

Department of Commerce

MISSION

Our mission is to create an economic development culture in Maryland that will maximize our great assets and create quality jobs. We will retain, grow and attract companies through outstanding customer service while creating the highest level of prosperity for all Marylanders.

KEY GOALS, OBJECTIVES, AND PERFORMANCE MEASURES

Goal 1. Achieve operational excellence through the adoption of customer service standards, training, orientations, and performance reviews.

Obj. 1.1 Create a comprehensive program for ongoing training strategies encompassing all needs within the Department.

Obj. 1.2 Achieve "outstanding" results on customer service survey from stakeholders.

Performance Measures	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Percentage of staff completing customer service training	100%	100%	100%	90%	96%	100%	100%
Percentage of stakeholders rating customer service as somewhat or very satisfied	93%	91%	84%	61%	83%	85%	90%

Goal 2. Foster a competitive business environment by assessing the impacts of taxes and the effectiveness of financing programs and tax credits.

Obj. 2.1 Leverage private sector capital of at least 10:1 in the fiscal year for financing programs operated by the Department.

Obj. 2.2 Create a return on incentive of at least 10:1 on settled transactions with contractually obligated employment reporting in the fiscal year for the Maryland Economic Development Assistance Authority and Fund (MEDAAF) Capability 1, 2, 3 and Sunny Day.

Obj. 2.3 Leverage private sector investments of 2:1 in qualified Maryland biotechnology companies (QMBCs) and 3:1 in qualified Maryland technology companies (QMTCs).

Obj. 2.4 Increase new manufacturing jobs in Maryland utilizing More Jobs for Marylanders (MJM).

Performance Measures	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Number of financing transactions approved	39	38	24	11	24	20	20
Number of financing transactions settled	23	27	16	12	11	13	13
Dollar amount of total project costs (capital investment) anticipated for projects settled (millions)	\$368	\$748	\$505	\$54	\$321	\$300	\$300
Private sector dollars leveraged	9.6:1	39.9:1	31.3:1	7.93:1	59.7:1	33:1	33:1
Return On incentive (ROi) over 10 years	N/A	N/A	N/A	N/A	18.3:1	10:1	10:1
BIITC Private Investment in QMBCs (millions)	\$24	\$23	\$23	\$22	\$22	\$22	\$22
Number of QMBCs receiving investment that have remained viable in Maryland for 5 years or more	17	15	23	18	13	18	18
¹ BIITC Private Investment in QMTCs (millions)	\$1	\$1	\$1	\$2	\$0	\$2	\$2
² Number of Project Enrollment applications received for the MJM Tax Credit	N/A	45	29	24	20	173	0
Number of jobs created through the MJM Tax Credit	N/A	0	0	168	329	3,114	2,016

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Goal 3. Advance innovation and entrepreneurship by tapping into education and innovation communities through workforce development initiatives and embracing a culture of commercialization.

Obj. 3.1 Increase the number of skilled workers and improve business climate through the Partnership for Workforce Quality (PWQ) grant program.

Performance Measures	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Number of grants approved through the PWQ program	N/A	34	37	14	15	22	22
Number of projected trainees based on approval through the PWQ program	N/A	1,043	1,675	230	517	800	800

Goal 4. Expand targeted growth clusters and industries by means of collaboration, ambassador programs, workforce development initiatives, partnerships, and industry advisory boards.

Obj. 4.1 Increase jobs created and retained for Maryland businesses by 3 percent annually.

Obj. 4.2 Increase outreach efforts to Maryland investors, incubators, universities and federal facilities to connect with entrepreneurs and early stage companies to assist in promoting innovation and securing business locations in Maryland.

Obj. 4.3 Engage no less than 400 foreign corporations per year to consider Maryland as an ideal location for their U.S. operations.

Obj. 4.4 Attract no less than 40 potential Foreign Direct Investment (FDI) business decision makers to explore potential sites in Maryland per year.

Obj. 4.5 Prepare early stage biotechnology companies to be successful, leading to job creation.

Performance Measures	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Direct outreach	3,421	2,901	2,349	2,231	2,153	2,258	2,258
Group outreach	1,160	1,071	959	784	765	708	708
Issues resolved	2,641	2,534	1,554	9,486	1,632	1,695	1,695
Facility location decisions	61	52	34	18	28	24	24
Total jobs retained	15,261	2,705	1,286	1,387	658	1,845	1,845
Total jobs created	6,907	6,868	4,108	3,322	5,119	3,536	3,536
Total jobs	22,168	9,573	5,394	4,709	5,777	5,381	5,381
Number of foreign companies engaged	379	523	655	733	600	550	550
Number of foreign prospects visiting Maryland buildings and/or sites	39	34	43	15	11	20	40
Value of private sector export sales resulting from Commerce assistance (millions)	\$100	\$117	\$233	\$112	\$98	\$100	\$100
³ Number of people employed by life sciences companies based on the North American Industry Classification System (NAICS)	38,080	39,306	40,734	44,519	46,459	48,484	50,597

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Goal 5. Create one Maryland and enhance community development by increasing touchpoints by Commerce staff in the local jurisdictions and engaging underserved populations and businesses of all sizes.

Obj. 5.1 Assist small, disadvantaged businesses by providing capital through the Maryland Small Business Development Financing Authority (MSBDFA).

Performance Measures	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Number of businesses approved for MSBDFA Program	N/A	39	33	25	149	30	30
Amount of capital provided to businesses through the MSBDFA Program (millions)	N/A	11.6	10.2	4.0	15.7	10.0	10.0

Goal 6. Improve brand and attract talent by leveraging the Maryland Public-Private Partnership (P3), Marketing Corporation and the State's major economic drivers and regional organizations.

