567	38,557
07 Motor Vehicle Operation and Maintenance	8,963	15,379	16,162
08 Contractual Services.....	235,376	450,478	434,934
09 Supplies and Materials.....	31,989	8,198	31,989
10 Equipment—Replacement.....	9,478		
11 Equipment—Additional.....	792		
12 Grants, Subsidies and Contributions.....	1,723,518	2,118,946	1,885,224
13 Fixed Charges.....	<u>160,982</u>	<u>163,031</u>	<u>170,571</u>
Total Operating Expenses.....	<u>2,225,850</u>	<u>2,780,513</u>	<u>2,599,387</u>
Total Expenditure	<u>3,341,706</u>	<u>3,795,101</u>	<u>3,775,479</u>
Original General Fund Appropriation.....	1,948,958	1,018,941	
Transfer of General Fund Appropriation.....	<u>-871,244</u>		
Net General Fund Expenditure.....	1,077,714	1,018,941	1,058,034
Special Fund Expenditure.....	<u>2,263,992</u>	<u>2,776,160</u>	<u>2,717,445</u>
Total Expenditure	<u>3,341,706</u>	<u>3,795,101</u>	<u>3,775,479</u>
Special Fund Income:			
T00311 Maryland Enterprise Fund (MEF).....	86,937	106,605	104,350
T00324 Maryland Economic Development Assistance Authority and Fund.....	<u>2,177,055</u>	<u>2,669,555</u>	<u>2,613,095</u>
Total	<u>2,263,992</u>	<u>2,776,160</u>	<u>2,717,445</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.07 OFFICE OF ECONOMIC POLICY AND LEGISLATIVE AFFAIRS — OFFICE OF THE SECRETARY

Program Description:

The Office of Economic Policy and Legislative Affairs is responsible for engaging business organizations across the state, identifying and advocating pro-business policy initiatives, developing the Department's legislative agenda, serves as the primary liaison between departmental staff and other government relations professionals (public and/or private), Governor's Legislative Office, members of the General Assembly and Maryland's Congressional Delegation. The Office provides staff support for the Maryland Economic Development Commission and advises the Secretary and department leadership on the impact of State and federal legislative, budgetary, and regulatory initiatives that affect Maryland's economy and business climate.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	4.00	5.00	5.00
01 Salaries, Wages and Fringe Benefits	<u>378,033</u>	<u>499,737</u>	<u>533,125</u>
02 Technical and Special Fees		<u>5,000</u>	<u>5,000</u>
03 Communication	12,433	54,455	16,010
04 Travel	2,719	6,720	4,537
07 Motor Vehicle Operation and Maintenance	7,416	4,680	3,681
08 Contractual Services	34,705	31,235	39,850
09 Supplies and Materials	1,550	8,870	2,100
10 Equipment—Replacement	2,380		
11 Equipment—Additional	249		
12 Grants, Subsidies and Contributions	2,500	4,000	4,000
13 Fixed Charges	<u>92,711</u>	<u>98,187</u>	<u>94,994</u>
Total Operating Expenses	<u>156,663</u>	<u>208,147</u>	<u>165,172</u>
Total Expenditure	<u>534,696</u>	<u>712,884</u>	<u>703,297</u>
Original General Fund Appropriation	1,112,205	484,632	
Transfer of General Fund Appropriation	<u>-679,335</u>	<u>111,722</u>	
Net General Fund Expenditure	432,870	596,354	572,961
Special Fund Expenditure	93,277	103,977	115,334
Federal Fund Expenditure	8,549	12,553	15,002
Total Expenditure	<u>534,696</u>	<u>712,884</u>	<u>703,297</u>

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	32,647	36,392	40,367
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	7,463	8,318	9,226
T00310 Economic Development Opportunity Program	10,260	11,437	12,687
T00311 Maryland Enterprise Fund (MEF)	10,260	11,437	12,687
T00324 Maryland Economic Development Assistance Authority and Fund	<u>32,647</u>	<u>36,393</u>	<u>40,367</u>
Total	<u>93,277</u>	<u>103,977</u>	<u>115,334</u>

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance		4,004	2,002
45.025 Promotion to the Arts—Partnership Agreements	<u>8,549</u>	<u>8,549</u>	<u>13,000</u>
Total	<u>8,549</u>	<u>12,553</u>	<u>15,002</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.08 OFFICE OF ADMINISTRATION AND TECHNOLOGY – OFFICE OF THE SECRETARY

PROGRAM DESCRIPTION

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

MISSION

The Office of Administration and Technology provides 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 Office serves as the primary representative of the Department to other State administrative agencies such as the Department of Budget and Management, the Department of General Services, the Maryland State Retirement and Pension Systems, the State Ethics Commission, and the Comptroller of the Treasury (external customers) concerning the development and implementation of statewide administrative policies and procedures, and the communication of essential Departmental information.

The Office of Administration and Technology additionally works to strategically manage the Department's information technology and telecommunications assets on behalf of the user community. The Division delivers new technologies of increased quality, functionality, and ease-of-use, while continuously improving customer service, managing risk, and maximizing the returns on the Department's technology investments.

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

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.08 OFFICE OF ADMINISTRATION AND TECHNOLOGY — OFFICE OF THE SECRETARY

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	43.00	42.00	42.00
Number of Contractual Positions60	.75	.70
01 Salaries, Wages and Fringe Benefits	3,607,127	3,442,628	3,671,280
02 Technical and Special Fees	38,238	42,045	43,948
03 Communication	55,288	157,300	52,636
04 Travel	1,337	2,474	2,199
07 Motor Vehicle Operation and Maintenance	50,130	52,320	49,212
08 Contractual Services	191,538	795,949	821,070
09 Supplies and Materials	28,779	29,974	24,950
10 Equipment—Replacement	74,200		
12 Grants, Subsidies and Contributions	5,000		
13 Fixed Charges	435,405	468,615	450,581
Total Operating Expenses	841,677	1,506,632	1,400,648
Total Expenditure	4,487,042	4,991,305	5,115,876
Original General Fund Appropriation	3,901,012	4,082,974	
Transfer of General Fund Appropriation	-427,009	-65,800	
Net General Fund Expenditure	3,474,003	4,017,174	4,097,648
Special Fund Expenditure	812,869	768,226	872,859
Federal Fund Expenditure	200,170	205,905	145,369
Total Expenditure	4,487,042	4,991,305	5,115,876

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	284,504	268,879	305,501
T00305 Maryland Small Business Development Financing Authority (MSBDF)	65,029	61,458	69,829
T00310 Economic Development Opportunity Program	89,416	84,505	96,014
T00311 Maryland Enterprise Fund (MEF)	89,416	84,505	96,014
T00324 Maryland Economic Development Assistance Authority and Fund	284,504	268,879	305,501
Total	812,869	768,226	872,859

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	159,957	165,674	81,519
45.025 Promotion to the Arts—Partnership Agreements	40,213	40,231	63,850
Total	200,170	205,905	145,369

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00E00.01 DIVISION OF MARKETING AND COMMUNICATIONS

PROGRAM DESCRIPTION

The Division of Marketing and Communications serves as a comprehensive “one stop shop” to develop, coordinate, implement, and evaluate proactive and integrated marketing activities for DBED. Using research, brand assets, and technology, the Division will effectively communicate Maryland’s competitive business advantages and assets and outstanding quality of life. A centralized marketing resource, the Division operates a full service creative and production shop, interactive program and business research and information services office. A Public Relations and Media Resources division serves to effectively communicate the Department’s message and secure broadcast and print media coverage on Maryland’s competitive business advantages.

MISSION

The Division markets Maryland’s business assets through defining and differentiating the Maryland business brand as distinct and distinguished; effectively communicates Maryland’s competitive strengths and advantages through targeted and integrated marketing; creates an information hub for Maryland businesses and DBED stakeholders and provides an avenue for feedback to increase customer service.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Effectively communicate Maryland’s competitive business strength and advantage through targeted and integrated marketing.

Objective 1.1 Utilize proactive public relations to secure media coverage of the Agency’s initiatives or sponsored resources, services, activities, and accomplishments of Maryland business assets.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Media features placed by DBED on Maryland’s assets	*	461	475	475
Outcome: Value of media coverage	*	\$738,536	\$750,000	\$750,000

Objective 1.2 Promote Maryland’s competitive business advantages.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of e-communication subscribers	5,477 ¹	12,124	13,000	13,500
Number of impressions for advertising placements	763,244 ¹	8,000,762	200,000	200,000

Objective 1.3 Increase Web based communication to Maryland’s business community and stakeholders.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of choosemaryland.org unique Web visitors	348,242	341,043	350,000	375,000
Number of Web visits	737,443	892,486	900,000	950,000

Goal 2. Increase outreach to effectively communicate awareness of DBED programs and provide efficient and timely services.

Objective 2.1 Provide timely, relevant and unique independent data and analysis to internal and external stakeholders.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Services requests for economic data and research products	*	356	360	370

Objective 2.2 Leverage marketing funds by forging promotional partnerships and utilizing in-house expertise to increase the State’s presence.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Outcome: Value of creative projects on the open market	\$400,000 ¹	\$460,895	\$400,000	\$425,000
Value of partner event contributions and advertising co-ops	\$279,350 ¹	\$142,000	\$100,000	\$150,000

Note: * New measure for which data not available.

¹ Fiscal year 2009 actual revised by DBED.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DIVISION OF MARKETING AND COMMUNICATIONS

T00E00.01 DIVISION OF MARKETING AND COMMUNICATIONS

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	26.00	25.00	25.00
Number of Contractual Positions.....	.02		
01 Salaries, Wages and Fringe Benefits	2,282,753	2,162,926	2,282,326
02 Technical and Special Fees.....	580		
03 Communication.....	31,180	89,563	28,703
04 Travel.....	27,755	61,545	24,327
07 Motor Vehicle Operation and Maintenance	22,246	17,893	12,972
08 Contractual Services.....	793,928	491,451	647,072
09 Supplies and Materials.....	25,867	69,561	26,541
10 Equipment—Replacement.....	36,713		
11 Equipment—Additional.....	1,151		
12 Grants, Subsidies and Contributions.....	53,357	118,000	53,357
13 Fixed Charges.....	103,824	105,579	107,096
Total Operating Expenses.....	1,096,021	953,592	900,068
Total Expenditure.....	3,379,354	3,116,518	3,182,394
Original General Fund Appropriation.....	2,865,789	2,511,026	
Transfer of General Fund Appropriation.....	-131,974	-64,405	
Net General Fund Expenditure.....	2,733,815	2,446,621	2,505,282
Special Fund Expenditure.....	645,539	669,897	677,112
Total Expenditure.....	3,379,354	3,116,518	3,182,394

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	225,939	234,464	236,989
T00305 Maryland Small Business Development Financing Authority(MSBDFA).....	51,643	53,592	54,170
T00310 Economic Development Opportunity Program.....	71,009	73,689	74,482
T00311 Maryland Enterprise Fund (MEF).....	71,009	73,689	74,482
T00324 Maryland Economic Development Assistance Authority and Fund.....	225,939	234,463	236,989
Total.....	645,539	669,897	677,112

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

	2010 Actual	2011 Appropriation	2012 Allowance
Total Number of Authorized Positions.....	83.00	80.00	80.00
Total Number of Contractual Positions.....	3.43	1.40	1.40
Salaries, Wages and Fringe Benefits.....	7,738,488	7,584,998	7,830,945
Technical and Special Fees.....	252,684	119,494	100,775
Operating Expenses.....	39,691,955	52,585,177	44,331,646
Original General Fund Appropriation.....	14,814,520	21,339,072	
Transfer/Reduction.....	1,790,158	1,887,253	
Net General Fund Expenditure.....	16,604,678	23,226,325	24,973,041
Special Fund Expenditure.....	30,187,614	36,222,215	26,547,850
Federal Fund Expenditure.....	890,835	841,129	742,475
Total Expenditure.....	<u>47,683,127</u>	<u>60,289,669</u>	<u>52,263,366</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.01 ASSISTANT SECRETARY BUSINESS AND ENTERPRISE DEVELOPMENT –DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Assistant Secretary coordinates and leads the efforts of five offices within the Division of Business and Enterprise Development to be responsive to local, national, and global opportunities while carrying out the vision and goals of the Governor and of DBED. Included in the program are: the Office of International Trade and Investment, Office of Business Development, Office of Business Services, Financing Programs and Operations, and Office of Military Affairs and Base Realignment.

