

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

	2013 Actual	2014 Appropriation	2015 Allowance
Total Number of Authorized Positions.....	222.00	222.00	220.00
Total Number of Contractual Positions.....	16.45	19.45	18.15
Salaries, Wages and Fringe Benefits.....	20,851,379	23,403,029	23,639,532
Technical and Special Fees.....	800,790	1,000,988	938,200
Operating Expenses.....	99,601,400	133,782,951	137,303,685
Original General Fund Appropriation.....	49,349,528	67,073,227	
Transfer/Reduction.....	1,116,997	274,173	
Total General Fund Appropriation.....	50,466,525	67,347,400	
Less: General Fund Reversion/Reduction.....	212,947		
Net General Fund Expenditure.....	50,253,578	67,347,400	80,215,442
Special Fund Expenditure.....	66,556,377	66,886,145	80,857,549
Federal Fund Expenditure.....	3,474,639	22,936,682	808,426
Reimbursable Fund Expenditure.....	968,975	1,016,741	
Total Expenditure.....	<u>121,253,569</u>	<u>158,186,968</u>	<u>161,881,417</u>

SUMMARY OF OFFICE OF THE SECRETARY

	2013 Actual	2014 Appropriation	2015 Allowance
Total Number of Authorized Positions.....	83.00	84.00	84.00
Total Number of Contractual Positions.....	.92		.25
Salaries, Wages and Fringe Benefits.....	8,066,545	8,965,777	9,426,535
Technical and Special Fees.....	52,128	22,000	5,068
Operating Expenses.....	4,334,995	4,963,537	4,888,117
Original General Fund Appropriation.....	5,862,000	7,210,079	
Transfer/Reduction.....	790,165	2,658,115	
Total General Fund Appropriation.....	6,652,165	9,868,194	
Less: General Fund Reversion/Reduction.....	57,165		
Net General Fund Expenditure.....	6,595,000	9,868,194	9,950,034
Special Fund Expenditure.....	5,666,982	3,909,646	4,260,686
Federal Fund Expenditure.....	191,686	173,474	109,000
Total Expenditure.....	<u>12,453,668</u>	<u>13,951,314</u>	<u>14,319,720</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 for all of the Department of Business and Economic Development (DBED) activities 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 Attorney General, the BioMaryland Center, the Enterprise Investment Fund Administrator, and the Office of Administration and Technology.

KEY GOALS

DBED's mission is to create, attract, and retain jobs while promoting Maryland's vibrant cultural economies. To achieve this mission, the Department serves as a one-stop economic development shop that strives to attract new businesses, stimulate private investment, encourage the expansion and retention of existing companies and provide Maryland business with workforce training and financial assistance. The Department markets local products and services at home and abroad. The Agency is home to Maryland's official tourism marketing, arts and film offices. These offices ensure that the arts, culture and heritage of Maryland are available and accessible to all residents.

The Department has five overarching goals that drive strategic action plans.

- Goal 1.** Implement immediate and long-term business development strategies designed to leverage and strengthen Maryland's position as a top-tier state to start, expand or relocate technology, life sciences, defense and IT companies; provide enhanced support for seed and early stage enterprises with capacity to start new businesses, especially in targeted industries.
- Goal 2.** Ensure that the State's finance program portfolio is appropriately aligned with customer demand; advocate for adequate funding to maximize business success; and, aggressively communicate program benefits and available resources to targeted, eligible businesses.
- Goal 3.** Enhance and expand programs and services available to small and minority businesses; ensure regular outreach to and communication on technical services, contracting and procurement opportunities.
- Goal 4.** Effectively communicate and collaborate with the Agency's economic development partners at local, county and regional levels to ensure that available resources are aligned and appropriate strategies deployed to maximize job creation, job retention and business expansion.
- Goal 5.** Effectively market Maryland's business assets, workforce strengths and quality of life assets that promote Maryland as an outstanding location to visit, start or expand a business, invest in or live.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.01 SECRETARIAT SERVICES — OFFICE OF THE SECRETARY

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	17.00	16.00	16.00
Number of Contractual Positions.....	.25		.25
01 Salaries, Wages and Fringe Benefits	<u>1,900,613</u>	<u>1,802,542</u>	<u>1,914,715</u>
02 Technical and Special Fees.....	<u>10,945</u>	<u>4,000</u>	<u>5,068</u>
03 Communication.....	39,057	53,326	39,132
04 Travel	39,334	42,149	39,360
07 Motor Vehicle Operation and Maintenance	22,418	25,263	23,274
08 Contractual Services.....	42,131	80,575	48,525
09 Supplies and Materials	8,858	16,006	13,553
10 Equipment—Replacement.....	24,487		
12 Grants, Subsidies and Contributions.....	20,500	13,250	16,500
13 Fixed Charges.....	<u>315,413</u>	<u>264,141</u>	<u>229,974</u>
Total Operating Expenses.....	<u>512,198</u>	<u>494,710</u>	<u>410,318</u>
Total Expenditure.....	<u>2,423,756</u>	<u>2,301,252</u>	<u>2,330,101</u>
Original General Fund Appropriation.....	1,404,218	2,168,839	
Transfer of General Fund Appropriation.....	<u>615,927</u>	<u>-155,496</u>	
Net General Fund Expenditure.....	2,020,145	2,013,343	2,027,754
Special Fund Expenditure.....	355,748	235,999	270,347
Federal Fund Expenditure.....	<u>47,863</u>	<u>51,910</u>	<u>32,000</u>
Total Expenditure.....	<u>2,423,756</u>	<u>2,301,252</u>	<u>2,330,101</u>

Special Fund Income:

swf325 Budget Restoration Fund.....	6,602		
T00304 Maryland Industrial Development Financing Authority (MIDFA).....	125,692	84,960	89,193
T00305 Maryland Small Business Development Financing Authority (MSBDFA).....	41,898	28,319	32,454
T00310 Economic Development Opportunity Program.....	13,966	9,440	10,840
T00311 Maryland Enterprise Fund (MEF).....	41,898	28,320	48,666
T00324 Maryland Economic Development Assistance Authority and Fund.....	<u>125,692</u>	<u>84,960</u>	<u>89,194</u>
Total.....	<u>355,748</u>	<u>235,999</u>	<u>270,347</u>

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	6,266	8,445	
45.025 Promotion of the Arts—Partnership Agreements.....	34,757	34,827	32,000
59.061 State Trade and Export Promotion Pilot Grant Program.....	<u>6,840</u>	<u>8,638</u>	
Total.....	<u>47,863</u>	<u>51,910</u>	<u>32,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

PROGRAM DESCRIPTION

The Office of the Attorney General provides legal counsel and advice to the Secretary of the Department of Business and Economic Development (DBED) in negotiations, administrative proceedings, and litigation. The office also assists DBED staff in drafting documentation for financial assistance, legislation, and regulations.

MISSION

The mission of the Office of the 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 Attorney General supports the attainment of the goals and objectives for the Department.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	12.00	13.00	13.00
01 Salaries, Wages and Fringe Benefits	1,225,568	1,432,074	1,652,967
03 Communication	11,516	10,706	9,901
04 Travel	868	3,452	3,735
07 Motor Vehicle Operation and Maintenance	10,931	11,520	12,000
08 Contractual Services	32,272	46,566	47,895
09 Supplies and Materials	7,450	7,000	7,650
10 Equipment—Replacement	11,462		
11 Equipment—Additional	730		
13 Fixed Charges	105,171	109,494	142,845
Total Operating Expenses	180,400	188,738	224,026
Total Expenditure	1,405,968	1,620,812	1,876,993
Net General Fund Expenditure	91,664	91,664	91,664
Special Fund Expenditure	1,309,304	1,523,584	1,779,765
Federal Fund Expenditure	5,000	5,564	5,564
Total Expenditure	1,405,968	1,620,812	1,876,993

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA)	264,732	313,706	350,788
T00305 Maryland Small Business Development Financing Authority (MSBDF)	116,230	137,732	171,888
T00310 Economic Development Opportunity Program	47,829	56,677	33,384
T00311 Maryland Enterprise Fund (MEF)	160,588	190,296	271,530
T00312 Maryland Economic Adjustment Fund (MEAF)	1,157	1,371	
T00324 Maryland Economic Development Assistance Authority and Fund	695,194	823,802	952,175
T00329 Small, Minority and Women-Owned Business Investment Account	23,574		
Total	1,309,304	1,523,584	1,779,765

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	1,000	2,500	
45.025 Promotion of the Arts—Partnership Agreements	3,250	2,529	5,564
59.061 State Trade and Export Promotion Pilot Grant Program	750	535	
Total	5,000	5,564	5,564

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.04 MARYLAND ENTERPRISE INVESTMENT FUND ADMINISTRATION — OFFICE OF THE SECRETARY

Program Description:

The Maryland Enterprise Investment Fund and Challenge Programs are maintained by the Department of Business and Economic Development to provide incentives to high technology firms within Maryland. Commonly referred to as the Maryland Venture Fund ("MVF"), activities began in 1994 through the establishment of the Enterprise Fund, authorized by the General Assembly in fiscal year 1993. The Fund was developed to make equity investments in early enterprises located in the State or willing to move to the State. This initiative was enhanced to target investments in early stage, high technology companies experiencing difficulties attracting private sector investment dollars. Today, MVF activities are provided through six types of program activity: the Enterprise Investment Fund, the Challenge Investment Program, the Enterprise Venture Capital Limited Partnership Fund, the InvestMaryland Fund, the Maryland/Israel Development Fund and the Federal Information Processing Standard Certification Grant Program.

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	6.00	6.00	6.00
Number of Contractual Positions20		
01 Salaries, Wages and Fringe Benefits	571,704	890,950	877,873
02 Technical and Special Fees	11,709	18,000	
03 Communication	5,128	6,110	6,338
04 Travel	20,248	31,000	37,400
07 Motor Vehicle Operation and Maintenance	244	1,440	-488
08 Contractual Services	217,761	199,455	246,678
09 Supplies and Materials	9,112	3,400	11,300
10 Equipment—Replacement	8,991		
11 Equipment—Additional	1,954		
12 Grants, Subsidies and Contributions	13,800	109,000	95,000
13 Fixed Charges	26,188	73,160	77,336
Total Operating Expenses	303,426	423,565	473,564
Total Expenditure	886,839	1,332,515	1,351,437
Special Fund Expenditure	853,040	1,332,515	1,351,437
Federal Fund Expenditure	33,799		
Total Expenditure	886,839	1,332,515	1,351,437
Special Fund Income:			
T00311 Maryland Enterprise Fund (MEF)	853,040	1,332,515	1,351,437
Federal Fund Income:			
AA.T00 State Small Business Credit Initiative	33,799		

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.05 BIOMARYLAND CENTER – OFFICE OF THE SECRETARY

PROGRAM DESCRIPTION

The BioMaryland Center (BMC) consolidates and coordinates 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 BMC concentrates on efforts to create new biotechnology companies, sustains the growth of successful enterprises, and leverages 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 are guided by the Maryland Life Sciences Advisory Board, which Governor Martin O'Malley established in 2007.

MISSION

As Maryland's bioscience industry has grown to over 500 companies, there is a great need to consolidate and coordinate the various State, university, and private sector initiatives underway. The BioMaryland Center is 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. The vision included the establishment of the BioMaryland Center to help position 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 also 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.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of referrals into the Center from partner organizations, i.e. TEDCO, universities, and incubators ¹	60	85	85	90
Number of biotechnology companies utilizing the Center's resources ²	388	484	400	425

Objective 1.2 Prepare early stage biotechnology companies to be successful, leading to job creation.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of individuals utilizing the market research databases	191	147	200	225
Outcome: Number of people employed by life sciences companies based on North American Industry Classification System (NAICS) ³	36,593	37,690 ⁴	38,820	39,984

¹ Referral number is an estimate. BMC is currently working on implementing a method to capture this information.

² Company numbers are pooled across multiple programs (Biotechnology Development Awards, Biotechnology Investor Incentive Tax Credit, InvestMaryland Challenge, market research databases, and company meetings) and therefore are not unique.

³ This performance measure is the only MBC measure reported by calendar year.