Obj. 6.1 Increase customer interactions by 3 percent annually through public relations outreach, website and welcome center visitation and distribution of consumer literature.

Obj. 6.2 Increase total tourism-related sales tax revenues by 3.5 percent annually to qualify for additional funding as determined in the Tourism Promotion Act.

Performance Measures	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Travel media exposure (millions)	\$15.6	\$7.7	\$18.8	\$18.2	\$14.9	\$16.0	\$15.0
Number of welcome center visitors	371,879	425,017	337,578	200,407	137,282	145,000	160,000
Literature distribution	876,693	584,943	457,578	457,920	277,313	300,000	330,000
Tourism-related sales tax revenues (millions)							
Restaurants, lunchrooms, delis without beer, wine, liquor (BWL)	\$133	\$137	\$144	\$133	\$103	\$123	\$148
Hotels and motels selling food with BWL	\$38	\$38	\$35	\$24	\$11	\$13	\$15
Restaurants and night clubs with BWL	\$91	\$93	\$95	\$79	\$57	\$69	\$82
General merchandise	\$14	\$16	\$18	\$20	\$19	\$23	\$27
Automobile, bus and truck rentals	\$66	\$66	\$72	\$64	\$46	\$55	\$66
Commercial airlines	\$0.2	\$0.2	\$0.2	\$0.1	\$0.1	\$0.1	\$0.1
Hotels, motels, apartments and cottages	\$121	\$125	\$129	\$104	\$56	\$67	\$81
Recreation and amusement places	\$5	\$5	\$5	\$4	\$3	\$3	\$4
Total tourism-related sales tax revenues	\$469	\$480	\$499	\$428	\$294	\$353	\$424

Obj. 6.3 Increase leisure and hospitality jobs (U.S. Bureau of Labor Statistics (BLS) estimate) by 2 percent annually.

Jobs Generated	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Arts, entertainment, and recreation	45,800	44,000	45,717	37,842	31,300	32,000	33,000
Accommodation	27,200	27,900	30,233	25,825	20,125	21,000	23,000
Food services and drinking places	204,800	203,800	207,158	184,167	162,875	170,000	190,000
Total jobs generated	277,800	275,700	283,108	247,834	214,300	223,000	246,000

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Obj. 6.4 Increase gross sales by Maryland non-profit arts industry by 1 percent annually.

Obj. 6.5 Increase State and local taxes generated by Maryland's non-profit arts industry by 1 percent annually.

Obj. 6.6 Increase the number of arts-in-education program experiences by 5 percent annually.

Obj. 6.7 Promote Maryland's competitive business advantages through events and advertising, leveraging at least \$1 for every \$1 spent.

Obj. 6.8 Annually increase digital communication audience - email subscribers, social audience and web visitors.

Performance Measures	2017 Act.	2018 Act.	2019 Act.	2020 Act.	2021 Act.	2022 Est.	2023 Est.
Gross sales by Maryland non-profit arts industry (billions)	\$1.4	\$1.3	\$1.1	\$0.9	\$0.9	\$1.0	\$1.1
³ Total number of jobs (FTE) supported by non-profit arts industry	17,688	16,922	11,169	10,624	11,686	12,748	13,810
Number of attendees at arts events supported by Maryland State Arts Council (MSAC) (millions)	8.7	8.9	11.2	12.4	15.0	15.0	16.0
Individual Artists program – number of participants	346	368	669	574	277	450	850
State and local taxes paid by Maryland non-profit arts industry (millions)	\$59.6	\$62.3	\$46.0	\$20.0	\$25.0	\$31.0	\$38.0
Arts organizations payroll (millions)	\$109.6	\$111.7	\$173.0	\$82.2	\$100.0	\$110.0	\$130.0
Per capita arts investment	\$2.9	\$3.3	\$3.1	\$2.2	\$3.0	\$3.5	\$4.0
Number of schools served	559	584	389	323	182	350	400
Number of children served through performances/residencies (thousands)	121	117	86	28	16	50	80
Number of teaching artists and ensembles on MSAC roster	112	168	175	93	142	150	170
Value of media coverage (millions)	\$3.7	\$4.2	\$1.8	\$1.2	\$1.1	\$1.3	\$1.3
Number of engagements on social networks	74,400	200,234	1,241,661	1,714,414	1,274,421	1,279,000	1,284,000
Dollars leveraged for every dollar spent	\$0.6	\$1.4	\$1.4	\$0.6	\$0.9	\$0.5	\$0.5
Total private sector dollars raised through fundraising	\$883,350	\$1,468,333	\$1,445,333	\$557,000	\$850,000	\$500,000	\$500,000
Social networking audience size	33,212	37,552	40,706	45,502	49,170	55,000	60,000
Number of unique email subscribers	19,447	19,251	19,441	35,424	29,684	30,000	32,000

NOTES

¹ Effective in fiscal year 2021, the program was expanded from the Cybersecurity Investment Incentive Tax Credit to the current Innovation Investment Tax Credit.

² The MJM Tax Credit sunsets on June 30, 2022.

³ 2021 data is estimated.