MISSION

The Division of Business and Enterprise Development promotes Maryland's economic health by creating, attracting, retaining, and expanding jobs in the State, while positioning Maryland as a business-friendly environment to in-state companies, and national and international businesses.

KEY GOALS

The Assistant Secretary has developed a strategic plan for the 2011 fiscal year that will help the Division leverage its strategic partners and target its resources to activities that best support the Division's two major goals:

Goal 1. Promote job creation, attraction, retention, and expansion by:

- Developing and executing a comprehensive strategy to develop technology clusters;
- Increasing Maryland companies' access to new clients;
- Leveraging external resources, expanding partnerships, innovating, and collaborating for job creation and retention.

Goal 2. Position Maryland as a business-friendly state by:

- Maximizing coverage of the Division's activities and successes;
- Enhancing responsiveness to business community needs;
- Streamlining operations to enhance flexibility, better define responsibility, and improve accountability.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.01 ASSISTANT SECRETARY BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	8.00	5.00	5.00
Number of Contractual Positions.....	.20		
01 Salaries, Wages and Fringe Benefits.....	733,185	454,861	533,189
02 Technical and Special Fees.....	5,304		
03 Communication.....	23,257	55,133	20,432
04 Travel.....	5,511	11,907	5,211
07 Motor Vehicle Operation and Maintenance	-1,357	2,584	347
08 Contractual Services.....	1,992	4,082	5,320
09 Supplies and Materials	737	933	740
12 Grants, Subsidies and Contributions.....	7,000		
13 Fixed Charges.....	41,246	46,558	42,658
Total Operating Expenses.....	78,386	121,197	74,708
Total Expenditure	816,875	576,058	607,897
Original General Fund Appropriation.....	4,251,340	821,001	
Transfer of General Fund Appropriation.....	-3,463,433	-286,995	
Net General Fund Expenditure.....	787,907	534,006	573,315
Special Fund Expenditure.....	28,968	42,052	34,582
Total Expenditure	816,875	576,058	607,897

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	10,139	14,718	12,104
T00305 Maryland Small Business Development Financing Authority(MSBDFA).....	2,318	3,364	2,766
T00310 Economic Development Opportunity Program.....	3,186	4,626	3,804
T00311 Maryland Enterprise Fund (MEF).....	3,186	4,626	3,804
T00324 Maryland Economic Development Assistance Authority and Fund.....	10,139	14,718	12,104
Total	28,968	42,052	34,582

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.02 OFFICE OF INTERNATIONAL INVESTMENT AND TRADE – DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Office of International Investment and Trade provides site selection assistance to foreign and domestic firms and promotes international trade opportunities to Maryland firms.

MISSION

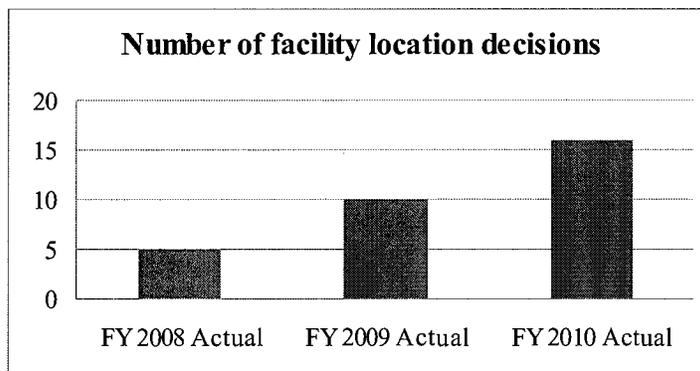
The Office of International Investment and Trade markets the assets of the State of Maryland and builds relationships with chief business decision-makers to strengthen the State's economy for the benefit of all Marylanders. The purpose of this program is to encourage businesses in target industry sectors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

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

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

Objective 1.1 Develop and maintain a pipeline of projects resulting in facility location decisions.

	2009 Actual	2010 Actual	2011 Estimated	2012 Estimated
Performance Measures				
Output: Number of marketing and/or outreach activities	77	112	120	120
Number of prospects visiting buildings and/or sites	40	38	40	44
Outcome: Number of facility location decisions	10	16	15	17



Objective 1.2 Promote export efforts of Maryland businesses and increase the dollar value of international sales transactions.

	2009 Actual	2010 Actual	2011 Estimated	2012 Estimated
Performance Measures				
Output: Number of ExportMD grants awarded ¹	40	10	20	20
Number of export actions, and work-orders completed by DBED representatives in overseas offices ²	166	108	100	100
Outcome: Value of private sector export sales resulting from DBED assistance (\$ millions)	\$47	\$49	\$45	\$45

¹ ExportMD Grant Program is subject to availability of funds.

² Fiscal year 2009 data were revised to include export actions.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.02 OFFICE OF INTERNATIONAL INVESTMENT AND TRADE

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	5.00	5.00	5.00
Number of Contractual Positions62		
01 Salaries, Wages and Fringe Benefits	446,571	504,092	449,159
02 Technical and Special Fees	16,581		
03 Communication	15,822	20,017	15,072
04 Travel	18,592	98,453	85,414
07 Motor Vehicle Operation and Maintenance	1,370	1,560	1,155
08 Contractual Services	533,859	515,624	593,652
09 Supplies and Materials	2,421	5,850	5,833
10 Equipment—Replacement	224		
11 Equipment—Additional	301		
12 Grants, Subsidies and Contributions	612,858	607,770	530,020
13 Fixed Charges	64,052	64,036	65,466
Total Operating Expenses	1,249,499	1,313,310	1,296,612
Total Expenditure	1,712,651	1,817,402	1,745,771
Original General Fund Appropriation		1,807,349	
Transfer of General Fund Appropriation	1,656,054	-64,578	
Net General Fund Expenditure	1,656,054	1,742,771	1,669,074
Special Fund Expenditure	56,597	74,631	76,697
Total Expenditure	1,712,651	1,817,402	1,745,771

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	19,809	26,121	26,844
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	4,527	5,970	6,135
T00310 Economic Development Opportunity Program	6,226	8,209	8,437
T00311 Maryland Enterprise Fund (MEF)	6,226	8,209	8,437
T00324 Maryland Economic Development Assistance Authority and Fund	19,809	26,122	26,844
Total	56,597	74,631	76,697

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

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. (MMG) to oversee the marketing and monitoring of the MSBDFA program and its clients.

MISSION

The Maryland Small Business Development Financing Authority's (MSBDFA) 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. Administer economic development programs for MSBDFA.

Objective 1.1 Effectively manage the Division's portfolio of active MSBDFA accounts.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of active accounts	74	77	75	75
Current dollar value of active accounts (in millions)	\$29.8	\$32.1	\$30.0	\$30.0

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
08 Contractual Services.....	1,381,116	1,601,404	1,601,404
12 Grants, Subsidies and Contributions.....	16,000		
Total Operating Expenses.....	<u>1,397,116</u>	<u>1,601,404</u>	<u>1,601,404</u>
Total Expenditure.....	<u>1,397,116</u>	<u>1,601,404</u>	<u>1,601,404</u>
Special Fund Expenditure.....	<u>1,397,116</u>	<u>1,601,404</u>	<u>1,601,404</u>

Special Fund Income:

T00305 Maryland Small Business Development Financing Authority(MSBDFA).....	1,397,116	1,601,404	1,601,404
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.04 OFFICE OF BUSINESS DEVELOPMENT - DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Office of Business Development (OBD) focuses on positioning Maryland's existing companies and key sectors for growth, as well as marketing the State's competitive advantages nationally in job and capital investment attraction efforts. OBD focuses on increasing jobs in the key growth sectors of clean technology and sustainability, science and healthcare, security and information technology, and manufacturing and financial services. Forming collaborative partnerships with relevant stakeholders across Maryland will be central to advancing OBD's objectives in these target areas. In forming these relationships and reaching out to local companies and sector assets, OBD will develop and uphold a reputation for maintaining strategic, cutting-edge intelligence, in order to become a trusted resource for both Maryland companies seeking to grow their in-state employment and investment, and for domestic companies seeking to locate or expand into Maryland.

MISSION

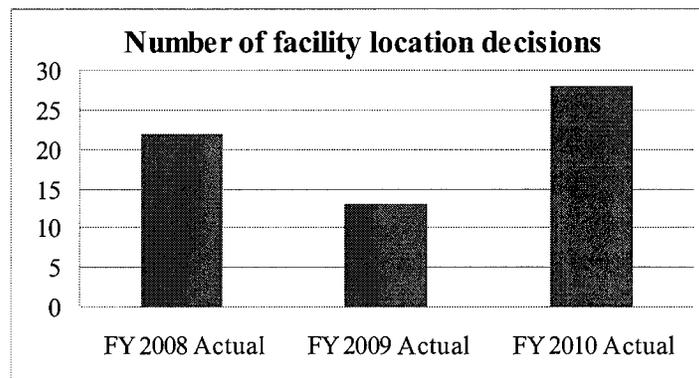
The Office of Business Development's mission is to create, attract, and retain jobs by facilitating the growth of existing Maryland companies and recruiting new companies to Maryland.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Attract new businesses to Maryland and support the growth of businesses in Maryland.

Objective 1.1 Develop and maintain a pipeline of projects resulting in facility location decisions and other projects creating and retaining jobs in Maryland.