⁴ This is an estimate because actual employment numbers are not available until 6 months after the close of the calendar year. Actual calendar year data for 2013 will be available in June 2014.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.05 BIOMARYLAND 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 BMC to raise in-state visibility of programs and resources to the Maryland bioscience community, as well as Maryland’s life sciences assets globally.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Total number of unique visitors to the Center’s website	67,951	66,011 ⁵	80,000	88,000

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Total number of individuals attending Center and BioMaryland-partnered outreach efforts	5,458	4,815	5,500	6,000
Output: Total number of statewide, national, and international Center and BioMaryland-partnered marketing outreach efforts (events, conferences, etc.)	37	53	50	60

⁵ In fiscal year 2013, BMC went through a re-branding and website re-design, which resulted in reduced traffic while search engine optimization took place.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00A00.05 BIOMARYLAND CENTER — OFFICE OF THE SECRETARY

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	9.00	9.00	9.00
Number of Contractual Positions.....	.38		
01 Salaries, Wages and Fringe Benefits	<u>907,424</u>	<u>992,858</u>	<u>1,005,688</u>
02 Technical and Special Fees.....	<u>27,132</u>		
03 Communication.....	23,906	27,443	29,579
04 Travel.....	46,143	57,675	46,143
07 Motor Vehicle Operation and Maintenance	13,243	14,089	14,552
08 Contractual Services.....	433,834	635,996	613,399
09 Supplies and Materials	30,017	15,246	30,017
10 Equipment—Replacement.....	11,337		
11 Equipment—Additional.....	4,398		
12 Grants, Subsidies and Contributions.....	1,647,108	1,918,015	1,930,480
13 Fixed Charges.....	<u>160,631</u>	<u>147,451</u>	<u>149,564</u>
Total Operating Expenses.....	<u>2,370,617</u>	<u>2,815,915</u>	<u>2,813,734</u>
Total Expenditure.....	<u>3,305,173</u>	<u>3,808,773</u>	<u>3,819,422</u>
Original General Fund Appropriation.....	909,868	1,235,336	
Transfer of General Fund Appropriation.....	<u>-5,000</u>	<u>2,573,437</u>	
Net General Fund Expenditure.....	904,868	3,808,773	3,819,422
Special Fund Expenditure.....	<u>2,400,305</u>		
Total Expenditure.....	<u>3,305,173</u>	<u>3,808,773</u>	<u>3,819,422</u>

Special Fund Income:

swf325 Budget Restoration Fund.....	4,789
T00311 Maryland Enterprise Fund (MEF).....	91,988
T00324 Maryland Economic Development Assistance Authority and Fund.....	<u>2,303,528</u>
Total.....	<u>2,400,305</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. 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 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:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	39.00	40.00	40.00
Number of Contractual Positions.....	.09		
01 Salaries, Wages and Fringe Benefits	3,461,236	3,847,353	3,975,292
02 Technical and Special Fees.....	2,342		
03 Communication.....	49,315	53,870	42,748
04 Travel	8,394	3,453	3,832
07 Motor Vehicle Operation and Maintenance	43,987	49,935	49,438
08 Contractual Services.....	284,641	416,501	376,039
09 Supplies and Materials	26,823	25,043	26,550
10 Equipment—Replacement.....	85,148		
11 Equipment—Additional.....	1,804		
13 Fixed Charges.....	468,242	491,807	467,868
Total Operating Expenses.....	968,354	1,040,609	966,475
Total Expenditure	4,431,932	4,887,962	4,941,767
Original General Fund Appropriation.....	3,456,250	3,714,240	
Transfer of General Fund Appropriation.....	179,238	240,174	
Total General Fund Appropriation.....	3,635,488	3,954,414	
Less: General Fund Reversion/Reduction.....	57,165		
Net General Fund Expenditure.....	3,578,323	3,954,414	4,011,194
Special Fund Expenditure.....	748,585	817,548	859,137
Federal Fund Expenditure.....	105,024	116,000	71,436
Total Expenditure.....	4,431,932	4,887,962	4,941,767

Special Fund Income:

swf325 Budget Restoration Fund.....	15,629		
T00304 Maryland Industrial Development Financing Authority (MIDFA).....	263,864	294,317	283,472
T00305 Maryland Small Business Development Financing Authority (MSBDF).....	87,955	98,106	102,499
T00310 Economic Development Opportunity Program.....	29,318	32,702	34,878
T00311 Maryland Enterprise Fund (MEF).....	87,955	98,106	154,816
T00324 Maryland Economic Development Assistance Authority and Fund.....	263,864	294,317	283,472
Total.....	748,585	817,548	859,137

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	23,419	28,229	
45.025 Promotion of the Arts—Partnership Agreements.....	63,124	63,850	71,436
59.061 State Trade and Export Promotion Pilot Grant Program.....	18,481	23,921	
Total.....	105,024	116,000	71,436

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 program 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 strengths and advantages 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.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of media features placed by DBED related to Maryland’s competitive business advantages	1,365	1,722	2,000	2,200
Outcome: Value of media coverage	\$1,963,451	\$2,378,248	\$2,500,000	\$2,750,000

Objective 1.2 Promote Maryland’s competitive business advantages.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of e-communication subscribers	27,866	26,537	28,000	30,000
Number of impressions for advertising placements	32,752,073	41,455,224	37,000,000	25,000,000

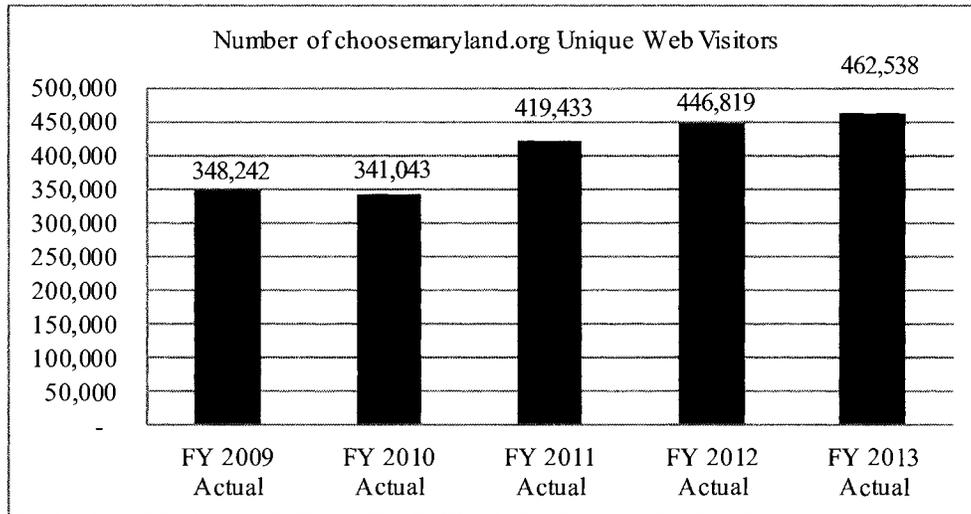
Objective 1.3 Increase web based communication to Maryland’s business community and stakeholders.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of choosemaryland.org unique web visitors	446,819	462,538	250,000 ¹	290,000
Number of web visits	1,061,765	1,361,224	320,000 ¹	360,000

¹Starting in 2014 this measure is reported using Google Analytics. This tool counts web visits and unique visitors differently and more accurately than the reporting mechanism that was used prior to 2014.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00E00.01 DIVISION OF MARKETING AND COMMUNICATIONS (Continued)



Goal 2. Increase outreach to stakeholders and clients 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.

Performance Measures	2012 Actual	2013 Actual	2014 Estimated	2015 Estimated
Input: Number of requests for service for economic data and research products	353	362	370	380

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

Performance Measures	2012 Actual	2013 Actual	2014 Estimated	2015 Estimated
Outcome: Value of creative projects on the open market	\$655,730	\$352,000	\$350,000	\$450,000
Value of partner event contributions and advertising co-ops	\$320,689	\$547,240	\$475,000	\$450,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

DIVISION OF MARKETING AND COMMUNICATIONS

T00E00.01 DIVISION OF MARKETING AND COMMUNICATIONS

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	24.00	26.00	26.00
01 Salaries, Wages and Fringe Benefits	2,323,805	2,701,506	2,610,666
03 Communication	42,050	40,485	41,869
04 Travel	16,729	24,327	14,311
07 Motor Vehicle Operation and Maintenance	12,291	12,960	13,500
08 Contractual Services	679,047	623,298	539,400
09 Supplies and Materials	24,700	28,778	22,621
10 Equipment—Replacement	21,003		
11 Equipment—Additional	6,034		
12 Grants, Subsidies and Contributions	11,248		
13 Fixed Charges	110,032	168,364	169,324
Total Operating Expenses	923,134	898,212	801,025
Total Expenditure	3,246,939	3,599,718	3,411,691
Original General Fund Appropriation	3,208,676	2,531,491	
Transfer of General Fund Appropriation	-825,693	281,809	
Net General Fund Expenditure	2,382,983	2,813,300	2,623,640
Special Fund Expenditure	863,956	786,418	788,051
Total Expenditure	3,246,939	3,599,718	3,411,691

Special Fund Income:

swf325 Budget Restoration Fund	14,024		
T00304 Maryland Industrial Development Financing Authority (MIDFA)	305,976	283,110	260,046
T00305 Maryland Small Business Development Financing Authority (MSBDFDA)	101,992	94,371	94,623
T00310 Economic Development Opportunity Program	33,997	31,457	31,486
T00311 Maryland Enterprise Fund (MEF)	101,992	94,370	141,850
T00324 Maryland Economic Development Assistance Authority and Fund	305,975	283,110	260,046
Total	863,956	786,418	788,051

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

	2013 Actual	2014 Appropriation	2015 Allowance
Total Number of Authorized Positions.....	75.00	72.00	70.00
Total Number of Contractual Positions.....	5.23	6.70	5.60
Salaries, Wages and Fringe Benefits.....	6,930,091	7,794,887	7,862,598
Technical and Special Fees.....	382,676	505,278	487,607
Operating Expenses.....	69,976,945	96,972,812	101,600,680
Original General Fund Appropriation.....	14,967,525	27,555,961	
Transfer/Reduction.....	581,525	-2,719,013	
Total General Fund Appropriation.....	15,549,050	24,836,948	
Less: General Fund Reversion/Reduction.....	155,782		
Net General Fund Expenditure.....	15,393,268	24,836,948	36,622,396
Special Fund Expenditure.....	59,401,444	61,402,553	73,208,812
Federal Fund Expenditure.....	2,495,000	19,033,476	119,677
Total Expenditure.....	<u>77,289,712</u>	<u>105,272,977</u>	<u>109,950,885</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.01 ASSISTANT SECRETARY OF 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 DBED. Included in the program are: the Office of International Investment and Trade, Office of Business Development, Office of Finance Programs, Office of Military Affairs, and Office of Strategic Industries and Innovation.

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, OBJECTIVES, AND PERFORMANCE MEASURES

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.

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of facility location opportunities	214	259	250	250
Number of facility location decisions	49	70	55	55
Number of issues resolved for Maryland businesses	473	799	550	550
Number of jobs created/retained from facility location decisions and issues resolved ¹	10,576	10,652	10,500	10,500

Goal 2. Promote 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.

¹ Created and retained jobs are associated with facility location decisions and/or successfully resolved issues. Jobs are counted at the time of the decision or successful resolution in accordance with DBED's Jobs Data Validation Procedures. The procedures require that the company or other entity outside of DBED with knowledge of the transaction verify the jobs through a document such as a press release, signed proposal letter, email, etc., which is entered into DBED's customer relationship management system. Analysis of prior years' performance indicates that a handful of transactions with large jobs numbers occur each year that contributes to the jobs total. Accordingly, annual jobs numbers may vary if the mix of transactions includes fewer large companies or conversely, more companies with a smaller employment base at the time of DBED assistance.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.01 ASSISTANT SECRETARY OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	4.00	4.00	4.00
01 Salaries, Wages and Fringe Benefits	<u>402,816</u>	<u>465,818</u>	<u>561,602</u>
03 Communication	12,340	11,812	5,008
04 Travel	9,253	7,751	6,631
07 Motor Vehicle Operation and Maintenance	3,475	2,836	1,467
08 Contractual Services	26,500	5,455	5,350
09 Supplies and Materials	6,473	635	660
10 Equipment—Replacement	34,149		
12 Grants, Subsidies and Contributions	15,000	2,500	2,500
13 Fixed Charges	<u>43,378</u>	<u>19,033</u>	<u>19,306</u>
Total Operating Expenses	<u>150,568</u>	<u>50,022</u>	<u>40,922</u>
Total Expenditure	<u>553,384</u>	<u>515,840</u>	<u>602,524</u>
Original General Fund Appropriation	385,026	491,578	
Transfer of General Fund Appropriation	<u>136,007</u>	<u>-11,091</u>	
Total General Fund Appropriation	521,033	480,487	
Less: General Fund Reversion/Reduction	<u>1,262</u>		
Net General Fund Expenditure	519,771	480,487	565,629
Special Fund Expenditure	<u>33,613</u>	<u>35,353</u>	<u>36,895</u>
Total Expenditure	<u>553,384</u>	<u>515,840</u>	<u>602,524</u>

Special Fund Income:

swf325 Budget Restoration Fund	1,957		
T00304 Maryland Industrial Development Financing Authority (MIDFA)	11,396	12,727	12,175
T00305 Maryland Small Business Development Financing Authority (MSBDF)	3,799	4,243	4,429
T00310 Economic Development Opportunity Program	1,266	1,414	1,475
T00311 Maryland Enterprise Fund (MEF)	3,799	4,242	6,641
T00324 Maryland Economic Development Assistance Authority and Fund	<u>11,396</u>	<u>12,727</u>	<u>12,175</u>
Total	<u>33,613</u>	<u>35,353</u>	<u>36,895</u>

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

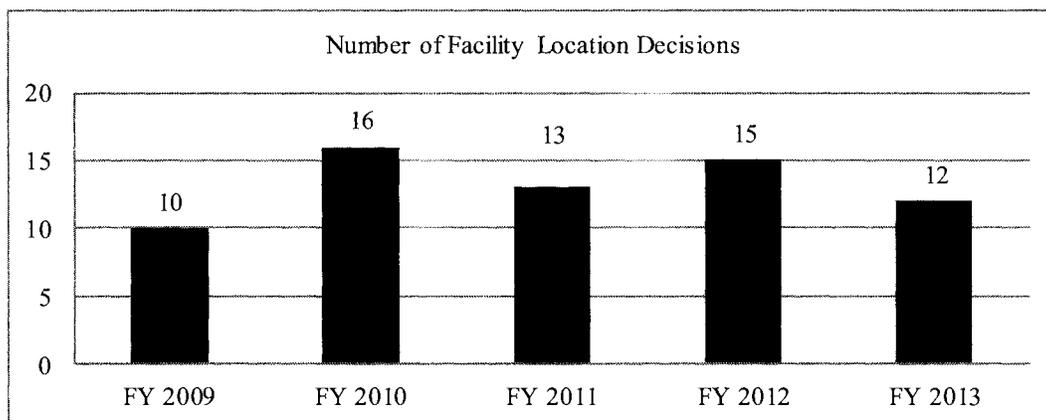
The Office of International Investment and Trade markets the assets of the State and builds relationships with chief business decision-makers to strengthen the State's economy for the benefit of all Marylanders. The purpose of this program is to encourage businesses in target industry sectors to locate 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.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of marketing and/or outreach activities	76	91	80	80
Number of prospects visiting Maryland buildings and/or sites	43	45	40	40
Outcome: Number of facility location decisions	15	12	15	15