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Summary of Department of Commerce

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	188.00	188.00	188.00
Number of Contractual Positions	26.25	32.75	36.60
Salaries, Wages and Fringe Benefits	22,027,967	22,048,611	22,355,145
Technical and Special Fees	1,487,861	1,615,318	1,909,510
Operating Expenses	461,636,886	137,928,470	164,170,957
Net General Fund Expenditure	76,108,136	78,391,190	119,982,075
Special Fund Expenditure	259,395,280	74,056,960	64,266,119
Federal Fund Expenditure	3,330,254	4,144,249	4,187,418
Coronavirus Aid, Relief, and Economic Security Act Expenditure	79,851,957	0	0
American Rescue Plan Act of 21 Expenditure	66,467,087	5,000,000	0
Total Expenditure	485,152,714	161,592,399	188,435,612

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Summary of Office of the Secretary

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	61.00	60.00	61.00
Number of Contractual Positions	0.00	1.00	3.00
Salaries, Wages and Fringe Benefits	7,035,769	7,044,350	7,220,714
Technical and Special Fees	26,002	44,247	154,408
Operating Expenses	5,269,294	5,815,322	5,618,920
Net General Fund Expenditure	9,022,960	8,675,155	8,718,045
Special Fund Expenditure	2,822,997	4,070,513	4,082,989
Federal Fund Expenditure	132,568	158,251	193,008
Coronavirus Aid, Relief, and Economic Security Act Expenditure	352,540	0	0
Total Expenditure	12,331,065	12,903,919	12,994,042

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T00A00.01 Office of the Secretary - Office of the Secretary

Program Description

The Office of the Secretary provides leadership and direction for all Department of Commerce activities and maintains working relationships with State and Federal agencies, county and municipal governments, businesses, and organizations.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	11.00	11.00	11.00
01 Salaries, Wages and Fringe Benefits	1,425,393	1,469,406	1,513,177
03 Communications	12,895	11,832	11,832
04 Travel	4,625	16,115	16,115
07 Motor Vehicle Operation and Maintenance	15,639	22,823	23,023
08 Contractual Services	13,242	84,245	84,265
09 Supplies and Materials	8,096	8,100	8,100
12 Grants, Subsidies, and Contributions	0	10,000	0
13 Fixed Charges	127,222	6,720	6,720
Total Operating Expenses	181,719	159,835	150,055
Total Expenditure	1,607,112	1,629,241	1,663,232
Net General Fund Expenditure	1,535,876	1,527,373	1,563,285
Special Fund Expenditure	47,291	79,696	72,395
Federal Fund Expenditure	23,945	22,172	27,552
Total Expenditure	1,607,112	1,629,241	1,663,232
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	22,692	38,254	34,749
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	3,311	5,579	5,068
T00310 Economic Development Opportunity Program	1,892	3,188	2,896
T00324 Maryland Economic Development Assistance Authority and Fund	19,396	32,675	29,682
Total	47,291	79,696	72,395
Federal Fund Expenditure			
12.617 Economic Adjustment Assistance for State Governments	4,612	11,988	11,997
45.025 Promotion of the Arts-Partnership Agreements	19,333	10,184	15,555
Total	23,945	22,172	27,552

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T00A00.02 Office of Policy and Research - Office of the Secretary

Program Description

This office provides a wide range of policy development and implementation information to Commerce and the Governor's Office. The office coordinates Commerce activities with the General Assembly, other State agencies, and local government officials. The research unit provides economic impact analysis and other forms of policy analysis information in support of economic development policies and programs.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	12.00	12.00	12.00
Number of Contractual Positions	0.00	1.00	3.00
01 Salaries, Wages and Fringe Benefits	1,241,983	1,352,093	1,317,524
02 Technical and Special Fees	0	44,247	154,408
03 Communications	7,575	11,888	11,888
04 Travel	1,186	15,575	15,575
07 Motor Vehicle Operation and Maintenance	9,234	8,500	8,500
08 Contractual Services	51,567	83,831	260,326
09 Supplies and Materials	1,601	4,400	5,010
12 Grants, Subsidies, and Contributions	1,000	0	1,000
13 Fixed Charges	183,017	64,667	57,988
Total Operating Expenses	255,180	188,861	360,287
Total Expenditure	1,497,163	1,585,201	1,832,219
Net General Fund Expenditure	1,288,908	1,418,365	1,645,912
Special Fund Expenditure	192,415	144,762	163,570
Federal Fund Expenditure	15,840	22,074	22,737
Total Expenditure	1,497,163	1,585,201	1,832,219
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	94,049	69,350	79,015
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	13,242	10,153	11,384
T00310 Economic Development Opportunity Program	7,567	5,800	6,503
T00324 Maryland Economic Development Assistance Authority and Fund	77,557	59,459	66,668
Total	192,415	144,762	163,570
Federal Fund Expenditure			
12.617 Economic Adjustment Assistance for State Governments	2,938	8,426	8,426
45.025 Promotion of the Arts-Partnership Agreements	12,902	13,648	14,311
Total	15,840	22,074	22,737

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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 Commerce in negotiations, administrative proceedings, and litigation. The office also supports staff by advising on and drafting legal documentation for financial assistance, tax credits, procurement, personnel matters, legislation, and regulations.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	10.00	10.00	10.00
01 Salaries, Wages and Fringe Benefits	1,288,085	1,350,914	1,382,373
03 Communications	2,774	4,300	4,300
04 Travel	0	1,736	1,736
07 Motor Vehicle Operation and Maintenance	14,774	13,400	13,400
08 Contractual Services	48,024	51,569	51,888
09 Supplies and Materials	5,131	7,450	7,450
11 Equipment - Additional	68	0	0
13 Fixed Charges	135,018	7,904	7,904
Total Operating Expenses	205,789	86,359	86,678
Total Expenditure	1,493,874	1,437,273	1,469,051
Net General Fund Expenditure	47,928	5,750	5,750
Special Fund Expenditure	1,439,731	1,426,223	1,458,001
Federal Fund Expenditure	6,215	5,300	5,300
Total Expenditure	1,493,874	1,437,273	1,469,051
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	283,986	280,470	283,600
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	110,139	108,779	109,992
T00310 Economic Development Opportunity Program	36,569	36,119	36,522
T00322 Maryland E-Innovation Initiative	28,795	28,438	28,755
T00324 Maryland Economic Development Assistance Authority and Fund	980,242	972,417	999,132
Total	1,439,731	1,426,223	1,458,001
Federal Fund Expenditure			
12.617 Economic Adjustment Assistance for State Governments	1,197	2,674	2,674
45.025 Promotion of the Arts-Partnership Agreements	5,018	2,626	2,626
Total	6,215	5,300	5,300