Performance Measures	2009 Actual	2010 Actual	2011 Estimated	2012 Estimated
Output: Number of promotional activities	43	163	150	150
Number of new facility location opportunities created	*	140	150	150
Number of in-state company issues resolved	*	51	60	60
Outcome: Number of facility location decisions	13	28	40	40



Note: * New measure for which data is not available.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.04 OFFICE OF BUSINESS DEVELOPMENT — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	19.00	17.00	17.00
Number of Contractual Positions.....	.26		
01 Salaries, Wages and Fringe Benefits	<u>1,667,356</u>	<u>1,657,599</u>	<u>1,662,230</u>
02 Technical and Special Fees.....	7,052		
03 Communication.....	31,409	80,735	33,563
04 Travel.....	27,072	40,995	34,807
07 Motor Vehicle Operation and Maintenance	26,763	36,431	32,010
08 Contractual Services.....	15,609	82,870	72,790
09 Supplies and Materials	6,969	9,655	6,969
10 Equipment—Replacement.....	42,366		
11 Equipment—Additional.....	301		
12 Grants, Subsidies and Contributions.....	189,500	187,000	189,500
13 Fixed Charges.....	<u>117,497</u>	<u>128,094</u>	<u>122,433</u>
Total Operating Expenses.....	<u>457,486</u>	<u>565,780</u>	<u>492,072</u>
Total Expenditure.....	<u>2,131,894</u>	<u>2,223,379</u>	<u>2,154,302</u>
Original General Fund Appropriation.....		2,322,303	
Transfer of General Fund Appropriation.....	2,131,894	-98,924	
Net General Fund Expenditure.....	<u>2,131,894</u>	<u>2,223,379</u>	<u>2,154,302</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.05 OFFICE OF BUSINESS SERVICES - DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Office of Business Services (OBS) retains and expands jobs by connecting Maryland businesses with workforce, business development, and advocacy resources, with a special focus on the regions of Southern, Western, and Eastern Maryland. By maintaining strong relationships with economic development units in Southern, Western, and Eastern Shore Maryland, OBS stays abreast of local expansion and retention projects that arise. OBS also serves small businesses from around the State in day-to-day issues they may encounter, especially emphasizing resources available through the Federal government's American Recovery and Reinvestment Act. OBS also coordinates training programs and assets across the State to help Maryland companies access these opportunities on a more applied, practical level.

MISSION

Support the economic health and growth of Maryland by providing direct assistance and programs designed to improve the quality, productivity, and competitive position of new and existing Maryland businesses, and improve the business climate.

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 premier location to live, work, and visit.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Provide direct assistance to support business retention, expansion, and growth.

Objective 1.1 Market the programs and services of DBED to Maryland businesses in order to facilitate business retention and expansion and to improve the business climate.

	2009	2010	2011	2012
Performance Measures:	Actual	Actual	Estimated	Estimated
Output: Number of retention visits to unique Maryland businesses	267	261	285	300
Outcome: Number of facility location investment decisions	9	9	12	20
Number of issues resolved for Maryland businesses	160	114	120	185

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.05 OFFICE OF BUSINESS SERVICES — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	16.00	18.00	18.00
01 Salaries, Wages and Fringe Benefits	1,411,386	1,547,728	1,672,511
03 Communication.....	44,822	116,422	42,094
04 Travel.....	13,663	27,745	12,464
06 Fuel and Utilities.....	338	4,207	350
07 Motor Vehicle Operation and Maintenance	46,671	39,582	55,965
08 Contractual Services	90,163	104,746	60,105
09 Supplies and Materials	5,602	10,350	5,600
10 Equipment—Replacement.....	1,155		
11 Equipment—Additional.....	290		
12 Grants, Subsidies and Contributions.....	665,102	730,583	730,583
13 Fixed Charges.....	276,805	264,782	267,328
Total Operating Expenses.....	1,144,611	1,298,417	1,174,489
Total Expenditure	2,555,997	2,846,145	2,847,000
Original General Fund Appropriation.....		1,944,700	
Transfer of General Fund Appropriation.....	2,001,256	220,276	
Net General Fund Expenditure.....	2,001,256	2,164,976	2,103,657
Special Fund Expenditure.....	554,741	681,169	743,343
Total Expenditure	2,555,997	2,846,145	2,847,000

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	194,159	238,409	260,170
T00305 Maryland Small Business Development Financing Authority(MSBDFA).....	44,379	54,494	59,467
T00310 Economic Development Opportunity Program.....	61,022	74,929	81,768
T00311 Maryland Enterprise Fund (MEF).....	61,022	74,929	81,768
T00324 Maryland Economic Development Assistance Authority and Fund.....	194,159	238,408	260,170
Total	554,741	681,169	743,343

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.07 PARTNERSHIP FOR WORKFORCE QUALITY — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Program Description:

The Partnership of Workforce Quality (PWQ) program provides matching skill upgrade training grants and support services targeted to improve the competitive position of small and mid-sized manufacturing and technology companies. PWQ grants are used to increase the skills of existing workers for new technologies and production processes, and to improve employee productivity and increase industry employment stability. PWQ matching grants are made directly to companies as well as through a number of manufacturing, software industry and ISO 9000 consortia programs working in cooperation with DBED.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....	234,867	250,000	165,000
Total Operating Expenses.....	<u>234,867</u>	<u>250,000</u>	<u>165,000</u>
Total Expenditure.....	<u>234,867</u>	<u>250,000</u>	<u>165,000</u>
Original General Fund Appropriation.....	250,000		
Transfer of General Fund Appropriation.....	<u>-250,000</u>		
Special Fund Expenditure.....	<u>234,867</u>	<u>250,000</u>	<u>165,000</u>
Special Fund Income:			
T00327 Partnership for Workforce Quality Fund.....	234,867	250,000	165,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.08 FINANCING PROGRAMS OPERATIONS - DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

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

MISSION

Financing Programs Operations administers a variety of capital assistance programs for businesses and jurisdictions in Maryland. In doing so, the Office 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. Administer economic development programs for businesses and jurisdictions in Maryland.

Objective 1.1 Effectively manage the Division's portfolio of active accounts.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of active accounts	569	561	560	550
Current dollar value of active accounts (in millions)	\$275.2	\$268.4	\$260.0	\$250.0

Goal 2. Financing Programs Operations' transactions will increase new jobs and retain existing jobs.

Objective 2.1 Create new jobs and retain existing jobs.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of new jobs projected to be created ¹	1,700	661	750	750
Number of jobs projected to be retained ¹	2	1,043	800	800

Objective 2.2 Create capital investments through the settlement of grants and loans.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Dollar amount of total project costs (capital investment) anticipated for projects settled (in millions)	\$240.6	\$1,110.8 ²	\$100.0	\$100.0

Goal 3. Promote the economic development efforts of local jurisdictions.

Objective 3.1 Support local economic development efforts through the approval of financing incentives.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of financing incentives approved to assist local economic development efforts	6	9	10	10

¹ The job creation and retention numbers represent commitments made by the borrower at the time the loan or grant is settled. The timeframe for creating and/or retaining these jobs often takes place over multiple fiscal years. Some DBED programs do not require job commitments and are therefore not included in this performance measure.

² Includes a one-time capital investment of \$80 million.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.08 FINANCING PROGRAMS OPERATIONS — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	26.00	25.00	25.00
01 Salaries, Wages and Fringe Benefits	<u>2,574,258</u>	<u>2,437,916</u>	<u>2,449,247</u>
02 Technical and Special Fees	<u>25</u>	<u>2,700</u>	<u>2,700</u>
03 Communication	49,247	233,960	47,732
04 Travel	14,637	72,950	72,808
07 Motor Vehicle Operation and Maintenance	31,589	54,725	33,855
08 Contractual Services	262,203	527,430	541,040
09 Supplies and Materials	17,468	39,761	43,103
10 Equipment—Replacement	28,885	14,150	14,150
12 Grants, Subsidies and Contributions	12,500	119,000	119,000
13 Fixed Charges	<u>192,410</u>	<u>195,165</u>	<u>198,780</u>
Total Operating Expenses	<u>608,939</u>	<u>1,257,141</u>	<u>1,070,468</u>
Total Expenditure	<u>3,183,222</u>	<u>3,697,757</u>	<u>3,522,415</u>
Special Fund Expenditure	<u>3,183,222</u>	<u>3,697,757</u>	<u>3,522,415</u>

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	1,220,961	1,375,475	1,313,206
T00305 Maryland Small Business Development Financing Authority (MSBDF)	135,291	149,496	135,695
T00310 Economic Development Opportunity Program	294,799	348,514	326,601
T00311 Maryland Enterprise Fund (MEF)	342,333	481,294	474,769
T00312 Maryland Economic Adjustment Fund (MEAF)	98,636	108,992	98,930
T00324 Maryland Economic Development Assistance Authority and Fund	<u>1,091,202</u>	<u>1,233,986</u>	<u>1,173,214</u>
Total	<u>3,183,222</u>	<u>3,697,757</u>	<u>3,522,415</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

**T00F00.09 MD SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY—BUSINESS ASSISTANCE —
DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT**

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:

	2010 Actual	2011 Appropriation	2012 Allowance
14 Land and Structures.....	11,227,026	17,023,528	5,000,000
Total Operating Expenses.....	<u>11,227,026</u>	<u>17,023,528</u>	<u>5,000,000</u>
Total Expenditure.....	<u>11,227,026</u>	<u>17,023,528</u>	<u>5,000,000</u>
Net General Fund Expenditure.....	2,882,222	2,500,000	2,500,000
Special Fund Expenditure.....	8,344,804	14,523,528	2,500,000
Total Expenditure.....	<u>11,227,026</u>	<u>17,023,528</u>	<u>5,000,000</u>

Special Fund Income:

T00305 Maryland Small Business Development Financing Authority(MSBDFFA).....	5,844,804	14,523,528	2,500,000
T00324 Maryland Economic Development Assistance Authority and Fund.....	<u>2,500,000</u>		
Total.....	<u>8,344,804</u>	<u>14,523,528</u>	<u>2,500,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

FY 2012 Loan and Guarantee Programs Summary*

FUND BALANCE WORKSHEET FOR FY 2009 - FY 2012

	FY 2009	FY 2010	FY 2011	FY 2012
BEGINNING BALANCE	5,139,561	6,999,200	11,776,364	12,586,564
REVENUE INCOME				
Loan Interest Payments	202,217	176,580	274,326	274,326
Investment Income	219,044	211,485	162,000	162,000
Guarantees & other fees	109,780	92,108	117,000	117,000
Direct Bond Fees	56,804	166,911	20,000	20,000
Loan Recoveries	162,368	144,771	157,500	157,500
Other Fees	-	-	15,000	15,000
TOTAL REVENUE INCOME	750,213	791,855	745,826	745,826
OTHER REVENUE				
General Funds	2,882,222	2,882,222	2,500,000	2,500,000
Revolving Loan Repayments	10,696,170	6,458	753,788	606,351
Transfer from MEDAAF	-	2,500,000	-	-
TOTAL OTHER REVENUE	13,578,392	5,388,680	3,253,788	3,106,351
TOTAL FUNDS AVAILABLE	19,468,166	13,179,735	15,775,978	16,438,741
EXPENDITURES				
Operating Expenses	17,992	42,108	80,752	189,087
Management Fee	1,350,274	1,355,008	1,520,652	1,435,390
Indirect Admin. Expenses	258,973	457,984	510,240	520,445
Prior Period Adjustment	(548)	(3,296)	-	-
Claims Paid	-	23,883	50,000	50,000
TOTAL EXPENDITURES	1,626,691	1,875,687	2,161,644	2,194,922
LOAN/CREDIT ACTIVITY				
Direct Loan Disbursements	10,842,275	624,279	600,000	600,000
Revolving Line of Credit Disbursements	-	8,696,641	10,319,240	10,760,202
Line of Credit Repayment	-	(9,793,236)	(9,891,470)	(10,314,794)
TOTAL LOAN ACTIVITY	10,842,275	(472,316)	1,027,770	1,045,408
TOTAL EXPENDITURES/LOAN ACTIVITY	12,468,966	1,403,371	3,189,414	3,240,330
ENDING BALANCE	6,999,200	11,776,364	12,586,564	13,198,411

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

Note: The supporting schedules for the individual components of this program and the fund balance, while not encumbered, supports commitments for lines of credit, and is a reserve to guarantee small business loans and bonds.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.11 MARYLAND NOT-FOR-PROFIT DEVELOPMENT FUND — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Program Description:

The Maryland Not-For-Profit Development Center Program (MNFPC) is a DBED program designated to provide outreach, counseling, training, and technical assistance services to aid customers and clients seeking help with the establishment or operation of not-for-profit organizations in Maryland. Establishment of the program is a major step in expanding the capacity of the State to service not-for-profit organizations.