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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of ExportMD grants awarded ¹	38	39	20	20
Number of export actions, and work-orders completed by DBED representatives in overseas offices	114	154	100	100
Outcome: Value of private sector export sales resulting from DBED assistance (\$ millions)	\$111	\$60	\$70	\$70

¹ ExportMD Grant Program is subject to availability of funds.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.02 OFFICE OF INTERNATIONAL INVESTMENT AND TRADE

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	7.00	7.00	6.00
Number of Contractual Positions.....	.98		
01 Salaries, Wages and Fringe Benefits	<u>568,936</u>	<u>678,939</u>	<u>655,601</u>
02 Technical and Special Fees.....	<u>71,315</u>		
03 Communication.....	23,219	19,022	23,678
04 Travel	86,819	194,216	186,908
07 Motor Vehicle Operation and Maintenance	3,260	1,440	1,500
08 Contractual Services.....	706,029	595,167	800,450
09 Supplies and Materials	6,149	12,509	2,071
10 Equipment—Replacement	529		
11 Equipment—Additional	447		
12 Grants, Subsidies and Contributions.....	835,366	977,931	873,012
13 Fixed Charges.....	<u>69,431</u>	<u>152,990</u>	<u>136,225</u>
Total Operating Expenses.....	<u>1,731,249</u>	<u>1,953,275</u>	<u>2,023,844</u>
Total Expenditure	<u>2,371,500</u>	<u>2,632,214</u>	<u>2,679,445</u>
Original General Fund Appropriation.....	1,600,196	1,874,818	
Transfer of General Fund Appropriation.....	<u>167,831</u>	<u>81,485</u>	
Net General Fund Expenditure.....	1,768,027	1,956,303	2,573,977
Special Fund Expenditure.....	77,928	85,697	105,468
Federal Fund Expenditure.....	<u>525,545</u>	<u>590,214</u>	
Total Expenditure	<u>2,371,500</u>	<u>2,632,214</u>	<u>2,679,445</u>

Special Fund Income:

swf325 Budget Restoration Fund.....	2,395		
T00304 Maryland Industrial Development Financing Authority (MIDFA).....	27,192	30,851	34,804
T00305 Maryland Small Business Development Financing Authority (MSBDFA).....	9,064	10,283	12,657
T00310 Economic Development Opportunity Program.....	3,021	3,428	4,219
T00311 Maryland Enterprise Fund (MEF).....	9,064	10,284	18,984
T00324 Maryland Economic Development Assistance Authority and Fund.....	27,192	30,851	34,804
Total	<u>77,928</u>	<u>85,697</u>	<u>105,468</u>

Federal Fund Income:

59.061 State Trade and Export Promotion Pilot Grant Program.....	<u>525,545</u>	<u>590,214</u>	
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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. 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 manage the marketing, underwriting, and monitoring of the MSBDFA program.

MISSION

MSBDFA's mission is to support the State's overall economy by promoting the viability of small businesses, particularly for those owned by socially or economically disadvantaged citizens.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Administer economic development programs for MSBDFA.

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of active accounts	91	77	80	85
Current dollar value of active accounts (in millions)	\$24.7	\$21.6	\$25.0	\$27.0

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
02 Technical and Special Fees.....	45		
08 Contractual Services.....	1,603,455	1,769,716	1,802,716
12 Grants, Subsidies and Contributions.....	3,500	25,000	25,000
Total Operating Expenses.....	<u>1,606,955</u>	<u>1,794,716</u>	<u>1,827,716</u>
Total Expenditure.....	<u>1,607,000</u>	<u>1,794,716</u>	<u>1,827,716</u>
Special Fund Expenditure.....	1,482,000	1,794,716	1,827,716
Federal Fund Expenditure.....	125,000		
Total Expenditure.....	<u>1,607,000</u>	<u>1,794,716</u>	<u>1,827,716</u>

Special Fund Income:

T00305 Maryland Small Business Development Financing Authority (MSBDFa).....	1,482,000	1,794,716	1,827,716
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Federal Fund Income:

AA.T00 State Small Business Credit Initiative.....	125,000		
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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 businesses for growth by assisting them with workforce, business development, financing and regulatory issues, as well as marketing Maryland's competitive advantages nationally to prospective new businesses.

MISSION

OBD's mission is to assist in the creation and retention of 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	2012 Actual	2013 Actual	2014 Estimated	2015 Estimated
Output: Number of substantive company interactions by the Regional Growth and Retention Team	¹	757	800	800
Number of conferences, trade shows and missions by the Business Attraction Team	¹	20	20	20
Number of group outreach activities to small business constituencies by the Small Business Resources Team	¹	46	33	33

¹ This data was not measured in these fiscal years so historical data is unavailable.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	22.00	19.00	19.00
Number of Contractual Positions.....	.05		
01 Salaries, Wages and Fringe Benefits	<u>2,062,331</u>	<u>2,076,883</u>	<u>2,084,375</u>
02 Technical and Special Fees.....	1,111		
03 Communication.....	41,938	40,189	50,707
04 Travel.....	37,392	40,738	37,392
06 Fuel and Utilities.....	684		684
07 Motor Vehicle Operation and Maintenance	38,124	55,380	66,725
08 Contractual Services.....	201,433	243,640	164,963
09 Supplies and Materials	7,683	4,132	5,837
10 Equipment—Replacement.....	30,269		
12 Grants, Subsidies and Contributions.....	929,223	1,172,547	1,301,055
13 Fixed Charges.....	<u>256,087</u>	<u>211,162</u>	<u>210,705</u>
Total Operating Expenses.....	<u>1,542,833</u>	<u>1,767,788</u>	<u>1,838,068</u>
Total Expenditure.....	<u>3,606,275</u>	<u>3,844,671</u>	<u>3,922,443</u>
Original General Fund Appropriation.....	2,663,336	3,296,041	
Transfer of General Fund Appropriation.....	239,679	-216,319	
Net General Fund Expenditure.....	<u>2,903,015</u>	<u>3,079,722</u>	<u>3,152,584</u>
Special Fund Expenditure.....	703,260	764,949	769,859
Total Expenditure.....	<u>3,606,275</u>	<u>3,844,671</u>	<u>3,922,443</u>

Special Fund Income:

swf325 Budget Restoration Fund.....	7,978		
T00304 Maryland Industrial Development Financing Authority (MIDFA).....	250,301	275,382	254,054
T00305 Maryland Small Business Development Financing Authority (MSBDFFA).....	83,434	91,793	92,382
T00310 Economic Development Opportunity Program.....	27,811	30,598	30,794
T00311 Maryland Enterprise Fund (MEF).....	83,434	91,794	138,575
T00324 Maryland Economic Development Assistance Authority and Fund.....	<u>250,302</u>	<u>275,382</u>	<u>254,054</u>
Total.....	<u>703,260</u>	<u>764,949</u>	<u>769,859</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.05 OFFICE OF STRATEGIC INDUSTRIES AND INNOVATION - DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Office of Strategic Industries and Innovation (OSII) focuses on positioning Maryland's existing and new companies towards industry sector growth and markets the State's competitive programs and initiatives to attract new businesses into the State. OSII focuses on increasing jobs in the burgeoning growth sectors of clean technology, renewable energy and sustainability, life sciences and healthcare, earth and space sciences, cyber-security, information technology, and manufacturing. OSII works to establish collaborative partnerships with relevant stakeholders across Maryland, a pivotal role to advancing OSII's objectives in these target areas. In forming these relationships OSII is able to identify sector assets, understand industry trends, and develop industry growth strategies for small businesses. OSII's role will effectively build, leverage and link businesses to resources, stakeholders, and investors. OSII efforts are geared towards creating a systematic approach for locating and assisting innovative new and existing Maryland based companies and domestic and international companies planning to locate or expand into Maryland.

MISSION

OSII's mission is to create, attract, and retain jobs by facilitating the growth of existing Maryland companies, recruiting new companies to Maryland, and positioning Maryland as a business friendly state.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Innovation, Entrepreneurship, and Commercialization: Provide support and direct assistance to start-up and early stage companies in Maryland's centers of innovation and industry sectors with growth opportunities.

Objective 1.1 Outreach to Maryland investors, incubators, universities, federal labs/facilities to connect with entrepreneurs and early stage companies to assist in promoting innovation and securing business locations in Maryland.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of businesses engaged with a focus on start-ups and early stage companies	¹	205	250	300

Goal 2. Strategic Alliances: Establish relationships and collaborative partnerships to build a resource bank for emerging business and industries to create synergy and connectivity among organizations, agencies, and the business community.

Objective 2.1 Develop and maintain relationships to optimize the pipeline of resources and access to information and develop opportunities for businesses. These efforts will encompass a variety of outreach and networking events as well as visits and meetings with Maryland centers of innovation, academia, local and state agencies, and economic development professionals. Developing strategic alliances provides a pipeline of available services and reciprocal development opportunities for small businesses, entrepreneurs and established industries charged with growing the economy. Creating strategic alliances also incorporates promotional activities, events, and initiatives promoting small business growth.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of outreach and networking events	¹	48	50	50
Number of signature events and activities	¹	3	3	3
Number of collaborations and partnerships formed	¹	1	3	5

Goal 3. Business Development – Growth, Expansion and Retention (GE&R): Actively market DBED programs and services to high potential growth companies and assist in sustaining business growth, expansion and retention.

Objective 3.1 Respond to business GE&R requests for resources and support.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of existing Maryland businesses assisted	¹	44	100	100

¹This data was not measured in this fiscal year, so historical data is unavailable.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.05 OFFICE OF STRATEGIC INDUSTRIES AND INNOVATION — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	11.00	12.00	12.00
Number of Contractual Positions.....	1.60	4.00	3.00
01 Salaries, Wages and Fringe Benefits.....	1,007,289	1,382,355	1,414,292
02 Technical and Special Fees.....	156,065	310,480	300,732
03 Communication.....	32,759	47,423	43,645
04 Travel.....	55,709	60,707	65,091
06 Fuel and Utilities.....	51		
07 Motor Vehicle Operation and Maintenance.....	43,414	18,206	19,323
08 Contractual Services.....	139,583	360,588	362,650
09 Supplies and Materials.....	5,968	4,620	6,300
10 Equipment—Replacement.....	14,631	3,700	
11 Equipment—Additional.....	730		
12 Grants, Subsidies and Contributions.....	963,750	1,139,469	977,500
13 Fixed Charges.....	151,474	104,033	104,574
Total Operating Expenses.....	1,408,069	1,738,746	1,579,083
Total Expenditure.....	2,571,423	3,431,581	3,294,107
Original General Fund Appropriation.....	2,182,697	2,776,142	
Transfer of General Fund Appropriation.....	7,547	222,473	
Total General Fund Appropriation.....	2,190,244	2,998,615	
Less: General Fund Reversion/Reduction.....	1,637		
Net General Fund Expenditure.....	2,188,607	2,998,615	2,856,151
Special Fund Expenditure.....	382,816	432,966	437,956
Total Expenditure.....	2,571,423	3,431,581	3,294,107

Special Fund Income:

swf325 Budget Restoration Fund.....	6,193		
T00304 Maryland Industrial Development Financing Authority (MIDFA).....	135,584	155,868	144,526
T00305 Maryland Small Business Development Financing Authority (MSBDFFA).....	45,195	51,955	52,554
T00310 Economic Development Opportunity Program.....	15,065	17,319	17,517
T00311 Maryland Enterprise Fund (MEF).....	45,195	51,956	78,832
T00324 Maryland Economic Development Assistance Authority and Fund.....	135,584	155,868	144,527
Total.....	382,816	432,966	437,956

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 International Organization for Standardization 9000 consortia programs working in cooperation with DBED.

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	113,664	125,000	100,000
Total Operating Expenses.....	<u>113,664</u>	<u>125,000</u>	<u>100,000</u>
Total Expenditure	<u>113,664</u>	<u>125,000</u>	<u>100,000</u>
Special Fund Expenditure.....	<u>113,664</u>	<u>125,000</u>	<u>100,000</u>

Special Fund Income:

T00327 Partnership for Workforce Quality Fund	<u>113,664</u>	<u>125,000</u>	<u>100,000</u>
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.08 OFFICE OF FINANCE PROGRAMS - DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

PROGRAM DESCRIPTION

The Office of Finance Programs (OFP) includes the Maryland Economic Development Assistance Authority and Fund (MEDAAF), Maryland Industrial Development Financing Authority (MIDFA), Economic Development Opportunities Fund (Sunny Day), Community Development Block Grants (CDBG), Maryland Economic Adjustment Fund (MEAF), and Maryland Enterprise Fund and Challenge Programs. These multi-purpose programs provide incentives, access to capital, and assistance to local governments resulting in job creation, job retention, and capital investment to the State.