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T00A00.08 Division of Administration and Technology - Office of the Secretary

Program Description

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

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	28.00	27.00	28.00
01 Salaries, Wages and Fringe Benefits	3,080,308	2,871,937	3,007,640
02 Technical and Special Fees	26,002	0	0
03 Communications	21,010	19,643	19,643
04 Travel	450	18,200	17,200
06 Fuel and Utilities	105	0	0
07 Motor Vehicle Operation and Maintenance	46,809	41,725	41,725
08 Contractual Services	2,219,295	1,974,226	1,559,295
09 Supplies and Materials	37,504	18,770	18,770
10 Equipment - Replacement	179,430	0	0
11 Equipment - Additional	2,258	0	0
13 Fixed Charges	468,261	1,307,703	1,365,267
Total Operating Expenses	2,975,122	3,380,267	3,021,900
Total Expenditure	6,081,432	6,252,204	6,029,540
Net General Fund Expenditure	5,150,248	4,723,667	4,503,098
Special Fund Expenditure	492,076	1,419,832	1,389,023
Federal Fund Expenditure	86,568	108,705	137,419
Coronavirus Aid, Relief, and Economic Security Act Expenditure	352,540	0	0
Total Expenditure	6,081,432	6,252,204	6,029,540
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	236,196	681,586	666,282
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	34,445	99,366	97,293
T00310 Economic Development Opportunity Program	19,683	56,780	55,596
T00324 Maryland Economic Development Assistance Authority and Fund	201,752	582,100	569,852
Total	492,076	1,419,832	1,389,023
Federal Fund Expenditure			
12.617 Economic Adjustment Assistance for State Governments	16,782	47,485	47,485
45.025 Promotion of the Arts-Partnership Agreements	69,786	61,220	89,934
Total	86,568	108,705	137,419
Coronavirus Aid, Relief, and Economic Security Act Expenditure			
21.019 Coronavirus Relief Fund	352,540	0	0
Total	352,540	0	0

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T00A00.10 Maryland Marketing Partnership - Office of the Secretary

Program Description

The Maryland Marketing Partnership was created to develop a branding strategy for the State, market the State's assets, and encourage the location and growth of new businesses in Maryland.

Appropriation Statement		2021 Actual	2022 Appropriation	2023 Allowance
03	Communications	20	0	0
04	Travel	35,000	0	0
07	Motor Vehicle Operation and Maintenance	1,710	0	0
08	Contractual Services	1,564,355	2,000,000	2,000,000
09	Supplies and Materials	360	0	0
12	Grants, Subsidies, and Contributions	49,170	0	0
13	Fixed Charges	869	0	0
	Total Operating Expenses	<u>1,651,484</u>	<u>2,000,000</u>	<u>2,000,000</u>
	Total Expenditure	<u>1,651,484</u>	<u>2,000,000</u>	<u>2,000,000</u>
	Net General Fund Expenditure	1,000,000	1,000,000	1,000,000
	Special Fund Expenditure	<u>651,484</u>	<u>1,000,000</u>	<u>1,000,000</u>
	Total Expenditure	<u>1,651,484</u>	<u>2,000,000</u>	<u>2,000,000</u>
Special Fund Expenditure				
T00334	Economic Development Marketing Funds	<u>651,484</u>	<u>1,000,000</u>	<u>1,000,000</u>
	Total	<u>651,484</u>	<u>1,000,000</u>	<u>1,000,000</u>

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Summary of Division of Business and Industry Sector Development

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	76.00	77.00	76.00
Number of Contractual Positions	4.95	7.25	8.70
Salaries, Wages and Fringe Benefits	9,121,692	9,442,236	9,547,302
Technical and Special Fees	406,542	547,238	712,388
Operating Expenses	405,399,361	91,613,434	115,580,536
Net General Fund Expenditure	26,505,650	26,211,493	65,548,671
Special Fund Expenditure	248,997,844	67,174,638	57,068,307
Federal Fund Expenditure	2,451,595	3,216,777	3,223,248
Coronavirus Aid, Relief, and Economic Security Act Expenditure	76,502,417	0	0
American Rescue Plan Act of 21 Expenditure	60,470,089	5,000,000	0
Total Expenditure	414,927,595	101,602,908	125,840,226

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T00F00.01 Managing Director of Business and Industry Sector Development - Division of Business and Industry Sector Development

Program Description

The Managing Director coordinates and leads the efforts of five offices within the Division of Business and Industry Sector Development to be responsive to local, national, and global opportunities while carrying out the vision and goals of the Governor and the Department.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	6.00	6.00	6.00
Number of Contractual Positions	0.25	0.00	0.00
01 Salaries, Wages and Fringe Benefits	660,592	746,361	741,141
02 Technical and Special Fees	13,853	0	0
03 Communications	5,360	3,500	3,500
04 Travel	2,381	13,500	13,500
07 Motor Vehicle Operation and Maintenance	0	2,836	2,836
08 Contractual Services	3,049	5,075	5,075
09 Supplies and Materials	628	1,700	1,700
13 Fixed Charges	18,451	1,898	0
Total Operating Expenses	29,869	28,509	26,611
Total Expenditure	704,314	774,870	767,752
Net General Fund Expenditure	580,392	666,996	659,323
Special Fund Expenditure	123,922	107,874	108,429
Total Expenditure	704,314	774,870	767,752

Special Fund Expenditure

T00304	Maryland Industrial Development Financing Authority (MIDFA)	59,002	51,871	52,575
T00305	Maryland Small Business Development Financing Authority (MSBDFA)	8,739	7,539	7,519
T00310	Economic Development Opportunity Program	4,994	4,308	4,296
T00324	Maryland Economic Development Assistance Authority and Fund	51,187	44,156	44,039
	Total	123,922	107,874	108,429

Department of Commerce

T00F00.03 Maryland Small Business Development Financing Authority - Division of Business and Industry Sector 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.