MNFPC is financed through a non-lapsing fund that consists of money appropriated in the State budget to the Fund and an additional \$50 fee to be paid for the processing of articles of incorporation of non stock corporations in accordance with 1-203 of the Corporations and Associations Article.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....			125,000
Total Operating Expenses.....			<u>125,000</u>
Total Expenditure			<u>125,000</u>
Special Fund Expenditure.....			<u>125,000</u>
 Special Fund Income:			
T00330 Not-for-Profit Development Fund			<u>125,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.12 MARYLAND BIOTECHNOLOGY INVESTMENT TAX CREDIT RESERVE FUND – DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Biotechnology Investment Tax Credit Reserve Fund is a special continuing, non-lapsing fund that is not subject to 7-302 of the State Finance and Procurement Article. This tax credit was established against State income tax for investors as an incentive to invest in qualified biotechnology firms. The value of the credit is equal to 50 percent of an eligible investment made in a qualified biotechnology business during the taxable year. The maximum credit is \$250,000 for investors. The amount of credits to be awarded in each fiscal year cannot exceed the amount of money in the fund. The statute established an application and certification process and created a reserve fund. The money in this Fund is invested and reinvested by the Treasurer, and interest and earnings are credited to the General Fund. The Secretary of DBED issues an initial tax credit certificate for each approved investment in a qualified Maryland Biotechnology Company (QMBC) eligible for tax credit.

MISSION

The mission of the Biotechnology Investment Tax Credit Reserve Fund is to offer incentives for investment in seed and early stage, privately held Maryland biotechnology companies.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. By fiscal year 2015, the Maryland Biotechnology Investment Incentive Tax Credit Reserve Fund will have stimulated private investment annually that is at least 200 percent of the tax credit amount that is issued each year.

Objective 1.1 Quantify equity investments in QMBCs.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Private Investment in QMBCs (millions)	\$12.8	\$11.9	\$16.0	\$12.0
Number of investors	118	118	120	120
Number of QMBCs receiving investment	15	15	15	15
New jobs created	75	17	60	60
Outcome: Number of QMBCs receiving investment that have remained viable in Maryland for 5 years or more	N/A*	N/A*	N/A*	N/A*

Note: * The data is not available because the program was funded beginning in 2007.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.12 MARYLAND BIOTECHNOLOGY INVESTMENT TAX CREDIT RESERVE FUND — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....	<u>6,000,000</u>	<u>8,000,000</u>	<u>8,000,000</u>
Total Operating Expenses.....	<u>6,000,000</u>	<u>8,000,000</u>	<u>8,000,000</u>
Total Expenditure	<u>6,000,000</u>	<u>8,000,000</u>	<u>8,000,000</u>
Net General Fund Expenditure.....	<u>6,000,000</u>	<u>8,000,000</u>	<u>8,000,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.13 OFFICE OF MILITARY AFFAIRS AND BASE REALIGNMENT – DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Office of Military Affairs and Base Realignment has two major functions: Base Realignment and Closure (BRAC) support, and business development associated with Maryland bases and Federal facilities.

MISSION

The mission of the Office of Military Affairs and Base Realignment is to enhance the economic viability and partnering capabilities of Maryland's military and non-military federal facilities, to protect these important economic engines from federal realignment and closure actions, and – in collaboration with DBED's field, business development and international teams – to assist businesses with opportunities in the federal arena, in support of the Department's core focus of job creation and economic growth.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Provide mission support, enhancement and protection of Maryland's military and non-military federal facilities.

Objective 1.1 Initiate or expand outreach efforts to Maryland military commands and non-military federal agencies. Prepare for future Department of Defense (DOD) and other federal initiatives that would adversely affect Maryland's federal facilities

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of Direct Federal Agency Outreach	*	*	10	12

Goal 2. Foster business and community relationships with Maryland's federal facilities to create business opportunities.

Objective 2.1 Increase business opportunities through federal contracting by identifying contracting and partnering opportunities and promoting them to Maryland businesses.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of new procurement contracts	*	*	20	20
Number of contracting forums	*	1	2	3
Outcome: Number of attendees	*	170	400	600

Objective 2.2 Facilitate federal and community relations, including public-private partnerships, to promote economic growth.

Goal 3. Operate as the BRAC point of contact and liaison between the State and military installations.

Objective 3.1 Expand BRAC-related outreach efforts to BRAC-affected military commands, defense contractors, current employees, and prospective employees.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Outcome: Number of BRAC contractors assisted	*	*	20	20

Objective 3.2 Provide a forum for base and community leadership to discuss issues, resolutions and outcomes as a result of defense decisions through Maryland Military Installation Council (MMIC) meetings

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of MMIC meetings	*	3	3	3
Outcome: Number of attendees	*	170	400	600

Note: * New measure for which data not available.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.13 OFFICE OF MILITARY AFFAIRS AND BASE REALIGNMENT — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	9.00	10.00	10.00
Number of Contractual Positions	2.35	1.40	1.40
01 Salaries, Wages and Fringe Benefits	905,732	982,802	1,064,609
02 Technical and Special Fees	223,722	116,794	98,075
03 Communication	8,628	14,877	15,045
04 Travel	26,399	27,325	23,455
07 Motor Vehicle Operation and Maintenance	14,293	8,576	7,787
08 Contractual Services	256,109	249,795	142,185
09 Supplies and Materials	13,033	11,100	11,450
10 Equipment—Replacement	4,274	1,000	
11 Equipment—Additional	1,376		
12 Grants, Subsidies and Contributions	234,000	234,000	234,000
13 Fixed Charges	48,614	50,727	51,161
Total Operating Expenses	606,726	597,400	485,083
Total Expenditure	1,736,180	1,696,996	1,647,767
Original General Fund Appropriation		643,719	
Transfer of General Fund Appropriation	845,345	117,474	
Net General Fund Expenditure	845,345	761,193	772,693
Special Fund Expenditure		94,674	132,599
Federal Fund Expenditure	890,835	841,129	742,475
Total Expenditure	1,736,180	1,696,996	1,647,767

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)		33,136	46,410
T00305 Maryland Small Business Development Financing Authority (MSBDF)		7,574	10,607
T00310 Economic Development Opportunity Program		10,414	14,586
T00311 Maryland Enterprise Fund (MEF)		10,414	14,586
T00324 Maryland Economic Development Assistance Authority and Fund		33,136	46,410
Total		94,674	132,599

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	890,835	841,129	742,475
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.14 MARYLAND INDUSTRIAL DEVELOPMENT FINANCING AUTHORITY — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Program Description:

The Maryland Industrial Development Financing Authority (MIDFA) was established by the General Assembly in 1965 to promote significant economic development by providing financing support to manufacturing, industrial and technology businesses located in or moving to Maryland. MIDFA stimulates private sector financing of economic development by issuing Bonds and providing credit enhancements that increase access to capital for small and mid-sized companies.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
14 Land and Structures.....		5,000,000	2,400,000
Total Operating Expenses.....		5,000,000	2,400,000
Total Expenditure.....		5,000,000	2,400,000
Net General Fund Expenditure.....		5,000,000	2,400,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.14 MARYLAND INDUSTRIAL DEVELOPMENT FINANCING AUTHORITY (MIDFA)

FY 2012 Grant and Loan Program

FUND BALANCE WORKSHEET FY 2009 - FY 2012

	FY 2009	FY 2010	FY 2011	FY 2012
BEGINNING BALANCE*	40,317,367	38,575,751	37,710,485	40,660,904
REVENUE				
General Funds	-	-	5,000,000	2,400,000
Investment Income	1,417,272	815,707	-	609,914
Insurance Premiums	81,323	157,215	75,000	80,000
Issuance & Other Fees	296,611	310,692	300,000	315,000
Loan Recoveries	250,000	55,773	-	0
TOTAL REVENUE	<u>2,045,206</u>	<u>1,339,387</u>	<u>5,375,000</u>	<u>3,404,914</u>
TOTAL FUNDS AVAILABLE	<u>42,362,573</u>	<u>39,915,138</u>	<u>43,085,485</u>	<u>44,065,818</u>
EXPENDITURES/ENCUMBRANCES				
Operating Expenses	389,054	629,055	721,424	721,424
Indirect Expenses	900,590	1,589,907	1,703,157	1,703,157
Purchase/Claims	2,500,000	-	-	-
Prior Period Operating/Indirect Adjustment	(2,822)	(14,309)	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	<u>3,786,822</u>	<u>2,204,653</u>	<u>2,424,581</u>	<u>2,424,581</u>
ENDING BALANCE (BEFORE RESERVE FOR LOSSES)	<u>38,575,751</u>	<u>37,710,485</u>	<u>40,660,904</u>	<u>41,641,237</u>
Prior Reserve	4,757,332	9,692,944	3,831,581	6,331,581
Additional Reserve for Loan Losses	4,935,612	(5,861,363)	2,500,000	1,250,000
Ending Reserve for Loan Losses	<u>9,692,944</u>	<u>3,831,581</u>	<u>6,331,581</u>	<u>7,581,581</u>
ENDING BALANCE (BEFORE RESERVE FOR LOSSES)	<u>28,882,807</u>	<u>33,878,904</u>	<u>34,329,323</u>	<u>34,059,656</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.15 SMALL, MINORITY, AND WOMEN-OWNED BUSINESS INVESTMENT ACCOUNT — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Program Description:

Title 9, Subtitle 1A of the State Government Article, provides for the establishment of a Small, Minority, and Women-Owned Businesses Account under the authority of the Board of Public Works. The Account is to receive 1.5% from the proceeds of video lottery terminals at each of the State's video lottery facilities. Money in the Account will be used to make grants to eligible fund managers to provide investment capital and loans to small, minority, and women-owned businesses in the State.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....		1,857,000	5,946,810
Total Operating Expenses.....		<u>1,857,000</u>	<u>5,946,810</u>
Total Expenditure		<u>1,857,000</u>	<u>5,946,810</u>
Special Fund Expenditure.....		<u>1,857,000</u>	<u>5,946,810</u>

Special Fund Income:

T00329 Small, Minority and Women-Owned Business Investment Account.....		<u>1,857,000</u>	<u>5,946,810</u>
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.17 MD ENTERPRISE INVESTMENT FUND AND CHALLENGE PROGRAMS – DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Enterprise Investment 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 financing and seed capital investments for emerging high technology businesses.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of Challenge Investments approved	9	1	2	2
Number of Enterprise Investments approved	8	15	10	10