MISSION

OFP administers a variety of capital assistance programs for businesses and jurisdictions in Maryland. In doing so, the Office seeks to:

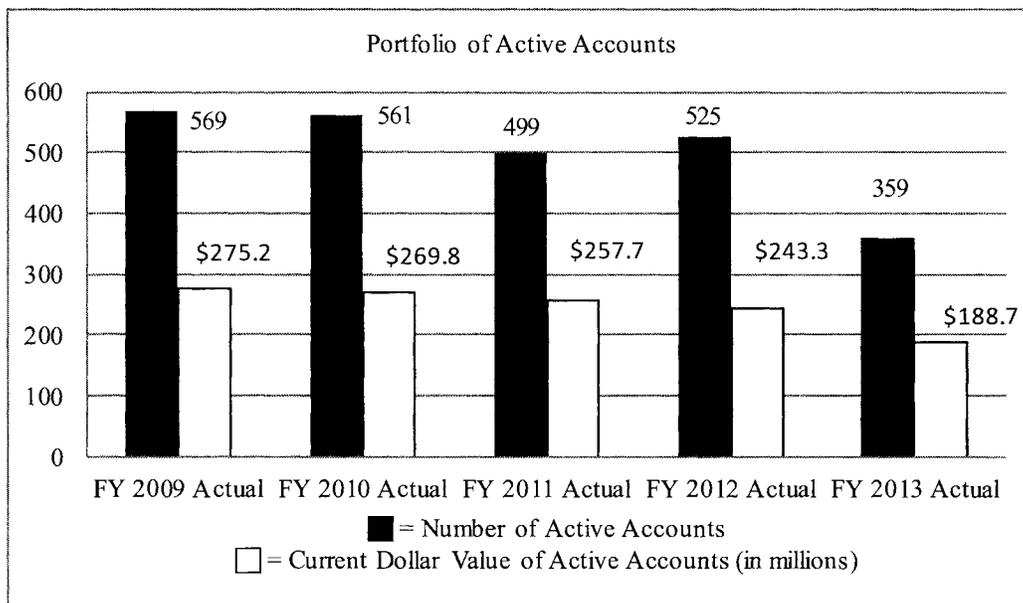
1. Create new and retain existing jobs for Maryland citizens,
2. Increase levels of private investment,
3. Promote the local economic development efforts of jurisdictions, and
4. Promote the viability of small to middle-market businesses with private capital limitations.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

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

Objective 1.1 Effectively manage OFP's portfolio of active accounts.

	2012 Actual	2013 Actual	2014 Estimated	2015 Estimated
Performance Measures				
Output: Number of active accounts	525	359	350	350
Current dollar value of active accounts (in millions)	\$243.3	\$188.7	\$200.0	\$200.0



DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.08 OFFICE OF FINANCE PROGRAMS - DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT (Continued)

Goal 2. OFP will increase the number of finance transactions.

Objective 2.1 Create a pipeline of opportunities for financing transactions.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of financing transaction opportunities created	1 ¹	374	300	300
Number of financing transactions settled	65 ²	61	60	60

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Dollar amount of total project costs (capital investment) anticipated for projects settled (in millions)	\$322.5	\$399.0	\$350.0	\$350.0

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

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of financing incentives approved to assist local economic development efforts	6	16	10	10

¹This data was not measured in this fiscal year, so historic data is unavailable.

²This figure was changed from the figure reported in the fiscal year 2014 Budget Book.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.08 OFFICE OF FINANCE PROGRAMS — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	25.00	25.00	25.00
Number of Contractual Positions.....	1.00	1.00	1.00
01 Salaries, Wages and Fringe Benefits.....	2,460,177	2,628,540	2,685,822
02 Technical and Special Fees.....	17,544	65,833	56,423
03 Communication.....	21,649	55,313	42,981
04 Travel.....	15,539	73,268	71,918
07 Motor Vehicle Operation and Maintenance	25,938	31,548	29,469
08 Contractual Services.....	135,130	575,450	580,150
09 Supplies and Materials	18,354	47,373	49,923
10 Equipment—Replacement	43,107	15,300	15,300
13 Fixed Charges.....	180,234	251,698	288,797
Total Operating Expenses.....	439,951	1,049,950	1,078,538
Total Expenditure.....	2,917,672	3,744,323	3,820,783
Special Fund Expenditure.....	2,899,672	3,744,323	3,820,783
Federal Fund Expenditure.....	18,000		
Total Expenditure.....	2,917,672	3,744,323	3,820,783

Special Fund Income:

T00304 Maryland Industrial Development Financing Authority (MIDFA).....	990,605	1,302,958	1,271,573
T00305 Maryland Small Business Development Financing Authority (MSBDFA).....	404,486	586,025	595,240
T00310 Economic Development Opportunity Program.....	180,739	234,554	240,610
T00311 Maryland Enterprise Fund (MEF).....	191,234	237,537	373,181
T00312 Maryland Economic Adjustment Fund (MEAF)	4,123		
T00324 Maryland Economic Development Assistance Authority and Fund.....	1,102,060	1,383,249	1,340,179
T00329 Small, Minority and Women-Owned Business Investment Account.....	26,425		
Total.....	2,899,672	3,744,323	3,820,783

Federal Fund Income:

AA.T00 State Small Business Credit Initiative.....	18,000		
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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:

	2013 Actual	2014 Appropriation	2015 Allowance
14 Land and Structures.....	3,649,740	10,513,117	6,255,000
Total Operating Expenses.....	<u>3,649,740</u>	<u>10,513,117</u>	<u>6,255,000</u>
Total Expenditure.....	<u>3,649,740</u>	<u>10,513,117</u>	<u>6,255,000</u>
Net General Fund Expenditure.....	2,500,000	1,500,000	1,500,000
Special Fund Expenditure.....	1,149,740	4,755,000	4,755,000
Federal Fund Expenditure.....		4,258,117	
Total Expenditure.....	<u>3,649,740</u>	<u>10,513,117</u>	<u>6,255,000</u>

Special Fund Income:

T00305 Maryland Small Business Development Financing Authority (MSBDFA).....	1,149,740	4,755,000	4,755,000
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Federal Fund Income:

AA.T00 State Small Business Credit Initiative.....		4,258,117	
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

TO0F00.09 MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY (MSBDFEA)

FY 2015 Loan and Guarantee Programs Summary

FUND BALANCE WORKSHEET FOR FY 2012 - FY2015

	FY 2012	FY 2013	FY 2014	FY 2015
BEGINNING BALANCE	8,595,388	12,775,041	15,623,414	14,114,801
REVENUE INCOME				
Loan Interest Payments	118,958	155,642	274,326	274,328
Investment Income	115,524	86,953	162,000	162,004
Guarantees & other fees	139,456	89,560	117,000	117,003
Direct Bond Fees	17,942	8,795	20,000	20,001
Other Fees	1,751	25,086	15,000	15,002
TOTAL REVENUE INCOME*	393,631	366,036	588,326	588,338
OTHER REVENUE				
General Funds	2,500,000	2,500,000	1,500,000	1,500,000
InvestMaryland Revenue	2,247,500	2,287,717	2,310,000	-
SSBCI Revenue	1,485,000	-	4,258,117	-
Direct Loan Repayments	1,441,904	1,211,441	1,250,000	1,250,000
Loan Recoveries	6,010	7,596	157,501	157,502
Loan Recissions	1,418,452	-	-	-
TOTAL OTHER REVENUE	9,098,866	6,006,754	9,475,618	2,907,502
TOTAL FUNDS AVAILABLE*	18,087,885	19,147,831	25,687,358	17,610,641
EXPENDITURES				
Operating Expenses	284,370	258,561	606,460	549,172
Management Fee	1,293,990	1,434,819	1,537,000	1,625,000
Indirect Admin. Expenses	632,644	686,278	765,980	836,108
Claims Paid	-	456,591	50,000	50,000
Prior Period Adjustment	(5,368)	(4,982)	-	-
TOTAL EXPENDITURES	2,205,636	2,831,267	2,959,440	3,060,280
LOAN/CREDIT ACTIVITY				
Direct Loan Disbursements	250,000	477,000	1,000,000	600,000
InvestMaryland Investments	-	-	2,255,000	2,255,000
SSBCI Activity	1,485,000	-	4,258,117	-
Revolving Line of Credit Disbursements	7,047,586	4,515,395	2,500,000	2,500,000
Line of Credit Repayment	(5,675,378)	(4,299,245)	(1,400,000)	(1,400,000)
TOTAL LOAN ACTIVITY	3,107,208	693,150	8,613,117	3,955,000
TOTAL EXPENDITURES/LOAN ACTIVITY	5,312,844	3,524,417	11,572,557	7,015,280
ENDING BALANCE**	12,775,041	15,623,414	14,114,801	10,595,361

*Numbers may not add due to rounding

**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 Fund Program shall foster, support, and assist the economic growth and revitalization of qualifying not-for-profit entities in the State by providing training and technical assistance services.

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....			110,000
Total Operating Expenses.....			<u>110,000</u>
Total Expenditure.....			<u>110,000</u>
Special Fund Expenditure.....			<u>110,000</u>
Total Expenditure.....			<u>110,000</u>
 Special Fund Income:			
T00330 Not-for-Profit Development Fund			<u>110,000</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 per investor. 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 Department of Business and Economic Development (DBED) issues an initial tax credit certificate for each approved investment in a qualified Maryland Biotechnology Company (QMBC) eligible for the 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 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.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Private Investment in QMBCs (millions)	\$18.9	\$14.6	\$20.0	\$20.0
Number of investors	157	134	200	200
Number of QMBCs receiving investment	19	23	27	30
New jobs created	33	26	35	50
Outcome: Number of QMBCs receiving investment that have remained viable in Maryland for 5 years or more	11	17	20	20

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	8,000,000	10,000,000	12,000,000
Total Operating Expenses.....	<u>8,000,000</u>	<u>10,000,000</u>	<u>12,000,000</u>
Total Expenditure	<u><u>8,000,000</u></u>	<u><u>10,000,000</u></u>	<u><u>12,000,000</u></u>
Net General Fund Expenditure.....		10,000,000	12,000,000
Special Fund Expenditure.....	<u>8,000,000</u>		
Total Expenditure	<u><u>8,000,000</u></u>	<u><u>10,000,000</u></u>	<u><u>12,000,000</u></u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

PROGRAM DESCRIPTION

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

MISSION

The mission of OMA is to enhance the economic viability and partnering capabilities of Maryland’s military facilities and defense agencies, 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 federal facilities.

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of direct Federal agency outreach	12	12	10	10

Goal 2. Foster business and community relationships with Maryland’s federal defense 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.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of new procurement contacts	20	8	5	5
Number of contract-related forums	3	1	2	2
Outcome: Number of attendees at contract-related forums	338	258	350	350

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

Goal 3. Operate as the point of contact and liaison between the State and military installations and federal defense agencies.

Objective 3.1 Expand outreach efforts to military installations, defense agencies, and federal government contractors.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Outcome: Number of federal agencies and contractors assisted	319	244	200	200

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.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of MMIC meetings	2	3	3	3
Outcome: Number of attendees	207	298	325	325

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	6.00	5.00	4.00
Number of Contractual Positions.....	1.60	1.70	1.60
01 Salaries, Wages and Fringe Benefits.....	428,542	562,352	460,906
02 Technical and Special Fees.....	136,596	128,965	130,452
03 Communication.....	8,648	13,531	12,098
04 Travel.....	18,532	25,689	23,963
07 Motor Vehicle Operation and Maintenance	6,996	7,200	7,500
08 Contractual Services.....	85,791	15,225	18,475
09 Supplies and Materials	2,034	3,910	2,075
10 Equipment—Replacement.....	18,191		
11 Equipment—Additional.....	1,003		
12 Grants, Subsidies and Contributions.....	260,333	309,910	234,000
13 Fixed Charges.....	56,095	72,485	79,232
Total Operating Expenses.....	457,623	447,950	377,343
Total Expenditure	1,022,761	1,139,267	968,701
Original General Fund Appropriation.....	836,270	817,382	
Transfer of General Fund Appropriation.....	30,461	-68,795	
Total General Fund Appropriation.....	866,731	748,587	
Less: General Fund Reversion/Reduction.....	2,883		
Net General Fund Expenditure.....	863,848	748,587	750,821
Special Fund Expenditure.....	32,459	99,147	98,203
Federal Fund Expenditure.....	126,454	291,533	119,677
Total Expenditure	1,022,761	1,139,267	968,701

Special Fund Income:

swf325 Budget Restoration Fund.....	2,398		
T00304 Maryland Industrial Development Financing Authority (MIDFA).....	10,822	35,693	32,406
T00305 Maryland Small Business Development Financing Authority (MSBDFDA).....	3,607	11,897	11,822
T00310 Economic Development Opportunity Program.....	1,203	3,966	3,940
T00311 Maryland Enterprise Fund (MEF).....	3,607	11,898	17,630
T00324 Maryland Economic Development Assistance Authority and Fund.....	10,822	35,693	32,405
Total	32,459	99,147	98,203

Federal Fund Income:

12.607 Community Economic Adjustment Planning Assistance	126,454	291,533	119,677
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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:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	7,860,000	9,102,207	11,110,811
Total Operating Expenses.....	<u>7,860,000</u>	<u>9,102,207</u>	<u>11,110,811</u>
Total Expenditure.....	<u>7,860,000</u>	<u>9,102,207</u>	<u>11,110,811</u>
Special Fund Expenditure.....	<u>7,860,000</u>	<u>9,102,207</u>	<u>11,110,811</u>

Special Fund Income:

T00329 Small, Minority and Women-Owned Business Investment Account.....	7,860,000	9,102,207	11,110,811
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.16 ECONOMIC DEVELOPMENT OPPORTUNITY FUND — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Program Description:

The Economic Development Opportunity Fund (Sunny Day) was created by statute in 1988 to enable Maryland to act on extraordinary economic development proposals that require financial assistance beyond the capabilities of other state and local financing programs. The Sunny Day Fund is a non-lapsing revolving fund administered by the Department of Business and Economic Development. Under the program, funds are loaned, granted or invested to assist in the retention and expansion of existing business, or the establishment and attraction of new business in Maryland.