Appropriation Statement		2021 Actual	2022 Appropriation	2023 Allowance
08	Contractual Services	2,076,998	1,634,675	1,634,675
09	Supplies and Materials	0	10,000	10,000
12	Grants, Subsidies, and Contributions	0	13,700	13,700
13	Fixed Charges	0	5,000	5,000
	Total Operating Expenses	<u>2,076,998</u>	<u>1,663,375</u>	<u>1,663,375</u>
	Total Expenditure	<u><u>2,076,998</u></u>	<u><u>1,663,375</u></u>	<u><u>1,663,375</u></u>
	Special Fund Expenditure	<u>2,076,998</u>	<u>1,663,375</u>	<u>1,663,375</u>
	Total Expenditure	<u><u>2,076,998</u></u>	<u><u>1,663,375</u></u>	<u><u>1,663,375</u></u>
Special Fund Expenditure				
T00305	Maryland Small Business Development Financing Authority (MSBDFA)	<u>2,076,998</u>	<u>1,663,375</u>	<u>1,663,375</u>
	Total	<u><u>2,076,998</u></u>	<u><u>1,663,375</u></u>	<u><u>1,663,375</u></u>

Department of Commerce

T00F00.04 Office of Business Development - Division of Business and Industry Sector Development

Program Description

The Office of Business Development (OBD) focuses on retaining existing Maryland business; providing support for business to expand through assistance with business development, workforce, financing and regulatory issues as well as actively recruiting new businesses nationally.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	18.00	19.00	18.00
01 Salaries, Wages and Fringe Benefits	2,373,214	2,409,600	2,323,834
03 Communications	13,660	21,220	21,220
04 Travel	8,931	69,298	114,537
07 Motor Vehicle Operation and Maintenance	32,512	20,751	20,751
08 Contractual Services	62,790	71,666	72,816
09 Supplies and Materials	341	3,950	4,950
12 Grants, Subsidies, and Contributions	1,258,346	1,736,000	2,306,000
13 Fixed Charges	158,461	13,750	13,750
Total Operating Expenses	1,535,041	1,936,635	2,554,024
Total Expenditure	3,908,255	4,346,235	4,877,858
Net General Fund Expenditure	3,277,402	3,941,724	4,520,363
Special Fund Expenditure	630,853	404,511	357,495
Total Expenditure	3,908,255	4,346,235	4,877,858
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	302,809	195,809	147,210
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	44,160	28,551	28,767
T00310 Economic Development Opportunity Program	25,234	16,316	16,440
T00324 Maryland Economic Development Assistance Authority and Fund	258,650	163,835	165,078
Total	630,853	404,511	357,495

Department of Commerce

T00F00.05 Office of Strategic Industries and Entrepreneurship - Division of Business and Industry Sector Development

Program Description

The Office of Strategic Industries and Entrepreneurship (OSIE) 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. OSIE 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.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	14.00	12.00	12.00
Number of Contractual Positions	1.00	4.00	5.00
01 Salaries, Wages and Fringe Benefits	1,423,883	1,582,077	1,641,470
02 Technical and Special Fees	84,153	255,683	365,766
03 Communications	20,029	18,563	13,973
04 Travel	5,977	83,900	91,400
07 Motor Vehicle Operation and Maintenance	33,689	23,639	18,639
08 Contractual Services	27,513	467,220	402,970
09 Supplies and Materials	1,649	7,450	8,700
11 Equipment - Additional	95	0	0
12 Grants, Subsidies, and Contributions	678,190	873,750	1,922,750
13 Fixed Charges	226,850	6,704	10,320
Total Operating Expenses	993,992	1,481,226	2,468,752
Total Expenditure	2,502,028	3,318,986	4,475,988
Net General Fund Expenditure	2,321,000	2,927,934	4,081,129
Special Fund Expenditure	181,028	391,052	394,859
Total Expenditure	2,502,028	3,318,986	4,475,988
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	78,993	167,359	170,255
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	11,521	25,258	25,361
T00310 Economic Development Opportunity Program	6,582	14,431	14,490
T00322 Maryland E-Innovation Initiative	67,475	36,079	36,226
T00324 Maryland Economic Development Assistance Authority and Fund	16,457	147,925	148,527
Total	181,028	391,052	394,859

Department of Commerce

T00F00.07 Partnership for Workforce Quality - Division of Business and Industry Sector Development

Program Description

The Partnership for 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 the Department.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	1,000,000	1,000,000	1,000,000
Total Operating Expenses	1,000,000	1,000,000	1,000,000
Total Expenditure	1,000,000	1,000,000	1,000,000
Net General Fund Expenditure	1,000,000	1,000,000	1,000,000
Total Expenditure	1,000,000	1,000,000	1,000,000

Department of Commerce

T00F00.08 Office of Finance Programs - Division of Business and Industry Sector Development