Objective 1.2 Manage the active financing and seed capital investments provided to emerging high technology businesses.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of technology investment companies in the active IFG portfolio at the end of the fiscal year	143	134	125	115

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
14 Land and Structures.....	1,570,979	1,400,000	1,200,000
Total Operating Expenses.....	<u>1,570,979</u>	<u>1,400,000</u>	<u>1,200,000</u>
Total Expenditure	<u>1,570,979</u>	<u>1,400,000</u>	<u>1,200,000</u>
Special Fund Expenditure.....	<u>1,570,979</u>	<u>1,400,000</u>	<u>1,200,000</u>

Special Fund Income:

T00311 Maryland Enterprise Fund (MEF).....	<u>1,570,979</u>	<u>1,400,000</u>	<u>1,200,000</u>
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.17 MARYLAND ENTERPRISE INVESTMENT/CHALLENGE PROGRAM AND FUND

FUND BALANCE WORKSHEET FOR FY 2009 - FY 2012

	FY	FY	FY	FY
	2009	2010	2011	2012
BEGINNING BALANCE	4,532,172	4,252,215	3,293,850	1,696,882
REVENUE				
Equity Investment Earnings	74,508	35,322	250,000	250,000
Royalties	230,398	69,710	75,000	75,000
Interest Income on Balance	253,809	122,516	75,000	75,000
Investment Liquidation	612,788	1,035,077	-	-
Recoveries	276,878	87,495	-	-
Loan Repayments	137,863	76,414	-	-
Transfer from other funds	25,763	9,507	-	-
TOTAL REVENUE	1,612,007	1,436,041	400,000	400,000
TOTAL FUNDS AVAILABLE	6,144,179	5,688,256	3,693,850	2,096,882
EXPENDITURES/ENCUMBRANCES				
Enterprise Investments/Grants Encumbrance	1,305,523	1,370,979	700,000	600,000
Challenge Encumbrances	-	200,000	700,000	600,000
Prior Year Encumbrances Cancelled	(900,005)	-	(400,000)	(200,000)
Operating Expenses	1,287,772	156,300	275,730	300,000
Indirect Expenses	202,436	671,646	721,238	750,000
Prior Year Adjustment	(3,762)	(4,519)	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	1,891,964	2,394,406	1,996,968	2,050,000
ENDING BALANCE	4,252,215	3,293,850	1,696,882	46,882

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.18 MILITARY PERSONNEL AND SERVICE-DISABLED VETERAN LOAN PROGRAM — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

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 works to establish eligibility criteria. DBED manages the loan program.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
14 Land and Structures.....	300,000	300,000	300,000
Total Operating Expenses.....	<u>300,000</u>	<u>300,000</u>	<u>300,000</u>
Total Expenditure	<u>300,000</u>	<u>300,000</u>	<u>300,000</u>
Net General Fund Expenditure.....	<u>300,000</u>	<u>300,000</u>	<u>300,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.23 MARYLAND ECONOMIC DEVELOPMENT ASSISTANCE AUTHORITY FUND — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Program Description:

The Maryland Economic Development Assistance Authority Fund (MEDAAF) was designed to be a non-lapsing revolving loan fund to provide below market, fixed rate financing to businesses locating or expanding in priority funding areas of the State. The MEDAAF program is administered under five capabilities that address economic development opportunities for the business community and for local political jurisdictions.

- Capability 1 - Significant Strategic Economic Development Opportunities—A project that provides eligible industries with a significant economic development opportunity on a statewide or regional level.
- Capability 2 - Local Economic Development Opportunities —A project that provides a valuable economic development opportunity to the jurisdiction in which the project is located and is a priority for the governing body of that jurisdiction.
- Capability 3 - Direct Assistance to Local Jurisdictions or MEDCO —The Department may provide assistance to a local jurisdiction or to MEDCO for local economic development needs including feasibility studies, economic development strategic plans, and infrastructure. The Smart Growth Economic Development Infrastructure Fund (One Maryland) was consolidated into this capability.
- Capability 4 - Regional or Local Revolving Loan Funds —This capability provides assistance to local jurisdictions to help capitalize local revolving loan funds.
- Capability 5 - Special Purpose Grants and Loans —This capability targets specific funding initiatives that are deemed critical to the State's economic health and development. (Day Care, Animal Waste Technology, Brownfield, Aquaculture, and the Arts and Entertainment Districts).

This program is offered to the Maryland business community and to local jurisdictions by the Financing Programs Operations staff. The performance measures for all of the financing programs are included as a group in the Financing Programs Operations (T00F00.08) section of this document.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....	4,215,250	1,500,000	1,500,000
14 Land and Structures.....	10,601,070	10,500,000	13,500,000
Total Operating Expenses.....	<u>14,816,320</u>	<u>12,000,000</u>	<u>15,000,000</u>
Total Expenditure.....	<u>14,816,320</u>	<u>12,000,000</u>	<u>15,000,000</u>
Original General Fund Appropriation.....	1,100,000		
Transfer of General Fund Appropriation.....	-1,100,000		
Net General Fund Expenditure.....			4,500,000
Special Fund Expenditure.....	14,816,320	12,000,000	10,500,000
Total Expenditure.....	<u>14,816,320</u>	<u>12,000,000</u>	<u>15,000,000</u>

Special Fund Income:

T00324 Maryland Economic Development Assistance Authority and Fund.....	14,816,320	12,000,000	10,500,000
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

FY 2012 Grant and Loan Program

FUND BALANCE WORKSHEET FY 2009 - FY 2012

	FY 2009	FY 2010	FY 2011	FY 2012
BEGINNING BALANCE*	45,016,476	37,217,785	21,167,923	10,080,967
REVENUE				
Investment Income	2,523,915	1,150,974	800,000	500,000
Interest Income	1,179,924	1,045,475	900,000	900,000
Loan Repayments	4,283,494	6,324,391	3,000,000	3,000,000
General Fund	-	-	-	4,500,000
Loan Recoveries & Grant Repayments	1,052,241	372,946	500,000	500,000
Brownsfield Local Property Tax Contributions	290,414	259,480	300,000	300,000
Other Income	160,270	346,005	10,000	10,000
TOTAL REVENUE	9,490,258	9,499,271	5,510,000	9,710,000
TOTAL FUNDS AVAILABLE	54,506,734	46,717,056	26,677,923	19,790,967
EXPENDITURES/ENCUMBRANCES				
Encumbrances/Approval Activity - Other	8,768,211	14,816,320	12,000,000	15,000,000
Rescissions of New Approvals	(7,812,316)	(2,673,048)	(1,000,000)	(1,000,000)
Operating Expenses	641,624	499,295	579,936	591,535
Indirect Expenses	2,898,010	4,421,031	5,017,020	5,069,341
Transfers to Rural Broadband (SF)	3,800,000	-	-	-
Transfer to Nano-Biothechnology Fund	3,000,000	-	-	-
Transfer to General Fund - BRFA	6,000,000	6,000,000	-	0
Transfer to MSDBFA	-	2,500,000	-	0
Prior Period Operating/Indirect Adjustment	(6,580)	(14,465)	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	17,288,949	25,549,133	16,596,956	19,660,876
Proposed Transfer to General Fund	-	-	-	-
ENDING BALANCE OF UNCOMMITTED FUNDS	37,217,785	21,167,923	10,080,967	130,091

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF TOURISM, FILM AND THE ARTS

	2010 Actual	2011 Appropriation	2012 Allowance
Total Number of Authorized Positions.....	48.00	45.00	45.00
Total Number of Contractual Positions.....	7.77	3.40	11.10
Salaries, Wages and Fringe Benefits.....	3,945,198	3,678,329	3,872,970
Technical and Special Fees.....	284,982	131,369	540,284
Operating Expenses.....	19,189,754	21,972,573	22,146,293
Original General Fund Appropriation.....	24,998,156	23,766,029	
Transfer/Reduction.....	-3,602,261	-66,080	
Net General Fund Expenditure.....	21,395,895	23,699,949	23,653,827
Special Fund Expenditure.....	1,167,574	1,100,000	1,898,862
Federal Fund Expenditure.....	656,465	787,808	806,858
Reimbursable Fund Expenditure.....	200,000	194,514	200,000
Total Expenditure.....	<u>23,419,934</u>	<u>25,782,271</u>	<u>26,559,547</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.01 ASSISTANT SECRETARY AND ADMINISTRATION

MISSION

The mission of the Division of Tourism, Film and the Arts is to strengthen our outstanding quality of life and encourage economic development by investing in and promoting Maryland's unique historic, cultural and natural assets.

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 GOALS AND OBJECTIVES

To support the units of the Division so that they achieve their stated goals and objectives:

- Increase focus on and interest in the creative sector.
- Increase divisional synergy and communication.
- Increase inter-agency and jurisdictional coordination.
- Increase interdepartmental cooperation.
- Replicate industry best practices.
- Ensure accountability.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	8.00	7.00	7.00
Number of Contractual Positions.....	.54		
01 Salaries, Wages and Fringe Benefits.....	736,752	816,668	735,858
02 Technical and Special Fees.....	14,565		
03 Communication.....	13,138	22,330	10,688
04 Travel.....	16,068	37,162	30,965
07 Motor Vehicle Operation and Maintenance	9,368	9,651	8,674
08 Contractual Services.....	56,470	104,273	155,595
09 Supplies and Materials	3,936	11,112	10,647
10 Equipment—Replacement.....	18,867		
11 Equipment—Additional.....	3,992		
12 Grants, Subsidies and Contributions.....	83,992	45,562	64,742
13 Fixed Charges.....	73,351	75,274	78,617
Total Operating Expenses.....	279,182	305,364	359,928
Total Expenditure.....	1,030,499	1,122,032	1,095,786
Original General Fund Appropriation.....	591,388	927,518	
Transfer of General Fund Appropriation.....	239,111		
Net General Fund Expenditure.....	830,499	927,518	895,786
Reimbursable Fund Expenditure	200,000	194,514	200,000
Total Expenditure	1,030,499	1,122,032	1,095,786
Reimbursable Fund Income:			
D28A03 Maryland Stadium Authority	200,000	194,514	200,000

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 (MOTD) is created in Article 83A of the Annotated Code. The Office serves as the State’s official travel marketing agency, promoting Maryland attractions, accommodations, and services. Operations include:

- *Advertising & Communications:* Generating consumer interest in Maryland as a regional, national, international travel destination.
- *Technical Assistance:* Ensuring the marketability and consumer readiness of Maryland tourism products.
- *Outreach:* One-on-one marketing to third party distribution channels (e.g. tour operators) via domestic and international tradeshows and sales missions.