The Department is required to submit an analysis of each Sunny Day proposal as part of the approval request process to the Legislative Policy Committee of the Maryland General Assembly. The analysis must include, among other things, a description of the projected economic impact and the number and type of jobs to be created and/or retained as a result of the project. The Department focuses significant attention on the analysis of a request and the projected economic impact before approval.

Additionally, the Department requires the local jurisdiction to participate by providing any one or a combination of the following: a loan, a conditional loan, a grant, an in-kind contribution, job training funds, tax credits, tax increment financing or below market contributions.

This program is offered to the Maryland business community by the Economic Development Operations staff. Economic Development Opportunity Fund performance measures are a part of the goals and performance measures in the Assistant Secretary of Business and Enterprise Development (T00F00.01) and Office of Finance Programs (T00F00.08) sections of this document.

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
14 Land and Structures.....	1,071,429	1,071,429	1,071,429
Total Operating Expenses.....	<u>1,071,429</u>	<u>1,071,429</u>	<u>1,071,429</u>
Total Expenditure	<u>1,071,429</u>	<u>1,071,429</u>	<u>1,071,429</u>
Special Fund Expenditure.....	<u>1,071,429</u>	<u>1,071,429</u>	<u>1,071,429</u>

Special Fund Income:

T00310 Economic Development Opportunity Program.....	1,071,429	1,071,429	1,071,429
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.16 ECONOMIC DEVELOPMENT OPPORTUNITY FUND (Sunny Day)

FY 2015 Grant and Loan Program

FUND BALANCE WORKSHEET FOR FY 2012 - FY 2015

	FY 2012	FY 2013	FY 2014	FY 2015
BEGINNING BALANCE	3,825,690	2,584,955	9,195,672	8,484,534
REVENUE				
Interest Income	11,980	14,015	11,736	9,411
Loan Repayments	83,363	113,108	115,388	117,713
Loan Recoveries and Grant Repayments	803,373	10,758	406,744	228,788
Investment Liquidation	381,496	396,816	247,978	337,021
Cancelled Encumbrances	-	7,500,000	-	-
TOTAL REVENUE	1,280,212	8,034,697	781,846	692,933
TOTAL FUNDS AVAILABLE	5,105,902	10,619,652	9,977,518	9,177,467
EXPENDITURES/ENCUMBRANCES				
Encumbrances/Approval Activity - Other	2,000,000	1,071,429	1,071,429	1,071,429
Operating Expenses	124,094	113,303	151,640	157,680
Indirect Expenses	400,757	240,912	269,915	256,136
Prior Period Operating/Indirect Adjustment	(3,904)	(1,664)	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	2,520,947	1,423,980	1,492,984	1,485,245
Ending Balance of Uncommitted Funds*	2,584,955	9,195,672	8,484,534	7,692,222

*Ending balances shown are balances in the State Reserve Fund.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

PROGRAM DESCRIPTION

The Enterprise Investment Fund (EIF) 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 (CIP) 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.

	2012	2013	2014	2015
	Actual	Actual	Estimated	Estimated
Performance Measures¹				
Output: Number of Challenge Investments approved	2	3	3	3
Number of Enterprise Investments approved	10	27	15	15
Amount of EIF commitments to private venture capital firms	²	\$31.0	\$24.0	\$0.0
Amount of EIF funded investments in private venture capital firms	²	\$4.7	\$11.0	\$11.0
Amount invested by private venture capital firms into Maryland small businesses	²	\$5.9	\$10.0	\$10.0
Amount of private investment leveraged by private venture capital firm investments	²	\$23.2	\$30.0	\$30.0

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

	2012	2013	2014	2015
	Actual	Actual	Estimated	Estimated
Performance Measures				
Output: Number of technology investment companies in the active IFG portfolio at the end of the fiscal year	115	115	130	130
Number of private venture capital firms in the active EIF Portfolio at the end of the year	²	12	15	15

¹ Dollar figures are in millions.

² New measure for which historical data is not available.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	300,000		300,000
14 Land and Structures.....	26,494,864	37,074,396	29,587,926
Total Operating Expenses.....	<u>26,794,864</u>	<u>37,074,396</u>	<u>29,887,926</u>
Total Expenditure.....	<u>26,794,864</u>	<u>37,074,396</u>	<u>29,887,926</u>
Special Fund Expenditure.....	25,094,863	25,615,000	29,887,926
Federal Fund Expenditure.....	<u>1,700,001</u>	<u>11,459,396</u>	
Total Expenditure.....	<u>26,794,864</u>	<u>37,074,396</u>	<u>29,887,926</u>

Special Fund Income:

T00311 Maryland Enterprise Fund (MEF).....	25,094,863	25,615,000	29,887,926
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Federal Fund Income:

AA.T00 State Small Business Credit Initiative.....	1,700,001	11,459,396	
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

TOOF00.17 MARYLAND ENTERPRISE INVESTMENT FUND AND CHALLENGE PROGRAMS

FUND BALANCE WORKSHEET FOR FY 2012 - FY2015

	FY 2012	FY 2013	FY 2014	FY 2015
BEGINNING BALANCE	2,145,915	27,986,258	31,120,874	31,824,556
REVENUE				
Federal SSBCI Funds	2,749,087	1,700,001	11,459,396	-
InvestMaryland Revenue	25,502,500	25,712,283	25,620,000	-
Equity Investment Earnings	375,250	3,207,340	1,600,000	1,600,000
Investment Liquidation	2,000,000		500,000	500,000
Royalties	5,807	226,062	150,000	150,000
Interest Income on Balance	37,982	300,369	400,000	400,000
Loan Repayments	179,331	121,446	-	-
Grant Repayments	71,043	72,207	-	-
Prior Encumbrance Cancellations	25,165	250,002	500,000	750,000
Other Revenue	-	8,580	-	-
TOTAL REVENUE	30,946,165	31,598,290	40,229,396	3,400,000
TOTAL FUNDS AVAILABLE	33,092,080	59,584,548	71,350,270	35,224,556
EXPENDITURES/ENCUMBRANCES				
Enterprise Investments/Grants Encumbrance	1,000,819	300,000	300,000	300,000
InvestMaryland - VC Investments	-	14,446,074	18,685,000	22,657,926
InvestMaryland - Direct Investments	-	10,348,789	6,930,000	6,930,000
SSBCI Activity	2,749,087	1,700,001	11,459,396	-
Operating Expenses	643,582	853,040	1,332,515	1,358,490
Indirect Expenses	719,184	820,753	818,803	1,264,828
Prior Year Adjustment	(6,850)	(4,983)	-	
TOTAL EXPENDITURES/ENCUMBRANCES	5,105,822	28,463,674	39,525,714	32,511,244
ENDING BALANCE*	27,986,258	31,120,874	31,824,556	2,713,312

*Numbers may not add due to rounding

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Program Description:

In consultation with the Maryland Department of Veterans Affairs, DBED administers the Military Personnel and Service-Disabled Veteran No-Interest Loan Program to offer loans to service-disabled veterans and specified businesses owned or employing military reservists or National Guard personnel called to active duty.

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
14 Land and Structures.....	150,000	300,000	300,000
Total Operating Expenses.....	<u>150,000</u>	<u>300,000</u>	<u>300,000</u>
Total Expenditure.....	<u>150,000</u>	<u>300,000</u>	<u>300,000</u>
Total General Fund Appropriation.....	300,000	300,000	
Less: General Fund Reversion/Reduction.....	<u>150,000</u>		
Net General Fund Expenditure.....	<u>150,000</u>	<u>300,000</u>	<u>300,000</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.19 CYBERMARYLAND INVESTMENT INCENTIVE TAX CREDIT PROGRAM—DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

The objective of the CyberMaryland Investment Incentive Tax Credit Program (the Program) is to stimulate and attract private investments in early-stage cybersecurity technology businesses in Maryland. The Program allows Maryland cybersecurity businesses to move forward in their technology development cycle to reach a stage at which they become attractive targets for acquisition and/or equity investment.

The Program provides an income tax credit for qualified, early-stage Maryland-based companies that create cybersecurity products and receive qualifying investments. To be eligible for the credit, companies must be a Qualified Maryland Cybersecurity Company (headquartered and operating in Maryland; in operation for five years or less; and have at least one full-time employee primarily engaged in the development of discrete cybersecurity products for commercial and federal markets). Companies may participate for no more than two years.

The Program provides a 33% refundable tax credit to the cybersecurity firms not to exceed \$250,000 (33% of maximum allowable investment \$757,576). Each company is limited to 15% of the total Program appropriation. Funds are subject to appropriation by the Maryland General Assembly; and are available for taxable years beginning after December 31, 2013, but before January 1, 2019.

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....		3,000,000	4,000,000
Total Operating Expenses.....		3,000,000	4,000,000
Total Expenditure.....		3,000,000	4,000,000
Net General Fund Expenditure.....		3,000,000	4,000,000

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.21 MARYLAND ECONOMIC ADJUSTMENT FUND — DIVISION OF BUSINESS AND ENTERPRISE DEVELOPMENT

Program Description:

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
14 Land and Structures.....		700,000	
Total Operating Expenses.....		<u>700,000</u>	
Total Expenditure		<u>700,000</u>	
Special Fund Expenditure.....		<u>700,000</u>	
 Special Fund Income:			
T00312 Maryland Economic Adjustment Fund (MEAF)		<u>700,000</u>	

TO0F00.21 MARYLAND ECONOMIC ADJUSTMENT FUND (MEAF)

FY 2015 Grant and Loan Program

FUND BALANCE WORKSHEET FOR FY 2012 - FY2015

	FY 2012	FY 2013	FY 2014	FY 2015
BEGINNING BALANCE	521,934	484,586	714,370	72,999
REVENUE				
Investment Income	5,836	4,585	5,000	5,000
Loan Interest Income	18,335	13,909	5,000	5,000
Loan Repayment	55,456	216,147	50,000	50,000
Loan Recoveries	200	300	-	-
Rescinded/Expired Encumbrances	12,041	-	-	-
Other Fees	47	-	-	-
TOTAL REVENUE	91,915	234,941	60,000	60,000
TOTAL FUNDS AVAILABLE*	613,849	719,527	774,370	132,999
EXPENDITURES				
Encumbrances/Approval Activity	-	-	700,000	-
Operating Expenses	26,294	-	-	-
Indirect Cost-Admin	103,078	5,280	1,371	-
Prior Period Operating/Indirect Adjustment	(109)	(123)	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	129,263	5,157	701,371	-
ENDING BALANCE*	484,586	714,370	72,999	132,999

*Numbers may not add due to rounding.

T00F00.23 MARYLAND ECONOMIC DEVELOPMENT ASSISTANCE AUTHORITY AND 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. MEDAAF performance measures are a part of the goals and performance measures in the Assistant Secretary Business and Enterprise Development (T00F00.01) and Office of Finance Programs (T00F00.08) sections of this document.

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	2,664,000	1,500,000	1,500,000
14 Land and Structures.....	12,336,000	12,350,000	26,500,000
Total Operating Expenses.....	<u>15,000,000</u>	<u>13,850,000</u>	<u>28,000,000</u>
Total Expenditure.....	<u>15,000,000</u>	<u>13,850,000</u>	<u>28,000,000</u>
Original General Fund Appropriation.....	4,500,000	3,500,000	
Transfer of General Fund Appropriation.....		-2,726,766	
Net General Fund Expenditure.....	4,500,000	773,234	8,923,234
Special Fund Expenditure.....	10,500,000	13,076,766	19,076,766
Total Expenditure.....	<u>15,000,000</u>	<u>13,850,000</u>	<u>28,000,000</u>

Special Fund Income:

T00324 Maryland Economic Development Assistance Authority and Fund.....	10,500,000	13,076,766	19,076,766
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

TOOF00.23 MARYLAND ECONOMIC DEVELOPMENT ASSISTANCE AUTHORITY AND FUND (MEDAAF)

FY 2015 Grant and Loan Program

FUND BALANCE WORKSHEET FOR FY 2012 - FY2015

	FY 2012	FY 2013	FY 2014	FY 2015
BEGINNING BALANCE	20,293,096	23,476,464	23,468,120	13,311,006
REVENUE				
General Funds	4,500,000	4,500,000	773,234	8,923,234
Investment Income	480,111	423,257	2,142,356	1,294,973
Interest Income	1,310,404	698,669	424,155	388,495
Loan Repayments*	6,875,672	7,369,468	5,375,405	5,915,641
Loan Recoveries and Grant Repayments*	643,893	762,310	648,439	553,098
Other Income*	24,954	73,835	236,200	113,682
Brownfields Local Property Tax Contributions	1,698,070	-	320,005	528,764
Investment Liquidation	1,427,895	229,759	303,051	215,261
Canceled Encumbrances/Recissions*	3,558,975	6,130,981	3,500,000	3,000,000
GO Bond Cancellation	(365,000)	-	-	
TOTAL REVENUE**	20,154,974	20,188,279	13,722,845	20,933,148
TOTAL FUNDS AVAILABLE**	40,448,070	43,664,743	37,190,965	34,244,154
EXPENDITURES/ENCUMBRANCES				
Encumbrances/Approval Activity***	11,800,879	15,000,000	20,000,000	20,000,000
Operating Expenses	501,887	488,480	628,612	656,013
Indirect Expenses***	4,685,921	4,743,131	2,751,347	2,782,512
Restricted Appropriation/Reversion	-	-	500,000	-
Prior Period Operating/Indirect Adjustment	(17,081)	(34,988)	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	16,971,606	20,196,623	23,879,959	23,438,525
Ending Balance of Uncommitted Funds**	23,476,464	23,468,120	13,311,006	10,805,629

*Classification of some revenues were modified to more accurately reflect revenue sources.