Program Description

The Office of Finance Programs (OFF) includes the Maryland Economic Development Assistance Authority and Fund (MEDAAF), Maryland Industrial Development Financing Authority (MIDFA), Economic Development Opportunity Fund (Sunny Day), Community Development Block Grants (CDBG), Maryland Economic Adjustment Fund (MEAF), Maryland Small Business Development Financing Authority (MSBDFA), and Military Personnel and Service Disabled Veterans No-Interest Loan Program (MPSDVLN). 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.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	25.00	25.00	25.00
Number of Contractual Positions	1.50	0.00	1.50
01 Salaries, Wages and Fringe Benefits	3,099,353	2,985,810	3,060,490
02 Technical and Special Fees	91,731	0	103,104
03 Communications	9,125	5,048	10,356
04 Travel	1,324	7,500	26,280
07 Motor Vehicle Operation and Maintenance	21,918	21,292	17,941
08 Contractual Services	612,755	262,000	264,940
09 Supplies and Materials	3,066	16,800	26,000
10 Equipment - Replacement	6,649	13,550	24,900
12 Grants, Subsidies, and Contributions	1,500	0	0
13 Fixed Charges	311,680	36,583	22,175
Total Operating Expenses	968,017	362,773	392,592
Total Expenditure	4,159,101	3,348,583	3,556,186
Special Fund Expenditure	4,159,101	3,348,583	3,556,186
Total Expenditure	4,159,101	3,348,583	3,556,186

Special Fund Expenditure

T00304	Maryland Industrial Development Financing Authority (MIDFA)	1,394,086	1,356,847	1,429,270
T00305	Maryland Small Business Development Financing Authority (MSBDFA)	616,094	419,214	441,587
T00310	Economic Development Opportunity Program	192,271	139,471	146,914
T00324	Maryland Economic Development Assistance Authority and Fund	1,956,650	1,433,051	1,538,415
	Total	4,159,101	3,348,583	3,556,186

Department of Commerce

T00F00.09 Maryland Small Business Development Financing Authority (MSBDFA) - Division of Business and Industry Sector Development

Program Description

This program provides funds for the Department's financing programs targeted to socially and economically disadvantaged persons. Included programs are Contract Financing, Long-Term Guaranty, Surety Bonding, and Equity Participation Investment.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
08 Contractual Services	3,457	0	0
12 Grants, Subsidies, and Contributions	5,000,000	0	0
14 Land and Structures	9,565,444	5,460,000	5,360,000
Total Operating Expenses	<u>14,568,901</u>	<u>5,460,000</u>	<u>5,360,000</u>
Total Expenditure	<u><u>14,568,901</u></u>	<u><u>5,460,000</u></u>	<u><u>5,360,000</u></u>
Net General Fund Expenditure	1,500,000	1,500,000	1,500,000
Special Fund Expenditure	13,068,901	3,860,000	3,860,000
Federal Fund Expenditure	0	100,000	0
Total Expenditure	<u><u>14,568,901</u></u>	<u><u>5,460,000</u></u>	<u><u>5,360,000</u></u>
Special Fund Expenditure			
SWF334 Rainy Day Fund- Covid 19	5,000,000	0	0
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	7,691,586	3,360,000	3,360,000
T00311 Maryland Enterprise Fund (MEF)	377,315	500,000	500,000
Total	<u>13,068,901</u>	<u>3,860,000</u>	<u>3,860,000</u>
Federal Fund Expenditure			
12.607 Community Economic Adjustment Assistance for Establishment, Expansion, Realignment, or Closure of a Military Installation	0	100,000	0
Total	<u>0</u>	<u>100,000</u>	<u>0</u>

Department of Commerce

T00F00.09 Maryland Small Business Development Financing Authority (MSBDFA)

	FY 2020 Actual	FY 2021 Actual	FY 2022 Estimated	FY 2023 Estimated
Beginning Balance	6,700,681	4,668,613	5,387,868	6,163,933
Revenue Income				
Loan Interest Payments	434,801	336,941	329,035	331,939
Investment Income	32,923	(5,380)	53,963	52,310
Guarantees & other fees	31,540	43,724	15,177	16,495
Direct Bond Fees	14,198	-	7,500	7,501
Other Fees	49,661	58,663	10,000	10,000
Total Revenue Income	563,124	433,948	415,675	418,244
Other Revenue				
General Funds	1,500,000	1,500,000	1,500,000	1,500,000
Loan Repayments	2,159,128	4,667,537	4,831,501	5,072,172
Loan Recoveries	95,116	79,806	70,702	70,705
Loan Recissions	31,906	217,410	500,000	500,000
Transfers	-	(600)	75,645	(467,054)
Total Other Revenue	3,786,149	6,464,153	6,977,848	6,675,824
Total Funds Available	11,049,954	11,566,713	12,781,390	13,258,001
Expenditures				
Operating Expenses	288,812	331,568	346,806	346,810
Management Fee	1,666,532	1,508,064	1,827,716	1,827,720
Indirect Admin. Expenses	607,868	802,153	820,491	822,746
Prior Period Adjustment	(20,056)	-	-	-
Claims Paid	100,000	-	100,000	100,001
Total Expenditures	2,643,156	2,641,785	3,095,013	3,097,277
Loan/Credit Activity				
Direct Loan Disbursements	926,906	1,161,998	2,762,860	2,762,861
InvestMaryland Investments	737,500	375,000	500,000	-
InvestMaryland Cancellations	-	-	(150,000)	-
Revolving Line of Credit Disbursements	5,676,817	3,555,680	4,534,584	4,586,313
Line of Credit Repayment	(3,603,038)	(1,555,618)	(4,124,999)	(4,124,998)
Total Loan Activity	3,738,185	3,537,060	3,522,445	3,224,176
Total Expenditures/Loan Activity	6,381,341	6,178,845	6,617,458	6,321,453
Ending Balance	4,668,613	5,387,868	6,163,933	6,936,547