MISSION

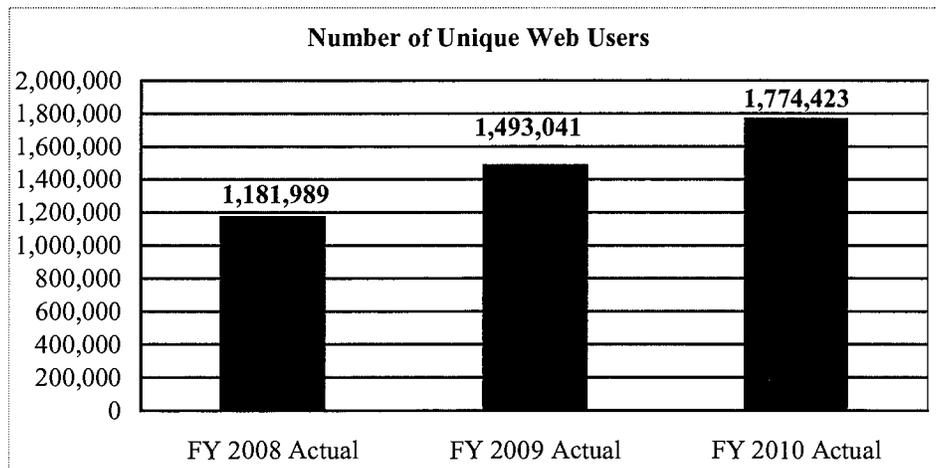
MOTD’s mission is to increase tourism expenditures to the State by: promoting Maryland’s attractions, accommodations, and visitor services; providing resident and out-of-state visitors with information and services to ensure a positive trip experience (spurring return visitation); and positioning Maryland as a competitive tourism destination worldwide.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Influence prospective visitors in targeted markets to plan a trip to Maryland.

Objective 1.1 Increase web visits and quality leads from potential visitors by focusing media buys and public relations activities on communication channels that have the highest propensity to deliver the target audience of 25-64 year olds earning \$60,000 per year who travel for pleasure.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of unique Web users	1,493,041	1,774,423	2,000,000	2,200,000
Total number of advertising-generated inquiries	498,473 ¹	526,462	300,000	300,000
Output: Travel media exposure (dollars)	6,593,031	7,500,000	10,000,000	20,000,000



Objective 1.2 Provide outstanding customer service and visitor experience at welcome centers, call centers, and Web site.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of welcome center visitors ²	1,498,042	749,437	600,000	650,000
Output: Literature distribution	1,340,563	1,543,822	1,200,000	1,500,000

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 jobs generated by visitor spending.

Objective 2.1 Increase State sales tax revenue in tourism tax categories determined in the Tourism Promotion Act.

Performance Measures (\$millions)	2009 Actual	2010 Actual	2011 Estimated	2012 Estimated
Outcome: Restaurants, lunchrooms, delis without beer, wine, and liquor (BWL)	\$286.8	\$282.2	\$296.3	\$305.2
Hotels, motels selling food with BWL	\$37.8	\$38.5	\$40.4	\$41.6
Restaurants and night clubs with BWL	\$198.1	\$200.5	\$210.5	\$216.8
General merchandise	\$124.9	\$136.2	\$143.0	\$147.3
Automobile, bus and truck rentals	\$59.5	\$44.6	\$46.8	\$48.2
Airlines – commercial	\$0.2	\$0.3	\$0.3	\$0.3
Hotels, motels, apartments, cottages	\$83.1	\$79.9	\$83.9	\$86.4
Recreation and amusement places	\$7.6	\$5.2	\$5.5	\$5.7

Objective 2.2 Increase jobs generated by visitor spending in leisure and hospitality industries by U.S. Bureau of Labor Statistics (BLS) estimates.³

Performance Measures	2009 Actual	2010 Actual	2011 Estimated	2012 Estimated
Outcome: Jobs generated:				
Arts, entertainment, and recreation	35,717	35,633	35,989	36,349
Accommodation	23,958	23,233	23,465	23,700
Food services and drinking places	173,567	173,917	175,656	177,413

¹ This year’s fiscal year 2009 data includes four inquiries that were not included in the fiscal year 2009 data submitted last year.

² The state-run Welcome Center program budget was reduced from \$1,551,008 in the beginning of fiscal year 2009 to \$734,149 at the end of fiscal year 2010, and from 12 state-run facilities in the beginning of fiscal year 2009 to four at the end of fiscal year 2010. The four centers left were reduced to operating four days per week, Thursday through Sunday, eight hours per day.

³ The methodology for calculating the employment figures represents the average number of employees in these sub-sectors over the twelve months of the fiscal year. The most recent updated data for fiscal year 2009 has been included; the fiscal year 2009 figures printed last year have been revised by the U.S. Bureau of Labor Statistics. According to a BLS announcement in January 2010, labor estimate revisions affected all not seasonally adjusted labor statistics from April 2008 forward. Fiscal year 2010 estimates are preliminary, as is standard for U.S. BLS employment estimate schedules.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	27.00	25.00	25.00
Number of Contractual Positions.....	6.78	3.40	9.50
01 Salaries, Wages and Fringe Benefits.....	2,178,463	1,865,102	2,068,892
02 Technical and Special Fees.....	192,521	76,269	385,648
03 Communication.....	311,498	204,416	161,239
04 Travel.....	70,013	86,517	53,118
06 Fuel and Utilities.....	15,872	4,864	8,121
07 Motor Vehicle Operation and Maintenance	45,820	36,596	34,633
08 Contractual Services.....	703,904	433,622	414,499
09 Supplies and Materials.....	42,579	58,679	29,121
10 Equipment—Replacement.....	3,979		
11 Equipment—Additional.....	31,652		
12 Grants, Subsidies and Contributions.....	305,500	561,600	305,500
13 Fixed Charges.....	233,756	277,529	247,698
Total Operating Expenses.....	1,764,573	1,663,823	1,253,929
Total Expenditure.....	4,135,557	3,605,194	3,708,469
Original General Fund Appropriation.....	4,703,627	3,571,274	
Transfer of General Fund Appropriation.....	-568,070	33,920	
Net General Fund Expenditure.....	4,135,557	3,605,194	3,459,607
Special Fund Expenditure.....			248,862
Reimbursable Fund Income:			
J00100 DOT-Maryland Aviation Administration			248,862

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Program Description:

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
08 Contractual Services.....	2,621,965	2,750,000	2,850,000
12 Grants, Subsidies and Contributions.....	942,029	2,450,000	2,500,000
Total Operating Expenses.....	3,563,994	5,200,000	5,350,000
Total Expenditure.....	3,563,994	5,200,000	5,350,000
Original General Fund Appropriation.....	4,592,179	5,000,000	
Transfer of General Fund Appropriation.....	-2,007,774	-100,000	
Net General Fund Expenditure.....	2,584,405	4,900,000	5,000,000
Special Fund Expenditure.....	979,589	300,000	350,000
Total Expenditure.....	3,563,994	5,200,000	5,350,000
Special Fund Income:			
T00319 Tourism Board Revolving Fund.....	979,589	300,000	350,000

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 literary, performing and visual arts providing grants to individual artists; arts organizations and presenters; and county arts councils. MSAC also 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

- Support artists and arts organizations and presenters.
- Ensure access to arts for all Marylanders.
- Promote statewide awareness of resources and opportunities.

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

Objective 1.1 Maximize gross sales by the Maryland non-profit arts industry.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Outcome: Gross sales by Maryland non-profit arts industry (\$ billions)	1.13	1.01	1.03	1.02

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.

	2009	2010**	2011	2012
Performance Measures	Actual	Estimated	Estimated	Estimated
Input: Number of Web visitors (unique visitors to main page)	153,900*	160,000	165,000	167,000
Output: Grants for Organizations (GFO) - matching funds (\$ millions)	167.2*	160.0	165.0	165.0
Community Arts Development (CAD) - matching funds (\$ millions)	17.1*	15.0	16.0	17.0
Artists in Education (estimated):				
Children served through performances and residencies (thousands)	214*	210	220	230
Matching funds (\$ thousands)	536*	500	520	540
Individual artists programs - number of artists participating	674	817	857	892
Maryland traditions; folk/traditional arts program – institutions served	113	105	105	110
Number of attendees at arts events supported by MSAC (millions)	10.0*	11.0	12.0	12.5
Outcome: State and local taxes paid by Maryland non-profit arts industry (\$ millions)	40.0*	41.0	41.5	42.0
Per capita arts investment	2.52	2.34	2.32	2.20
Arts organizations payroll (\$ millions) (Including GFO and CAD administrative, artistic, educational and technical personnel)	85.1	81.0	81.5	81.0

Note: * Data has changed from what was reported last year.

** 2010 aggregate actual data are subject to change.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
Number of Authorized Positions	13.00	13.00	13.00
Number of Contractual Positions45		1.60
01 Salaries, Wages and Fringe Benefits	1,029,983	996,559	1,068,220
02 Technical and Special Fees	77,896	55,100	154,636
03 Communication	39,108	53,587	38,804
04 Travel	38,603	53,146	38,188
06 Fuel and Utilities	14,917	20,410	15,365
08 Contractual Services	209,989	414,318	358,974
09 Supplies and Materials	19,938	24,205	19,186
10 Equipment—Replacement	5,306		
11 Equipment—Additional	560		
12 Grants, Subsidies and Contributions	12,529,823	12,588,046	12,564,751
13 Fixed Charges	176,761	149,674	147,168
Total Operating Expenses	13,035,005	13,303,386	13,182,436
Total Expenditure	14,142,884	14,355,045	14,405,292
Original General Fund Appropriation	13,499,374	13,267,237	
Transfer of General Fund Appropriation	-200,940		
Net General Fund Expenditure	13,298,434	13,267,237	13,298,434
Special Fund Expenditure	187,985	300,000	300,000
Federal Fund Expenditure	656,465	787,808	806,858
Total Expenditure	14,142,884	14,355,045	14,405,292

Special Fund Income:

T00313 Artist in Education Local Sponsors (AIELS)	187,985	300,000	300,000
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Federal Fund Income:

45.025 Promotion to the Arts—Partnership Agreements	656,465	787,808	806,858
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.06 FILM PRODUCTION REBATE PROGRAM — DIVISION OF TOURISM, FILM AND THE ARTS

Program Description:

The Film Production Rebate Fund was created to retain and encourage the expansion of the film industry in Maryland. The program allows a qualified film production company to claim a rebate in the amount up to 25% of the total direct costs incurred in the State while filming on-location. In order to qualify for a grant, productions must spend at least \$500,000 in Maryland and over 50% of filming must occur in the state. Grant recipients are chosen by the Secretary and are based on merit and economic benefit to the state. The production of films, television series and commercials stimulates Maryland's economy including job growth, business sales and an increased tax base.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....	547,000	1,000,000	1,000,000
Total Operating Expenses.....	<u>547,000</u>	<u>1,000,000</u>	<u>1,000,000</u>
Total Expenditure.....	<u>547,000</u>	<u>1,000,000</u>	<u>1,000,000</u>
Original General Fund Appropriation.....	1,000,000	1,000,000	
Transfer of General Fund Appropriation.....	<u>-453,000</u>		
Net General Fund Expenditure.....	<u>547,000</u>	<u>1,000,000</u>	<u>1,000,000</u>

T00G00.08 PRESERVATION OF CULTURAL ARTS PROGRAM — DIVISION OF TOURISM, FILM AND THE ARTS

Program Description:

Established in 2009 in response to the impact of the recession on private and philanthropic support, the purpose of this program is to provide emergency grants to eligible cultural arts organizations, including museums, or similar entities in the State to prevent the closure or termination of a cultural arts organization. The Department of Business and Economic Development (DBED) administers the Fund. These funds are supplemental and are not intended to take the place of funding that would otherwise be appropriated for these organizations.