**Numbers may not add due to rounding

***Revised from last year's listing

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00F00.42 MARYLAND INDUSTRIAL DEVELOPMENT FINANCING AUTHORITY (MIDFA) — 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:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....		2,434,216	
Total Operating Expenses.....		<u>2,434,216</u>	
Total Expenditure		<u>2,434,216</u>	
Federal Fund Expenditure.....		<u>2,434,216</u>	
 Federal Fund Income:			
AA.T00 State Small Business Credit Initiative.....		<u>2,434,216</u>	

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

TOOF00.42 MARYLAND INDUSTRIAL DEVELOPMENT FINANCING AUTHORITY (MIDFA)

FY 2015 Grant and Loan Program

FUND BALANCE WORKSHEET FOR FY 2012 - FY2015

	FY 2012	FY 2013	FY 2014	FY 2015
BEGINNING BALANCE	41,979,368	38,536,949	37,155,266	35,438,881
REVENUE				
Federal SSBCI Funds	-	-	2,434,216	-
Interest Income	449,382	334,795	557,329	531,583
Insurance Premiums	49,033	56,515	90,000	95,000
Issuance & Other Fees	392,462	596,259	335,000	345,000
Loan Recoveries	-	1,925	-	-
TOTAL REVENUE	890,877	989,494	3,416,545	971,583
TOTAL FUNDS AVAILABLE*	42,870,245	39,526,443	40,571,811	36,410,464
EXPENDITURES				
SSBCI Activity	-	-	2,434,216	-
Operating Expenses	470,478	394,840	575,532	575,532
Indirect Cost-Admin	1,879,898	1,991,324	2,123,182	2,123,182
Prior Period Operating/Indirect Adjustment	(17,080)	(14,987)	-	-
Claims	2,000,000	-	-	-
TOTAL EXPENDITURES/ENCUMBRANCES	4,333,296	2,371,177	5,132,930	2,698,714
ENDING BALANCE (Before Reserve for Losses)*	38,536,949	37,155,266	35,438,881	33,711,750
Prior Reserve	2,670,268	4,076,422	2,265,666	4,265,666
Additional Reserve for Loan Losses	1,406,154	(1,810,756)	2,000,000	1,000,000
Ending Reserve for Loan Losses	4,076,422	2,265,666	4,265,666	5,265,666
ENDING BALANCE (AFTER RESERVE)*	34,460,527	34,889,600	31,173,215	28,446,084

*Numbers may not add due to rounding.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

SUMMARY OF DIVISION OF TOURISM, FILM AND THE ARTS

	2013 Actual	2014 Appropriation	2015 Allowance
Total Number of Authorized Positions.....	40.00	40.00	40.00
Total Number of Contractual Positions.....	10.30	12.75	12.30
Salaries, Wages and Fringe Benefits.....	3,530,938	3,940,859	3,739,733
Technical and Special Fees.....	365,986	473,710	445,525
Operating Expenses.....	24,366,326	30,948,390	30,013,863
Original General Fund Appropriation.....	25,311,327	29,775,696	
Transfer/Reduction.....	571,000	53,262	
Net General Fund Expenditure.....	25,882,327	29,828,958	31,019,372
Special Fund Expenditure.....	623,995	787,528	2,600,000
Federal Fund Expenditure.....	787,953	3,729,732	579,749
Reimbursable Fund Expenditure.....	968,975	1,016,741	
Total Expenditure.....	<u>28,263,250</u>	<u>35,362,959</u>	<u>34,199,121</u>

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

T00G00.01 OFFICE OF THE ASSISTANT SECRETARY

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:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	4.00	4.00	4.00
01 Salaries, Wages and Fringe Benefits	547,490	725,871	490,513
03 Communication.....	9,664	12,356	9,335
04 Travel	7,539	33,304	13,103
07 Motor Vehicle Operation and Maintenance	8,116	6,002	6,913
08 Contractual Services.....	40,272	68,912	49,018
09 Supplies and Materials	317	14,035	9,504
10 Equipment—Replacement	15,000		
12 Grants, Subsidies and Contributions.....	73,794	684,863	57,500
13 Fixed Charges	67,773	84,074	73,681
Total Operating Expenses.....	222,475	903,546	219,054
Total Expenditure	769,965	1,629,417	709,567
Original General Fund Appropriation.....	830,228	1,357,169	
Transfer of General Fund Appropriation.....	-64,396	8,753	
Net General Fund Expenditure.....	765,832	1,365,922	709,567
Special Fund Expenditure.....	3,158	60,000	
Reimbursable Fund Expenditure	975	203,495	
Total Expenditure	769,965	1,629,417	709,567

Special Fund Income:

swf325 Budget Restoration Fund.....	3,158	
T00319 Tourism Board Revolving Fund.....		60,000
Total	3,158	60,000

Reimbursable Fund Income:

D28A03 Maryland Stadium Authority	975	203,495
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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 and 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

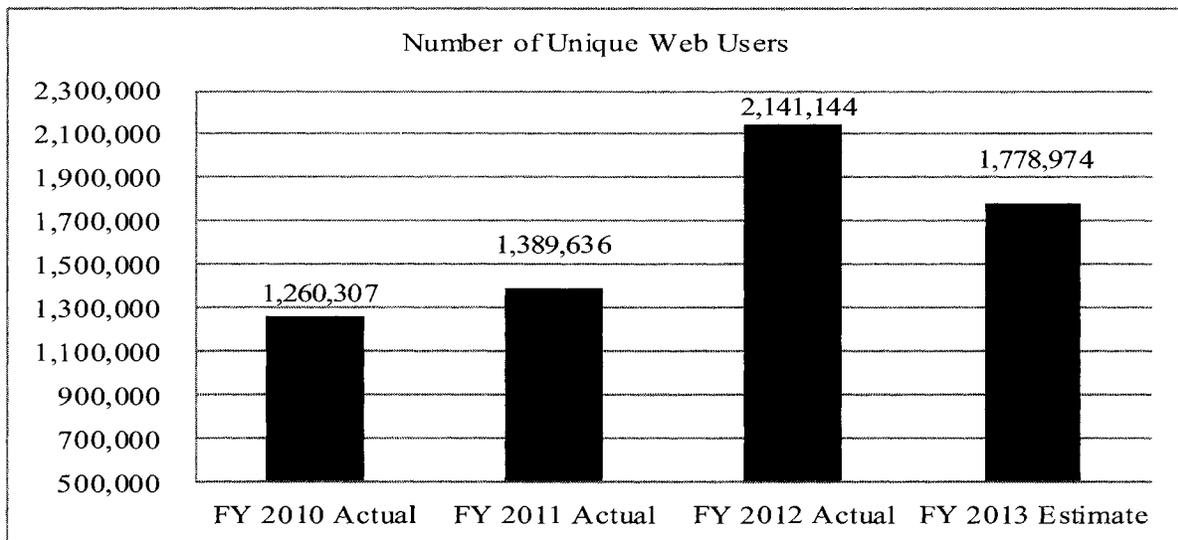
MOTD’s mission is to increase tourism expenditures to the State by: promoting Maryland’s attractions, accommodations, and visitor services; providing resident and out-of-state visitors with information and services to ensure a positive trip experience (spurring return visitation); and positioning Maryland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

Performance Measures	2012 Actual	2013 Actual	2014 Estimated	2015 Estimated
Input: Number of unique web users	2,141,144	1,778,974	1,900,000	2,200,000
Total number of advertising-generated inquiries	720,268	696,503	700,000	750,000
Output: Travel media exposure (dollars) ¹	\$15,378,375	\$13,696,468	\$14,000,000	\$17,000,000



¹ The fiscal year 2012 figure has been corrected since the publication of the Budget Book last year. The 2012 figure is an actual. The fiscal year 2013 figure for this measure is still an estimate.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Number of welcome center visitors	298,980	338,965	375,000	400,000
Output: Literature distribution	892,955	1,085,610	1,125,000	1,200,000

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 by the Tourism Promotion Act.

	2012	2013	2014	2015
Performance Measures (\$millions)	Actual	Actual ²	Estimated	Estimated
Outcome: Restaurants, lunchrooms, delis without beer, wine, and liquor (BWL)	\$103.4	\$105.7	\$108.0	\$110.4
Hotels, motels selling food with BWL	\$42.4	\$41.9	\$41.4	\$42.5
Restaurants and night clubs with BWL	\$74.1	\$75.8	\$77.5	\$79.3
General merchandise	\$7.7	\$7.8	\$7.9	\$8.0
Automobile, bus and truck rentals	\$58.0	\$56.2	\$54.4	\$52.7
Airlines – commercial	\$0.2	\$0.1	\$0.1	\$0.1
Hotels, motels, apartments, cottages	\$88.7	\$91.0	\$93.3	\$95.6
Recreation and amusement places	\$2.9	\$3.0	\$3.0	\$3.1
Total Tourism Sales Tax increment attributable to tourism:	\$377.4	\$381.5	\$385.6	\$391.7

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Outcome: Jobs generated:				
Arts, entertainment, and recreation	36,825	38,880	39,200	39,600
Accommodation	23,650	23,655	23,800	24,100
Food services and drinking places	178,250	184,725	186,500	188,400

² The Bureau of Revenue Estimates adjusted both fiscal year 2012 and 2013 revenues for the sales tax rate increase on the sales of alcohol.

³ The methodology for calculating the employment figures represents the average number of non-adjusted employment in these sub-sectors over the twelve months of the fiscal year. The most recent revised data as of August 9, 2013 from the U.S. Bureau of Labor Statistics has been included. Fiscal year 2012 actuals have been revised and fiscal year 2013 actuals 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:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	25.00	25.00	25.00
Number of Contractual Positions.....	8.30	10.75	9.30
01 Salaries, Wages and Fringe Benefits	2,025,858	2,237,982	2,238,221
02 Technical and Special Fees.....	257,219	360,339	247,923
03 Communication.....	271,935	193,414	264,794
04 Travel.....	96,276	48,599	78,343
06 Fuel and Utilities	9,223	10,210	10,210
07 Motor Vehicle Operation and Maintenance	26,749	29,338	31,137
08 Contractual Services	171,022	158,921	198,730
09 Supplies and Materials	32,105	23,738	36,794
10 Equipment—Replacement	22,669		
11 Equipment—Additional.....	6,392		
12 Grants, Subsidies and Contributions.....	206,181	314,450	185,873
13 Fixed Charges	275,763	273,258	292,013
Total Operating Expenses.....	<u>1,118,315</u>	<u>1,051,928</u>	<u>1,097,894</u>
Total Expenditure	<u>3,401,392</u>	<u>3,650,249</u>	<u>3,584,038</u>
Original General Fund Appropriation.....	3,319,814	3,487,968	
Transfer of General Fund Appropriation.....	71,396	34,753	
Net General Fund Expenditure.....	3,391,210	3,522,721	3,584,038
Special Fund Expenditure.....	10,182	127,528	
Total Expenditure	<u>3,401,392</u>	<u>3,650,249</u>	<u>3,584,038</u>
Special Fund Income:			
swf325 Budget Restoration Fund.....	10,182		
T00319 Tourism Board Revolving Fund.....		127,528	
Total	<u>10,182</u>	<u>127,528</u>	

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:

	2013 Actual	2014 Appropriation	2015 Allowance
08 Contractual Services	4,641,169	5,113,246	5,944,047
09 Supplies and Materials	-99		
12 Grants, Subsidies and Contributions	4,687,266	8,492,275	4,855,953
Total Operating Expenses	<u>9,328,336</u>	<u>13,605,521</u>	<u>10,800,000</u>
Total Expenditure	<u>9,328,336</u>	<u>13,605,521</u>	<u>10,800,000</u>
Net General Fund Expenditure	8,000,000	9,500,000	10,500,000
Special Fund Expenditure	349,967	300,000	300,000
Federal Fund Expenditure	10,369	2,992,275	
Reimbursable Fund Expenditure	968,000	813,246	
Total Expenditure	<u>9,328,336</u>	<u>13,605,521</u>	<u>10,800,000</u>

Special Fund Income:

T00319 Tourism Board Revolving Fund	349,967	300,000	300,000
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Federal Fund Income:

AB.T00 US Mint Star-Spangled Banner Commemorative Coin Sales		2,992,275	
15.926 American Battlefield Protection Program	10,369		
Total	<u>10,369</u>	<u>2,992,275</u>	

Reimbursable Fund Income:

J00B01 DOT-State Highway Administration	968,000	813,246	
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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 visual, literary, and performing arts by providing grants to arts organizations and presenters; county arts councils; schools; Arts & Entertainment (A&E) Districts; and individual artists. MSAC also promotes statewide awareness of arts resources, opportunities, and the impact of the arts on Maryland’s economy.

MISSION

The mission of the MSAC 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

- Strengthen Maryland arts organizations
- Honor and support Maryland artists
- Cultivate creativity through arts education
- Ensure statewide access to artistic experiences
- 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.