Numbers may not add due to rounding

Department of Commerce

T00F00.10 Office of International Investment and Trade - Division of Business and Industry Sector Development

Program Description

This office works to stimulate foreign direct investment in Maryland, offers export assistance for small and mid-sized Maryland companies, and coordinates international trade and investment missions and trade show opportunities for Maryland companies. Due to agency reorganization, funding was transferred to this office from T00A00.07 beginning in fiscal year 2021.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	8.00	10.00	10.00
Number of Contractual Positions	0.00	0.05	0.00
01 Salaries, Wages and Fringe Benefits	1,154,948	1,170,302	1,210,953
02 Technical and Special Fees	0	1,699	0
03 Communications	16,400	18,580	18,580
04 Travel	1,377	153,800	167,300
07 Motor Vehicle Operation and Maintenance	3,693	1,600	1,600
08 Contractual Services	962,478	891,392	1,244,642
09 Supplies and Materials	277	2,200	2,200
12 Grants, Subsidies, and Contributions	835,381	950,000	990,000
13 Fixed Charges	136,410	5,374	15,057
Total Operating Expenses	1,956,016	2,022,946	2,439,379
Total Expenditure	3,110,964	3,194,947	3,650,332
Net General Fund Expenditure	2,833,551	2,444,947	2,836,332
Special Fund Expenditure	84,901	100,000	100,000
Federal Fund Expenditure	192,512	650,000	714,000
Total Expenditure	3,110,964	3,194,947	3,650,332
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	40,753	48,000	48,000
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	5,943	7,000	7,000
T00310 Economic Development Opportunity Program	3,396	4,000	4,000
T00324 Maryland Economic Development Assistance Authority and Fund	34,809	41,000	41,000
Total	84,901	100,000	100,000
Federal Fund Expenditure			
59.061 State Trade and Export Promotion Pilot Grant Program	192,512	650,000	714,000
Total	192,512	650,000	714,000

Department of Commerce

T00F00.11 Maryland Not-For-Profit Development Fund - Division of Business and Industry Sector Development

Program Description

This program fosters, supports, and assists the economic growth and revitalization of qualifying not-for-profit entities in the State by providing training and technical assistance services.

Appropriation Statement		2021 Actual	2022 Appropriation	2023 Allowance
08	Contractual Services	74,951	0	0
12	Grants, Subsidies, and Contributions	0	150,000	150,000
14	Land and Structures	25,000	187,500	187,500
	Total Operating Expenses	<u>99,951</u>	<u>337,500</u>	<u>337,500</u>
	Total Expenditure	<u>99,951</u>	<u>337,500</u>	<u>337,500</u>
	Special Fund Expenditure	<u>99,951</u>	<u>337,500</u>	<u>337,500</u>
	Total Expenditure	<u>99,951</u>	<u>337,500</u>	<u>337,500</u>
Special Fund Expenditure				
T00330	Not-for-Profit Development Fund	<u>99,951</u>	<u>337,500</u>	<u>337,500</u>
	Total	<u>99,951</u>	<u>337,500</u>	<u>337,500</u>

Department of Commerce

T00F00.12 Maryland Biotechnology Investment Tax Credit Reserve Fund - Division of Business and Industry Sector Development

Program Description

The Biotechnology Investment Tax Credit Reserve Fund is a special continuing, non-lapsing fund. 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 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.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	12,000,000	12,000,000	12,000,000
Total Operating Expenses	<u>12,000,000</u>	<u>12,000,000</u>	<u>12,000,000</u>
Total Expenditure	<u><u>12,000,000</u></u>	<u><u>12,000,000</u></u>	<u><u>12,000,000</u></u>
Net General Fund Expenditure	12,000,000	10,855,790	12,000,000
Special Fund Expenditure	<u>0</u>	<u>1,144,210</u>	<u>0</u>
Total Expenditure	<u><u>12,000,000</u></u>	<u><u>12,000,000</u></u>	<u><u>12,000,000</u></u>
Special Fund Expenditure			
T00337 Biotechnology Investment Incentive Tax Credit	<u>0</u>	<u>1,144,210</u>	<u>0</u>
Total	<u>0</u>	<u>1,144,210</u>	<u>0</u>

Department of Commerce

T00F00.13 Office of Military Affairs and Federal Affairs - Division of Business and Industry Sector Development

Program Description

This office serves as the State's liaison to Maryland-based military installations and civilian federal agencies. The primary mission of the office is to protect Maryland's military and civilian federal assets from adverse budgetary decisions and to connect Maryland businesses to associated opportunities that will lead to greater economic vitality for the State. Due to agency reorganization, funding was transferred to this office from T00A00.09 beginning in fiscal year 2021.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	5.00	5.00	5.00
Number of Contractual Positions	2.20	3.20	2.20
01 Salaries, Wages and Fringe Benefits	409,702	548,086	569,414
02 Technical and Special Fees	216,805	289,856	243,518
03 Communications	5,398	7,827	7,827
04 Travel	2,632	11,630	21,050
07 Motor Vehicle Operation and Maintenance	9,234	4,400	4,400
08 Contractual Services	426,058	750,024	1,396,490
09 Supplies and Materials	184	2,000	2,200
10 Equipment - Replacement	170	0	0
11 Equipment - Additional	92	0	0
12 Grants, Subsidies, and Contributions	1,974,095	1,879,571	1,381,024
13 Fixed Charges	73,706	2,837	2,837
Total Operating Expenses	2,491,569	2,658,289	2,815,828
Total Expenditure	3,118,076	3,496,231	3,628,760
Net General Fund Expenditure	993,305	874,102	920,994
Special Fund Expenditure	165,688	155,352	198,518
Federal Fund Expenditure	1,959,083	2,466,777	2,509,248
Total Expenditure	3,118,076	3,496,231	3,628,760
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	80,130	74,569	95,289
T00305 Maryland Small Business Development Financing Authority (MSBDFFA)	11,517	10,875	13,896
T00310 Economic Development Opportunity Program	6,581	6,214	7,941
T00324 Maryland Economic Development Assistance Authority and Fund	67,460	63,694	81,392
Total	165,688	155,352	198,518
Federal Fund Expenditure			
11.200 Technology Commercialization	200,318	196,364	197,745
12.617 Economic Adjustment Assistance for State Governments	1,758,765	2,270,413	2,311,503
Total	1,959,083	2,466,777	2,509,248