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....		500,000	1,000,000
Total Operating Expenses.....		<u>500,000</u>	<u>1,000,000</u>
Total Expenditure.....		<u>500,000</u>	<u>1,000,000</u>
Special Fund Expenditure.....		<u>500,000</u>	<u>1,000,000</u>

Special Fund Income:

T00328 Preservation of Cultural Arts.....		<u>500,000</u>	<u>1,000,000</u>
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MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

SUMMARY OF MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

	2010 Actual	2011 Appropriation	2012 Allowance
Operating Expenses	16,693,192	13,858,192	15,673,192
Original General Fund Appropriation.....	19,068,192	15,858,192	
Transfer/Reduction	-3,325,000	-2,000,000	
Net General Fund Expenditure.....	15,743,192	13,858,192	15,673,192
Non-Budgeted Funds	950,000		
Total Expenditure	16,693,192	13,858,192	15,673,192

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 Research and Development 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 and Commercialization

Objective 1.1 Encourage collaboration between research institutions and early-stage companies.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of Maryland Technology Transfer Fund awards	28	20	18	16
Number of University Technology Development Fund awards	5	7	5	5

Objective 1.2 Promote institutional research to entrepreneurs via showcases.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of showcases	4	4	4	4

Goal 2. Increase the future financial viability of start-up companies.

Objective 2.1 Assist start-up companies to receive downstream funding.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Cumulative amount of downstream funding leveraged by TEDCO Maryland Technology Transfer Fund dollars*	\$291M	\$320M	\$360M	\$385M

Note: * Leverage tracking began in fiscal year 2004.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....	4,343,192	3,458,192	3,273,192
Total Operating Expenses.....	<u>4,343,192</u>	<u>3,458,192</u>	<u>3,273,192</u>
Total Expenditure.....	<u>4,343,192</u>	<u>3,458,192</u>	<u>3,273,192</u>
Original General Fund Appropriation.....	3,668,192	3,458,192	
Transfer of General Fund Appropriation.....	-275,000		
Net General Fund Expenditure.....	<u>3,393,192</u>	<u>3,458,192</u>	3,273,192
Non-Budgeted Funds.....	950,000		
Total Expenditure.....	<u>4,343,192</u>	<u>3,458,192</u>	<u>3,273,192</u>
Non-budgeted Fund Income:			
T50701 TEDCO Reserve Fund.....	950,000		

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

GRANT ALLOCATION

	2010 Actual	2011 Appropriation	2012 Allowance
Salaries and Wages.....	1,440,295	1,450,295	1,450,295
Contractual Services.....	80,000	80,000	80,000
Equipment.....	15,000	15,000	
Other Operational Costs.....	1,857,897	1,912,897	1,742,897
Total.....	<u>3,393,192</u>	<u>3,458,192</u>	<u>3,273,192</u>
Non-Budgeted Funds			
Non Budgeted Funds.....	950,000		
Total Expenditure.....	<u>4,343,192</u>	<u>3,458,192</u>	<u>3,273,192</u>

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 1.1 In fiscal year 2012, TEDCO will manage the Maryland Stem Cell Research Fund and work with the Maryland Stem Cell Commission.

	2009	2010	2011	2012
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Research proposals received and reviewed	147	148	160	180
Output: Research projects awarded	58*	42	38	42
Research funding appropriated (\$ million)**	17.5	11.8	9.8	11.8

Note: * Originally was 59 awards, but one award was rescinded by the researcher.

** Excludes operational costs of program

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

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

Appropriation Statement:

	2010 Actual	2011 Appropriation	2012 Allowance
12 Grants, Subsidies and Contributions.....	12,350,000	10,400,000	12,400,000
Total Operating Expenses.....	12,350,000	10,400,000	12,400,000
Total Expenditure	12,350,000	10,400,000	12,400,000
Original General Fund Appropriation.....	15,400,000	12,400,000	
Transfer of General Fund Appropriation.....	-3,050,000	-2,000,000	
Net General Fund Expenditure.....	12,350,000	10,400,000	12,400,000

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2010 Positions	FY 2010 Expenditure	FY 2011 Positions	FY 2011 Appropriation	FY 2012 Positions	FY2012 Allowance	Symbol
t00a00 Office of the Secretary							
t00a0001 Secretariat Services							
secy dept busn econ devlp	1.00	142,961	1.00	155,000	1.00	155,000	
dep secy dept busn econ devlp	1.00	127,339	1.00	130,466	1.00	130,466	
prgm mgr senior iv	.00	116,836	1.00	125,743	1.00	125,743	
admin prog mgr iv	1.00	58,327	1.00	60,290	1.00	60,290	
prgm mgr iv	1.00	71,620	1.00	62,609	1.00	62,609	
admin prog mgr ii	1.00	74,558	1.00	80,333	1.00	80,333	
administrator iii	1.00	51,377	1.00	70,562	1.00	70,562	
administrator iii	2.00	133,235	2.00	143,949	2.00	143,949	
administrator i	.00	0	1.00	59,609	1.00	59,609	
administrator i	1.00	41,462	1.00	54,207	1.00	54,207	
exec assoc ii	1.00	41,849	1.00	55,859	1.00	55,859	
management associate	1.00	46,324	1.00	50,015	1.00	50,015	
TOTAL t00a0001*	11.00	905,888	13.00	1,048,642	13.00	1,048,642	
t00a0003 Office of Assistant Attorney General							
div dir ofc atty general	1.00	116,246	1.00	125,743	1.00	125,743	
asst attorney general viii	2.00	116,482	2.00	212,318	2.00	212,318	
asst attorney general vii	2.00	108,850	2.00	198,914	2.00	198,914	
asst attorney general vi	3.00	254,818	3.00	274,349	3.00	274,349	
administrator ii	1.00	60,192	1.00	64,847	1.00	64,847	
admin officer ii	1.00	49,522	1.00	53,359	1.00	53,359	
paralegal ii	1.00	42,136	1.00	45,213	1.00	45,213	
admin aide	1.00	39,654	1.00	42,464	1.00	42,464	
TOTAL t00a0003*	12.00	787,900	12.00	1,017,207	12.00	1,017,207	
t00a0005 Maryland Biotechnology Center							
exec dir md biotech ctr	1.00	103,274	1.00	147,600	1.00	147,600	
prgm mgr senior ii	1.00	70,402	1.00	106,159	1.00	106,159	
prgm mgr senior i	2.00	195,854	2.00	202,785	2.00	202,785	
administrator iii	2.00	125,401	2.00	134,691	2.00	134,691	
industrial dev supervisor	1.00	78,892	1.00	85,017	1.00	85,017	
administrator ii	1.00	65,236	1.00	69,999	1.00	69,999	
administrator ii	.00	0	1.00	56,750	1.00	56,750	
industrial dev officer iv	1.00	49,357	.00	0	.00	0	
exec assoc i	1.00	45,240	1.00	48,543	1.00	48,543	
management assoc	1.00	45,733	1.00	49,080	1.00	49,080	
TOTAL t00a0005*	11.00	779,389	11.00	900,624	11.00	900,624	
t00a0007 Office of Economic Policy and Legislative Affairs							
prgm mgr senior iii	1.00	108,418	1.00	113,327	1.00	113,327	
administrator vii	1.00	90,624	1.00	94,983	1.00	94,983	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2010 Positions	FY 2010 Expenditure	FY 2011 Positions	FY 2011 Appropriation	FY 2012 Positions	FY2012 Allowance	Symbol

t00a0007 Office of Economic Policy and Legislative Affairs							
prgm mgr iii	.00	0	1.00	90,706	1.00	90,706	
administrator iii	1.00	36,927	1.00	46,563	1.00	46,563	
exec assoc i	1.00	44,844	1.00	47,639	1.00	47,639	

TOTAL t00a0007*	4.00	280,813	5.00	393,218	5.00	393,218	
t00a0008 Office of Administration and Technology							
prgm mgr senior iv	1.00	57,664	.00	0	.00	0	
prgm mgr senior iii	1.00	99,089	1.00	102,996	1.00	102,996	
prgm mgr senior ii	2.00	180,337	2.00	194,930	2.00	194,930	
admin prog mgr iv	3.00	254,530	3.00	267,464	3.00	267,464	
administrator vi	2.00	158,911	2.00	174,668	2.00	174,668	
fiscal services admin iv	1.00	81,380	1.00	87,334	1.00	87,334	
admin prog mgr ii	1.00	79,073	1.00	85,017	1.00	85,017	
administrator v	1.00	60,724	1.00	65,157	1.00	65,157	
administrator iv	1.00	71,240	1.00	76,750	1.00	76,750	
administrator iii	2.00	113,984	2.00	122,569	2.00	122,569	
computer network spec mgr	1.00	75,796	1.00	77,359	1.00	77,359	
it programmer analyst superviso	1.00	60,001	1.00	64,642	1.00	64,642	
obs-data proc mgr v	1.00	71,240	1.00	76,750	1.00	76,750	
computer network spec lead	1.00	59,120	1.00	59,421	1.00	59,421	
administrator ii	2.00	136,142	2.00	128,465	2.00	128,465	
it programmer analyst ii	1.00	51,327	1.00	54,635	1.00	54,635	
personnel administrator i	2.00	119,474	1.00	64,847	1.00	64,847	
personnel administrator i	.00	0	1.00	63,618	1.00	63,618	
administrator i	2.00	105,779	2.00	113,732	2.00	113,732	
computer network spec i	1.00	48,060	1.00	49,313	1.00	49,313	
it programmer analyst i	2.00	90,932	2.00	97,357	2.00	97,357	
admin officer iii	2.00	97,962	1.00	60,270	1.00	60,270	
admin officer iii	.00	0	1.00	46,268	1.00	46,268	
agency procurement spec ii	1.00	48,968	1.00	52,770	1.00	52,770	
computer network spec trainee	1.00	49,247	1.00	46,268	1.00	46,268	
admin officer ii	3.00	139,628	3.00	148,741	3.00	148,741	
admin officer i	1.00	46,016	1.00	49,080	1.00	49,080	
computer user support spec ii	1.00	32,549	1.00	33,247	1.00	33,247	
computer user support spec ii	1.00	49,416	1.00	50,563	1.00	50,563	
services supervisor ii	1.00	41,049	1.00	44,052	1.00	44,052	
fiscal accounts technician ii	1.00	34,907	1.00	36,710	1.00	36,710	
exec assoc i	1.00	42,086	1.00	45,074	1.00	45,074	
fiscal accounts clerk manager	1.00	51,444	1.00	55,422	1.00	55,422	