	2012 Actual ⁴	2013 Actual ⁵	2014 Estimated	2015 Estimated
Performance Measures				
Outcome: Gross sales by Maryland non-profit arts industry (\$ billions)	\$1.0	\$1.1	\$1.2	\$1.2

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.

	2012 Actual	2013 Actual ⁵	2014 Estimated	2015 Estimated
Performance Measures				
Input: Number of Web visitors (unique visitors to main page)	107,251	123,347	128,000	130,000
Output: Grants for Organizations (GFO) - matching funds (\$ millions)	\$210.1	\$220.0	\$230.0	\$240.0
Community Arts Development (CAD) - matching funds (\$ millions)	\$18.3	\$18.5	\$18.7	\$18.9
Artists in Education (estimated):				
Children served through performances and residencies (thousands)	213.3	198.2	220.0	225.0
Matching funds (\$ thousands)	\$538	\$520	\$540	\$550
Individual artists programs - number of artists participating	403	593	400	425
Maryland traditions; folk/traditional arts program – institutions served	134	139	140	143
Number of attendees at arts events supported by MSAC (millions)	7.9 ⁴	7.7	7.9	8.0
Outcome: State and local taxes paid by Maryland non-profit arts industry (\$ millions)	\$37.8	\$48.0	\$49.0	\$49.5
Per capita arts investment	\$2.24	\$2.24	\$2.59	\$2.65
Arts organizations payroll (\$ millions) (Including GFO and CAD administrative, artistic, educational and technical personnel)	\$92.5 ⁴	\$100.0	\$105.0	\$110.0

⁴ 2012 data has been changed from what was reported last year.

⁵ 2013 data is drawn from the Economic Impact Report for fiscal year 2012 produced by DBED Research and Information.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
Number of Authorized Positions	11.00	11.00	11.00
Number of Contractual Positions.....	2.00	2.00	3.00
01 Salaries, Wages and Fringe Benefits.....	957,590	977,006	1,010,999
02 Technical and Special Fees.....	108,767	113,371	197,602
03 Communication.....	36,982	28,410	39,031
04 Travel.....	87,823	49,152	91,119
06 Fuel and Utilities.....	14,584	14,910	15,167
08 Contractual Services.....	551,451	603,188	400,878
09 Supplies and Materials.....	22,423	23,138	25,607
10 Equipment—Replacement.....	19,162		
11 Equipment—Additional.....	860		493
12 Grants, Subsidies and Contributions.....	12,811,218	14,517,675	15,160,634
13 Fixed Charges.....	152,697	150,922	163,986
Total Operating Expenses.....	13,697,200	15,387,395	15,896,915
Total Expenditure.....	14,763,557	16,477,772	17,105,516
Original General Fund Appropriation.....	13,161,285	15,430,559	
Transfer of General Fund Appropriation.....	564,000	9,756	
Net General Fund Expenditure.....	13,725,285	15,440,315	16,225,767
Special Fund Expenditure.....	260,688	300,000	300,000
Federal Fund Expenditure.....	777,584	737,457	579,749
Total Expenditure.....	14,763,557	16,477,772	17,105,516

Special Fund Income:

swf325 Budget Restoration Fund.....	2,926		
T00313 Artist in Education Local Sponsors (AIELS).....	257,762	300,000	300,000
Total.....	260,688	300,000	300,000

Federal Fund Income:

45.025 Promotion of the Arts—Partnership Agreements.....	777,584	737,457	579,749
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DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

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:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....			2,000,000
Total Operating Expenses.....			<u>2,000,000</u>
Total Expenditure			<u>2,000,000</u>
Special Fund Expenditure.....			<u>2,000,000</u>

Special Fund Income:

T00328 Preservation of Cultural Arts.....			<u>2,000,000</u>
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MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

SUMMARY OF MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

	2013 Actual	2014 Appropriation	2015 Allowance
Operating Expenses	18,573,192	18,573,192	18,573,192
Total General Fund Appropriation	18,573,192	18,573,192	
Less: General Fund Reversion/Reduction	10,400,000		
Net General Fund Expenditure	8,173,192	18,573,192	18,573,192
Special Fund Expenditure	10,400,000		
Total Expenditure	18,573,192	18,573,192	18,573,192

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

T50T01.01 TECHNOLOGY DEVELOPMENT, TRANSFER AND COMMERCIALIZATION

PROGRAM DESCRIPTION

The 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 Incubator Business Assistance Fund, which promotes entrepreneurship and the creation of jobs in technology-related industries by establishing and operating effective incubators throughout the State that provide support to 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 and 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.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of Technology Commercialization Fund awards	18	18	17	17
Number of University Technology Development Fund awards	6	5	3	3

Objective 1.2 Promote institutional research to entrepreneurs via showcases.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Number of showcases	3	3	3	3

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

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

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Output: Cumulative amount of downstream funding leveraged by TEDCO Maryland Technology Transfer Fund (millions) ¹	\$488	\$532	\$542	\$552

¹ Leverage tracking began in fiscal year 2004.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	3,173,192	3,173,192	3,173,192
Total Operating Expenses.....	<u>3,173,192</u>	<u>3,173,192</u>	<u>3,173,192</u>
Total Expenditure.....	<u>3,173,192</u>	<u>3,173,192</u>	<u>3,173,192</u>
Net General Fund Expenditure.....	<u>3,173,192</u>	<u>3,173,192</u>	<u>3,173,192</u>

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

GRANT ALLOCATION

	2013 Actual	2014 Appropriation	2015 Allowance
Salaries and Wages.....	1,450,295	1,540,624	1,388,917
Contractual Services.....	80,000	40,565	29,300
Equipment.....	15,000	10,000	9,000
Other Operational Costs.....	<u>1,627,897</u>	<u>1,582,003</u>	<u>1,745,975</u>
Total Expenditure.....	<u>3,173,192</u>	<u>3,173,192</u>	<u>3,173,192</u>

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

T50T01.03 MARYLAND STEM CELL RESEARCH FUND

PROGRAM DESCRIPTION

The Stem Cell Research Fund supports stem cell research and development at Maryland's research universities and private sector research corporations. The Maryland Stem Cell Commission has established an independent scientific peer review committee that reviews, evaluates, and rates 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 2015 TEDCO will manage the Maryland Stem Cell Research Fund and work with the Maryland Stem Cell Commission.

	2012	2013	2014	2015
Performance Measures	Actual	Actual	Estimated	Estimated
Input: Research proposals received and reviewed	179	180	180	180
Output: Research projects awarded	40	36	36	36
Research funding appropriated (\$ million) ²	11.8	9.8	9.8	9.8

² Excludes operational costs of program

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

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

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	10,400,000	10,400,000	10,400,000
Total Operating Expenses.....	<u>10,400,000</u>	<u>10,400,000</u>	<u>10,400,000</u>
Total Expenditure	<u>10,400,000</u>	<u>10,400,000</u>	<u>10,400,000</u>
Total General Fund Appropriation.....	10,400,000	10,400,000	
Less: General Fund Reversion/Reduction.....	<u>10,400,000</u>		
Net General Fund Expenditure.....		<u>10,400,000</u>	10,400,000
Special Fund Expenditure.....	10,400,000		
Total Expenditure	<u>10,400,000</u>	<u>10,400,000</u>	<u>10,400,000</u>
Special Fund Income:			
swf325 Budget Restoration Fund.....	10,400,000		

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

T50T01.04 MARYLAND INNOVATION INITIATIVE

PROGRAM DESCRIPTION

The purpose of the Maryland Innovation Initiative is to promote the commercialization of research conducted in participating universities; encourage qualifying universities to partner on commercialization proposals, strategies, and funding sources, including with federal laboratories located in Maryland; and facilitate technology transfer from university labs to start-up companies.

KEY GOALS, OBJECTIVES AND PERFORMANCE MEASURES

Goal 1. Maryland Innovation Initiative

Objective 1.1 In fiscal year 2015 TEDCO will manage the Maryland Innovation Initiative and work with the Maryland Innovation Initiative Board of Directors.

Performance Measures	2012³ Actual	2013 Actual	2014 Estimated	2015 Estimated
Input: Commercialization proposals received and reviewed	0	100	150	150
Output: Commercialization projects awarded	0	29	40	40
Commercialization funding appropriated (\$ million) ⁴	0	5	5	5

³ The Maryland Innovation Initiative program began in fiscal year 2013.

⁴ Excludes operational costs of program.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

T50T01.04 MARYLAND INNOVATION INITIATIVE — MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION

Appropriation Statement:

	2013 Actual	2014 Appropriation	2015 Allowance
12 Grants, Subsidies and Contributions.....	5,000,000	5,000,000	5,000,000
Total Operating Expenses.....	<u>5,000,000</u>	<u>5,000,000</u>	<u>5,000,000</u>
Total Expenditure.....	<u>5,000,000</u>	<u>5,000,000</u>	<u>5,000,000</u>
Net General Fund Expenditure.....	<u>5,000,000</u>	<u>5,000,000</u>	<u>5,000,000</u>

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2013 Positions	FY 2013 Expenditure	FY 2014 Positions	FY 2014 Appropriation	FY 2015 Positions	FY 2015 Allowance	Symbol
t00a00 office of the secretary							
t00a0001 Secretariat Services							
secy dept busn econ devlp	1.00	154,457	1.00	167,078	1.00	167,078	
dep secy dept busn econ devlp	1.00	140,067	1.00	149,638	1.00	149,638	
exec viii	1.00	77,063	.00	0	.00	0	
prgm mgr senior ii	.00	0	1.00	72,168	1.00	72,168	
prgm mgr senior iii	1.00	115,594	1.00	121,364	1.00	122,538	
administrator vii	.00	0	1.00	78,024	1.00	79,507	
admin prog mgr iii	.00	0	1.00	91,754	1.00	93,509	
administrator vi	1.00	89,081	1.00	93,509	1.00	95,297	
prgm mgr iii	1.00	92,521	1.00	95,297	1.00	95,297	
admin prog mgr ii	2.00	162,257	1.00	86,008	1.00	87,647	
administrator v	2.00	134,254	.00	0	.00	0	
administrator iii	1.00	76,220	1.00	75,566	1.00	77,027	
administrator iii	2.00	145,375	2.00	152,641	2.00	153,357	
exec assoc ii	2.00	85,986	2.00	96,441	2.00	98,507	
management associate	2.00	89,753	2.00	94,906	2.00	96,939	
TOTAL t00a0001*	17.00	1,362,628	16.00	1,374,394	16.00	1,388,509	
t00a0003 Office of the Attorney General							
div dir ofc atty general	1.00	126,988	1.00	132,106	1.00	132,106	
asst attorney general viii	2.00	106,138	2.00	227,370	2.00	229,564	
asst attorney general vii	2.00	113,746	6.00	608,711	6.00	637,169	
asst attorney general vi	3.00	277,065	.00	0	.00	0	
administrator ii	1.00	65,489	.00	0	.00	0	
administrator ii oag	.00	0	1.00	69,441	1.00	70,783	
admin officer ii	1.00	53,888	.00	0	.00	0	
admin officer ii oag	.00	0	1.00	57,133	1.00	57,680	
paralegal ii	1.00	45,661	.00	0	.00	0	
paralegal ii oag	.00	0	1.00	48,387	1.00	48,837	
admin aide	1.00	42,885	.00	0	.00	0	
admin aide oag	.00	0	1.00	45,441	1.00	45,862	
TOTAL t00a0003*	12.00	831,860	13.00	1,188,589	13.00	1,222,001	
t00a0004 Maryland Enterprise Investment Fund Admin.							
managing dir equity funds	1.00	207,500	1.00	218,000	1.00	218,000	
prgm mgr senior iii	1.00	98,432	1.00	110,294	1.00	112,422	
prgm mgr senior ii	2.00	90,016	2.00	214,702	2.00	217,810	
administrator vi	1.00	17,809	1.00	61,634	1.00	62,820	
management associate	1.00	10,471	1.00	51,564	1.00	52,056	
TOTAL t00a0004*	6.00	424,228	6.00	656,194	6.00	663,108	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2013 Positions	FY 2013 Expenditure	FY 2014 Positions	FY 2014 Appropriation	FY 2015 Positions	FY 2015 Allowance	Symbol

t00a0005 BioMaryland Center							
exec dir md biotech ctr	1.00	127,883	1.00	159,045	1.00	159,045	
prgm mgr senior i	1.00	100,442	1.00	106,504	1.00	107,531	
administrator v	1.00	21,753	1.00	55,630	1.00	57,760	
administrator iii	1.00	68,585	1.00	72,728	1.00	74,134	
industrial dev supervisor	1.00	85,859	1.00	89,320	1.00	89,320	
administrator ii	1.00	70,692	1.00	73,541	1.00	73,541	
administrator ii	1.00	57,312	1.00	60,767	1.00	61,932	
admin officer ii	1.00	52,875	1.00	56,060	1.00	56,597	
exec assoc i	1.00	49,024	1.00	51,972	1.00	52,966	

TOTAL t00a0005*	9.00	634,425	9.00	725,567	9.00	732,826	

t00a0008 Office of Administration and Technology							
prgm mgr senior iv	.00	0	1.00	117,742	1.00	120,016	
prgm mgr senior iii	1.00	104,016	.00	0	.00	0	
prgm mgr senior ii	2.00	198,829	2.00	208,736	2.00	211,783	
hr director ii	.00	0	1.00	102,516	1.00	104,491	
admin prog mgr iv	2.00	171,233	1.00	94,258	1.00	96,066	
admin prog mgr iii	1.00	88,199	1.00	93,509	1.00	95,297	
administrator v1	1.00	88,199	1.00	93,509	1.00	94,403	
it asst director ii	.00	0	1.00	78,885	1.00	80,386	
admin prog mgr ii	1.00	85,859	1.00	89,320	1.00	89,320	
administrator v	.00	0	1.00	72,496	1.00	73,198	
administrator v	2.00	141,039	3.00	224,859	3.00	229,184	
it programmer analyst manager	1.00	55,224	.00	0	.00	0	
administrator iv	.00	0	1.00	62,925	1.00	64,133	
administrator iv	1.00	77,510	1.00	82,167	1.00	83,726	
computer network spec mgr	1.00	78,125	1.00	82,822	1.00	84,399	
obs-data proc mgr v	1.00	77,510	1.00	82,167	1.00	83,726	
computer network spec lead	1.00	56,682	1.00	60,099	1.00	61,249	
hr administrator i	.00	0	1.00	74,134	1.00	74,850	
hr administrator i	.00	0	1.00	72,728	1.00	74,134	
it programmer analyst lead/adva	1.00	61,163	1.00	64,853	1.00	66,102	
administrator ii	1.00	51,170	.00	0	.00	0	
administrator ii	1.00	65,489	1.00	69,441	1.00	70,112	
agency procurement spec supv	1.00	58,413	1.00	61,932	1.00	63,124	
computer info services spec sup	.00	0	1.00	49,414	1.00	50,346	
computer network spec ii	.00	0	1.00	58,500	1.00	59,061	
it programmer analyst ii	1.00	77,283	2.00	125,105	2.00	126,926	
personnel administrator 1	1.00	65,489	.00	0	.00	0	
personnel administrator i	1.00	64,248	.00	0	.00	0	
administrator i	1.00	54,282	1.00	59,156	1.00	60,291	
administrator i	2.00	106,465	2.00	112,875	2.00	113,957	
computer network spec i	1.00	51,721	.00	0	.00	0	
computer network spec i	1.00	49,802	1.00	52,799	1.00	53,303	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2013 Positions	FY 2013 Expenditure	FY 2014 Positions	FY 2014 Appropriation	FY 2015 Positions	FY 2015 Allowance	Symbol
t00a0008 Office of Administration and Technology							
it programmer analyst i	1.00	31,098	.00	0	.00	0	
admin officer iii	1.00	60,867	1.00	64,536	1.00	64,536	
admin officer iii	1.00	46,726	1.00	49,515	1.00	49,979	
computer info services spec ii	1.00	41,778	.00	0	.00	0	
admin officer ii	.00	0	1.00	44,020	1.00	44,834	
admin officer ii	3.00	120,744	1.00	52,966	1.00	53,976	
personnel officer i	.00	0	1.00	49,137	1.00	52,883	
admin officer i	1.00	58,241	2.00	98,024	2.00	99,459	
computer info services spec i	1.00	26,163	1.00	39,900	1.00	41,358	
fiscal accounts technician ii	1.00	33,688	.00	0	.00	0	
fiscal accounts clerk manager	1.00	55,495	1.00	59,343	1.00	59,912	
management associate	1.00	0	.00	0	.00	0	
TOTAL t00a0008*	39.00	2,402,750	40.00	2,804,388	40.00	2,850,520	
TOTAL t00a00 **	83.00	5,655,891	84.00	6,749,132	84.00	6,856,964	
t00e00 division of marketing and communications							
t00e0001 Division of Marketing and Communications							
exec viii	1.00	96,988	1.00	136,028	1.00	136,028	
administrator vi	1.00	81,043	1.00	85,067	1.00	86,690	
prgm mgr iii	1.00	89,081	2.00	176,984	2.00	180,364	
administrator v	1.00	83,467	1.00	68,455	1.00	69,776	
administrator v	2.00	142,636	1.00	81,275	1.00	82,822	
prgm mgr ii	1.00	51,839	1.00	55,630	1.00	57,760	
administrator iv	1.00	69,164	1.00	73,312	1.00	74,021	
administrator iii	5.00	327,673	6.00	406,308	6.00	411,444	
industrial dev supervisor	1.00	75,236	1.00	79,756	1.00	81,275	
industrial dev representative	2.00	153,576	3.00	246,527	3.00	249,619	
administrator ii	1.00	51,170	1.00	55,268	1.00	55,796	
administrator ii	2.00	119,091	2.00	126,270	2.00	128,081	
administrator i	1.00	31,485	1.00	51,809	1.00	52,304	
admin officer iii	.00	0	1.00	59,812	1.00	60,386	
admin officer ii	1.00	45,521	1.00	48,238	1.00	49,137	
admin officer ii	2.00	70,753	1.00	50,050	1.00	51,000	
admin officer i	1.00	46,868	1.00	49,665	1.00	50,133	
TOTAL t00e0001*	24.00	1,535,591	26.00	1,850,454	26.00	1,876,636	
TOTAL t00e00 **	24.00	1,535,591	26.00	1,850,454	26.00	1,876,636	
t00f00 division of business and enterprise development							
t00f0001 Assistant Secretary of Business and Enterprise Dev							
exec viii	.00	0	1.00	139,849	1.00	139,849	
prgm mgr senior iii	2.00	91,649	1.00	116,805	1.00	117,934	
administrator vii	1.00	97,767	1.00	101,708	1.00	101,708	
exec assoc ii	1.00	56,977	1.00	59,812	1.00	60,959	
TOTAL t00f0001*	4.00	246,393	4.00	418,174	4.00	420,450	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2013 Positions	FY 2013 Expenditure	FY 2014 Positions	FY 2014 Appropriation	FY 2015 Positions	FY 2015 Allowance	Symbol

t00f0002 Office of International Investment and Trade							
prgm mgr senior iii	1.00	95,687	1.00	102,191	1.00	104,156	
administrator v	1.00	16,166	1.00	75,327	1.00	76,786	
administrator v	.00	0	3.00	237,781	3.00	241,547	
administrator iv	1.00	68,110	.00	0	.00	0	
administrator iv	2.00	124,454	.00	0	.00	0	
administrator iii	1.00	72,638	1.00	77,027	.00	0	Abol
admin officer iii	1.00	44,744	1.00	52,383	1.00	52,883	

TOTAL t00f0002*	7.00	421,799	7.00	544,709	6.00	475,372	
t00f0004 Office of Business Development							
prgm mgr senior iii	1.00	100,325	1.00	104,156	1.00	106,162	
designated admin mgr iv	1.00	16,524	.00	0	.00	0	
prgm mgr iv	2.00	185,368	4.00	381,641	4.00	383,345	
administrator v	1.00	77,433	1.00	81,275	1.00	82,822	
administrator iii	1.00	66,013	1.00	69,999	1.00	71,350	
administrator iii	1.00	74,783	1.00	78,507	1.00	78,507	
industrial dev supervisor	4.00	251,889	2.00	169,076	2.00	169,836	
industrial dev representative	8.00	507,731	6.00	447,696	6.00	451,939	
industrial dev officer iv	1.00	53,716	1.00	56,951	1.00	58,041	
management assoc	1.00	52,455	1.00	55,612	1.00	56,143	
management associate	1.00	51,016	1.00	53,548	1.00	54,059	

TOTAL t00f0004*	22.00	1,437,253	19.00	1,498,461	19.00	1,512,204	
t00f0005 Office of Strategic Industries and Innovation							
dir cybersecurity	.00	0	1.00	175,000	1.00	175,000	
prgm mgr senior iii	.00	0	1.00	77,053	1.00	114,591	
prgm mgr senior i	1.00	63,579	.00	0	.00	0	
administrator vii	1.00	97,767	2.00	165,049	2.00	167,486	
prgm mgr iv	.00	0	1.00	65,778	1.00	68,312	
administrator v	1.00	54,009	.00	0	.00	0	
industrial dev supervisor	4.00	293,651	4.00	319,056	4.00	323,612	
industrial dev representative	2.00	65,935	1.00	69,222	1.00	70,560	
administrator i	1.00	57,954	1.00	61,447	1.00	62,037	
exec assoc i	1.00	52,182	1.00	56,060	1.00	56,597	

TOTAL t00f0005*	11.00	685,077	12.00	988,665	12.00	1,038,195	
t00f0008 Office of Finance Programs							
prgm mgr senior iv	1.00	115,508	1.00	129,594	1.00	130,850	
prgm mgr senior ii	2.00	210,537	5.00	520,700	5.00	526,619	
prgm mgr senior i	1.00	94,822	.00	0	.00	0	
admin prog mgr iv	1.00	88,839	.00	0	.00	0	
administrator vii	1.00	82,332	.00	0	.00	0	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2013 Positions	FY 2013 Expenditure	FY 2014 Positions	FY 2014 Appropriation	FY 2015 Positions	FY 2015 Allowance	Symbol

t00f0008 Office of Finance Programs							
administrator iv	6.00	450,561	7.00	558,752	7.00	562,500	
administrator iii	1.00	33,847	1.00	48,920	1.00	50,755	
administrator iii	1.00	60,095	1.00	64,853	1.00	66,102	
administrator ii	1.00	64,248	1.00	68,129	1.00	69,441	
administrator ii	2.00	122,326	2.00	131,373	2.00	133,311	
fiscal services officer ii	2.00	120,892	2.00	128,183	2.00	129,417	
administrator i	1.00	24,092	1.00	51,809	1.00	52,304	
administrator i	3.00	134,115	2.00	112,875	2.00	114,480	
exec assoc i	1.00	53,888	1.00	57,133	1.00	57,680	
management associate	1.00	46,011	1.00	48,758	1.00	49,665	

TOTAL t00f0008*	25.00	1,702,113	25.00	1,921,079	25.00	1,943,124	
t00f0013 Office of Military Affairs							
prgm mgr senior iv	1.00	126,988	2.00	214,298	1.00	132,106	Abol
administrator v	1.00	76,666	1.00	81,275	1.00	82,822	
administrator iv	1.00	74,642	1.00	79,132	1.00	79,883	
administrator iv	1.00	11,675	.00	0	.00	0	
industrial dev representative	1.00	0	.00	0	.00	0	
management assoc	1.00	38,737	1.00	41,358	1.00	42,119	

TOTAL t00f0013*	6.00	328,708	5.00	416,063	4.00	336,930	
TOTAL t00f00 **	75.00	4,821,343	72.00	5,787,151	70.00	5,726,275	
t00g00 division of tourism, film and the arts							

t00g0001 Office of the Assistant Secretary							
exec viii	1.00	128,672	1.00	133,858	1.00	133,858	
administrator vii	1.00	90,605	1.00	96,066	1.00	96,988	
administrator ii	1.00	65,489	1.00	69,441	1.00	70,783	
administrator ii	1.00	75,684	.00	0	.00	0	
admin officer iii	.00	0	1.00	58,687	1.00	59,812	

TOTAL t00g0001*	4.00	360,450	4.00	358,052	4.00	361,441	
t00g0002 Office of Tourism Development							
prgm mgr senior ii	1.00	103,192	1.00	109,423	1.00	111,532	
prgm mgr senior i	1.00	104,351	1.00	108,557	1.00	108,557	
administrator v	1.00	85,859	1.00	89,320	1.00	89,320	
administrator iv	2.00	147,865	2.00	156,783	2.00	159,015	
administrator iii	2.00	75,319	2.00	129,521	2.00	131,311	
administrator ii	3.00	197,846	4.00	253,055	4.00	258,058	
administrator i	.00	0	1.00	60,291	1.00	60,869	
industrial dev officer iv	1.00	53,672	.00	0	.00	0	
admin officer iii	2.00	105,545	2.00	82,586	2.00	85,624	
admin officer iii	2.00	111,159	2.00	115,253	2.00	116,888	

PERSONNEL DETAIL

Business and Economic Development

Classification Title	FY 2013 Positions	FY 2013 Expenditure	FY 2014 Positions	FY 2014 Appropriation	FY 2015 Positions	FY 2015 Allowance	Symbol

t00g0002 Office of Tourism Development							
computer info services spec ii	1.00	51,314	1.00	54,402	1.00	55,441	
industrial dev officer iii	1.00	55,352	1.00	58,687	1.00	59,812	
admin officer ii	.00	0	1.00	51,000	1.00	51,972	
admin officer ii	2.00	26,960	.00	0	.00	0	
admin officer i	1.00	52,455	1.00	55,612	1.00	56,143	
admin spec iii	1.00	45,661	1.00	48,387	1.00	48,837	
admin spec ii	1.00	36,027	1.00	42,235	1.00	43,011	
travel information aide ii	1.00	33,005	1.00	38,684	1.00	39,039	
management associate	1.00	49,566	1.00	52,547	1.00	53,048	
admin aide	1.00	41,344	1.00	43,804	1.00	44,209	

TOTAL t00g0002*	25.00	1,376,492	25.00	1,550,147	25.00	1,572,686	
t00g0005 Maryland State Arts Council							
prgm mgr iv	1.00	94,117	1.00	99,790	1.00	101,708	
administrator ii	3.00	197,090	3.00	186,162	3.00	210,379	
administrator i	1.00	61,359	1.00	65,061	1.00	65,687	
administrator i	2.00	107,743	2.00	127,666	2.00	129,508	
admin officer iii	1.00	56,412	1.00	59,812	1.00	60,959	
admin officer ii	1.00	50,913	1.00	53,976	1.00	54,492	
admin spec ii	1.00	43,678	1.00	46,283	1.00	47,143	
management assoc	1.00	44,230	1.00	52,547	1.00	53,548	

TOTAL t00g0005*	11.00	655,542	11.00	691,297	11.00	723,424	
TOTAL t00g00 **	40.00	2,392,484	40.00	2,599,496	40.00	2,657,551	