TOTAL t00a0008*	43.00	2,608,075	42.00	2,695,489	42.00	2,695,489	
TOTAL t00a00 **	81.00	5,362,065	83.00	6,055,180	83.00	6,055,180	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2010 Positions	FY 2010 Expenditure	FY 2011 Positions	FY 2011 Appropriation	FY 2012 Positions	FY2012 Allowance	Symbol
t00e00 Division of Marketing and Communications							
t00e0001 Division of Marketing and Communications							
exec vi	1.00	106,279	1.00	114,284	1.00	114,284	
prgm mgr senior iii	1.00	29,560	.00	0	.00	0	
administrator vii	1.00	79,392	1.00	96,808	1.00	96,808	
administrator vi	1.00	73,579	1.00	79,453	1.00	79,453	
prgm mgr iii	1.00	60,089	1.00	87,334	1.00	87,334	
administrator v	2.00	154,001	2.00	159,339	2.00	159,339	
prgm mgr ii	1.00	55,772	1.00	78,832	1.00	78,832	
administrator iv	3.00	211,583	3.00	204,074	3.00	204,074	
administrator iii	4.00	226,233	4.00	269,180	4.00	269,180	
industrial dev supervisor	1.00	122,372	1.00	74,499	1.00	74,499	
industrial dev representative	2.00	149,650	2.00	152,070	2.00	152,070	
administrator ii	1.00	77,789	2.00	110,751	2.00	110,751	
administrator i	1.00	32,991	1.00	42,590	1.00	42,590	
industrial dev officer iv	1.00	54,888	1.00	54,207	1.00	54,207	
admin officer ii	2.00	74,460	2.00	99,125	2.00	99,125	
admin officer i	1.00	42,468	1.00	46,408	1.00	46,408	
management assoc	1.00	66,918	1.00	46,408	1.00	46,408	
office secy iii	1.00	25,947	.00	0	.00	0	
TOTAL t00e0001*	26.00	1,643,971	25.00	1,715,362	25.00	1,715,362	
TOTAL t00e00 **	26.00	1,643,971	25.00	1,715,362	25.00	1,715,362	
t00f00 Division of Business and Enterprise Development							
t00f0001 Assistant Secretary Business and Enterprise Development							
exec viii	1.00	100,459	1.00	133,112	1.00	133,112	
admin prog mgr iv	1.00	44,165	.00	0	.00	0	
administrator vii	1.00	93,451	.00	0	.00	0	
prgm mgr iv	.00	0	1.00	88,030	1.00	88,030	
administrator v	1.00	34,085	1.00	63,924	1.00	63,924	
industrial dev supervisor	1.00	89,421	.00	0	.00	0	
industrial dev representative	1.00	74,211	1.00	76,750	1.00	76,750	
administrator i	1.00	42,101	.00	0	.00	0	
admin officer ii	1.00	42,743	1.00	45,914	1.00	45,914	
TOTAL t00f0001*	8.00	520,636	5.00	407,730	5.00	407,730	
t00f0002 Office of International Investment and Trade							
prgm mgr iv	1.00	74,137	1.00	75,677	1.00	75,677	
administrator iv	3.00	205,575	3.00	209,527	3.00	209,527	
exec assoc i	1.00	45,367	1.00	48,543	1.00	48,543	
TOTAL t00f0002*	5.00	325,079	5.00	333,747	5.00	333,747	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2010 Positions	FY 2010 Expenditure	FY 2011 Positions	FY 2011 Appropriation	FY 2012 Positions	FY2012 Allowance	Symbol
t00f0004 Office of Business Development							
prgm mgr senior iii	1.00	113,654	1.00	117,751	1.00	117,751	
administrator vii	1.00	88,803	.00	0	.00	0	
prgm mgr iv	1.00	92,797	.00	0	.00	0	
prgm mgr iii	1.00	82,256	1.00	85,697	1.00	85,697	
administrator v	1.00	53,189	.00	0	.00	0	
administrator iv	2.00	103,294	.00	0	.00	0	
administrator iii	1.00	57,816	1.00	65,366	1.00	65,366	
industrial dev supervisor	3.00	297,645	5.00	393,354	5.00	393,354	
industrial dev representative	5.00	192,472	6.00	429,237	6.00	429,237	
industrial dev officer iv	1.00	20,588	1.00	53,189	1.00	53,189	
exec assoc ii	1.00	45,348	1.00	55,859	1.00	55,859	
management assoc	1.00	49,715	1.00	51,941	1.00	51,941	
TOTAL t00f0004*	19.00	1,197,577	17.00	1,252,394	17.00	1,252,394	
t00f0005 Office of Business Services							
prgm mgr senior iii	1.00	103,937	1.00	109,071	1.00	109,071	
administrator vii	1.00	94,359	1.00	96,808	1.00	96,808	
prgm mgr iv	1.00	75,134	1.00	80,081	1.00	80,081	
administrator v	1.00	68,864	1.00	75,914	1.00	75,914	
administrator iii	1.00	38,931	.00	0	.00	0	
administrator iii	1.00	67,808	1.00	73,316	1.00	73,316	
industrial dev supervisor	2.00	124,536	3.00	242,941	3.00	242,941	
industrial dev representative	5.00	305,851	6.00	384,916	6.00	384,916	
administrator i	1.00	53,414	1.00	57,386	1.00	57,386	
management assoc	1.00	15,886	1.00	37,977	1.00	37,977	
management associate	1.00	48,760	1.00	50,015	1.00	50,015	
office secy iii	.00	0	1.00	41,378	1.00	41,378	
TOTAL t00f0005*	16.00	997,480	18.00	1,249,803	18.00	1,249,803	
t00f0008 Financing Programs Operations							
prgm mgr senior iv	1.00	124,241	1.00	125,743	1.00	125,743	
prgm mgr senior ii	3.00	296,325	3.00	302,909	3.00	302,909	
prgm mgr senior i	1.00	103,109	1.00	103,328	1.00	103,328	
admin prog mgr iv	1.00	95,644	1.00	96,808	1.00	96,808	
administrator vii	1.00	88,639	1.00	89,717	1.00	89,717	
administrator iv	7.00	487,260	7.00	493,269	7.00	493,269	
administrator iii	1.00	72,324	1.00	73,316	1.00	73,316	
administrator ii	1.00	64,077	1.00	64,847	1.00	64,847	
fiscal services officer ii	2.00	118,127	2.00	119,706	2.00	119,706	
administrator i	5.00	366,371	1.00	59,609	1.00	59,609	
administrator i	.00	0	3.00	149,488	3.00	149,488	
exec assoc i	1.00	52,292	1.00	53,359	1.00	53,359	
management associate	2.00	78,517	2.00	79,673	2.00	79,673	
TOTAL t00f0008*	26.00	1,946,926	25.00	1,811,772	25.00	1,811,772	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2010 Positions	FY 2010 Expenditure	FY 2011 Positions	FY 2011 Appropriation	FY 2012 Positions	FY2012 Allowance	Symbol
t00f0013 Office of Military Affairs and Base Realignment							
prgm mgr senior iv	2.00	237,114	2.00	244,447	2.00	244,447	
administrator vii	.00	0	1.00	96,808	1.00	96,808	
administrator vi	1.00	68,776	1.00	70,903	1.00	70,903	
administrator v	2.00	151,560	2.00	156,247	2.00	156,247	
administrator iv	1.00	51,446	1.00	73,910	1.00	73,910	BPW(1)
administrator iii	1.00	69,768	1.00	71,926	1.00	71,926	
industrial dev representative	.00	0	.00	0	.00	0	
admin officer iii	1.00	44,880	1.00	46,268	1.00	46,268	
exec assoc i	1.00	50,785	1.00	52,356	1.00	52,356	
TOTAL t00f0013*	9.00	674,329	10.00	812,865	10.00	812,865	
TOTAL t00f00 **	83.00	5,662,027	80.00	5,868,311	80.00	5,868,311	
t00g00 Division of Tourism, Film and the Arts							
t00g0001 Assistant Secretary and Administration							
exec vii	1.00	110,091	1.00	114,444	1.00	114,444	
prgm mgr senior iv	1.00	121,078	1.00	125,743	1.00	125,743	
administrator vii	1.00	86,287	1.00	89,717	1.00	89,717	
administrator ii	3.00	190,802	1.00	64,847	1.00	64,847	
administrator ii	.00	0	2.00	132,292	2.00	132,292	
admin spec iii	1.00	14,638	.00	0	.00	0	
admin spec i	1.00	8,133	1.00	28,434	1.00	28,434	
TOTAL t00g0001*	8.00	531,029	7.00	555,477	7.00	555,477	
t00g0002 Office of Tourism Development							
prgm mgr senior i	1.00	100,776	1.00	103,328	1.00	103,328	
admin prog mgr iv	1.00	88,100	1.00	89,717	1.00	89,717	
administrator v	1.00	84,002	1.00	85,017	1.00	85,017	
administrator iv	2.00	145,411	2.00	146,415	2.00	146,415	
administrator ii	4.00	248,510	4.00	251,722	4.00	251,722	
administrator i	2.00	97,306	1.00	60,757	1.00	60,757	
administrator i	.00	0	1.00	41,074	1.00	41,074	
industrial dev officer iv	1.00	55,652	1.00	58,487	1.00	58,487	
admin officer iii	3.00	155,261	1.00	52,770	1.00	52,770	
admin officer iii	.00	0	2.00	107,640	2.00	107,640	
computer info services spec ii	1.00	48,573	1.00	50,811	1.00	50,811	
industrial dev officer iii	1.00	52,157	1.00	54,809	1.00	54,809	
admin officer ii	2.00	90,459	2.00	92,713	2.00	92,713	
admin officer i	1.00	43,362	1.00	45,560	1.00	45,560	
admin spec iii	1.00	39,038	1.00	45,213	1.00	45,213	
admin spec ii	1.00	36,872	1.00	39,473	1.00	39,473	
travel information aide ii	1.00	19,218	1.00	36,162	1.00	36,162	
travel information aide i	2.00	95,511	.00	0	.00	0	
management associate	1.00	54,171	1.00	49,080	1.00	49,080	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2010 Positions	FY 2010 Expenditure	FY 2011 Positions	FY 2011 Appropriation	FY 2012 Positions	FY2012 Allowance	Symbol

t00g0002 Office of Tourism Development							
admin aide	1.00	38,572	1.00	40,939	1.00	40,939	

TOTAL t00g0002*	27.00	1,492,951	25.00	1,451,687	25.00	1,451,687	
t00g0005 Maryland State Arts Council							
prgm mgr iv	1.00	86,305	1.00	93,194	1.00	93,194	
administrator iii	1.00	51,283	.00	0	.00	0	
administrator ii	1.00	124,459	2.00	127,264	2.00	127,264	
fiscal services officer ii	1.00	38,018	.00	0	.00	0	
administrator i	2.00	79,559	2.00	119,244	2.00	119,244	
administrator i	2.00	119,070	3.00	182,293	3.00	182,293	
admin officer iii	.00	0	1.00	55,859	1.00	55,859	
admin officer ii	1.00	53,308	.00	0	.00	0	
admin officer ii	1.00	48,595	1.00	50,414	1.00	50,414	
fiscal accounts technician i	1.00	38,161	1.00	40,630	1.00	40,630	
admin aide	1.00	42,985	1.00	43,251	1.00	43,251	
admin aide	1.00	40,300	1.00	43,251	1.00	43,251	

TOTAL t00g0005*	13.00	722,043	13.00	755,400	13.00	755,400	
TOTAL t00g00 **	48.00	2,746,023	45.00	2,762,564	45.00	2,762,564	