Department of Commerce

T00F00.15 Small, Minority, and Women-Owned Businesses Account - Division of Business and Industry Sector Development

Program Description

The Small, Minority, and Women-Owned Businesses Account (SMWOBA) program receives 1.5% from the proceeds of video lottery terminals (VLT) at each of the State's video lottery facilities. Eligible fund managers receive grants to provide loans and investment capital to small, minority, or women-owned businesses in the State. SMWOBA also receives funding from the Strategic Energy Investment Fund (SEIF) in increasing increments through fiscal year 2028 to fund access to capital for small, minority, women-owned, or veteran-owned businesses in the clean energy industry in the State. SMWOBA also receives funding from sports betting application fees and license renewal fees, which go to the Small, Minority-Owned, and Women-Owned Business Sports Wagering Assistance Fund (SMOWOBSWAF). SMOWOBSWAF is used to assist small, minority, or women-owned businesses in entering the sports wagering market by providing grants or loans intended for sports wagering operations, license application fees, or training to enhance participation in the sports wagering industry.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	27,000,000	17,712,181	19,991,945
Total Operating Expenses	<u>27,000,000</u>	<u>17,712,181</u>	<u>19,991,945</u>
Total Expenditure	<u><u>27,000,000</u></u>	<u><u>17,712,181</u></u>	<u><u>19,991,945</u></u>
Special Fund Expenditure	17,000,000	17,712,181	19,991,945
American Rescue Plan Act of 21 Expenditure	<u>10,000,000</u>	<u>0</u>	<u>0</u>
Total Expenditure	<u><u>27,000,000</u></u>	<u><u>17,712,181</u></u>	<u><u>19,991,945</u></u>
Special Fund Expenditure			
SWF316 Strategic Energy Investment Fund - RGGI	200,000	500,000	500,000
SWF321 Video Lottery Terminal Proceeds	16,800,000	17,212,181	19,341,945
SWF337 Sports Betting Application Fees	<u>0</u>	<u>0</u>	<u>150,000</u>
Total	<u><u>17,000,000</u></u>	<u><u>17,712,181</u></u>	<u><u>19,991,945</u></u>
American Rescue Plan Act of 21 Expenditure			
21.027 American Rescue Plan Act of 2021	<u>10,000,000</u>	<u>0</u>	<u>0</u>
Total	<u><u>10,000,000</u></u>	<u><u>0</u></u>	<u><u>0</u></u>

Department of Commerce

T00F00.16 Economic Development Opportunity Fund - Division of Business and Industry Sector Development

Program Description

The Economic Development Opportunity Fund (Sunny Day Fund) was created 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. 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.

Appropriation Statement		2021 Actual	2022 Appropriation	2023 Allowance
14	Land and Structures	5,000,000	5,000,000	0
	Total Operating Expenses	5,000,000	5,000,000	0
	Total Expenditure	5,000,000	5,000,000	0
	Special Fund Expenditure	5,000,000	5,000,000	0
	Total Expenditure	5,000,000	5,000,000	0
Special Fund Expenditure				
T00310	Economic Development Opportunity Program	5,000,000	5,000,000	0
	Total	5,000,000	5,000,000	0

Department of Commerce

T00F00.16 Economic Development Opportunity Fund (Sunny Day)

	FY 2020 Actual	FY 2021 Actual	FY 2022 Estimated	FY 2023 Estimated
Beginning Balance	11,957,214	7,614,071	3,726,088	1,996,088
Revenue				
Transfer from Reserve Fund	460,000	-	3,270,000	-
Investment Liquidation	427,543	1,849,569	350,000	350,000
Reversion to General Fund	-	(460,000)	-	-
Total Revenue	887,543	1,389,569	3,620,000	350,000
Total Funds Available	12,844,757	9,003,640	7,346,088	2,346,088
Expenditures/Encumbrances				
Encumbrances/Approval Activity - Other	5,000,000	5,000,000	5,000,000	-
Operating Expenses	110,359	147,830	150,000	150,000
Indirect Expenses	120,326	129,722	200,000	200,000
Total Expenditures/Encumbrances	5,230,685	5,277,552	5,350,000	350,000
Ending Balance of Uncommitted Funds	7,614,071	3,726,088	1,996,088	1,996,088

Numbers may not add due to rounding

Department of Commerce

T00F00.18 Military Personnel and Service-Disabled Veteran Loan Program - Division of Business and Industry Sector Development

Program Description

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

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
14 Land and Structures	38,000	300,000	300,000
Total Operating Expenses	<u>38,000</u>	<u>300,000</u>	<u>300,000</u>
Total Expenditure	<u><u>38,000</u></u>	<u><u>300,000</u></u>	<u><u>300,000</u></u>
Special Fund Expenditure	<u>38,000</u>	<u>300,000</u>	<u>300,000</u>
Total Expenditure	<u><u>38,000</u></u>	<u><u>300,000</u></u>	<u><u>300,000</u></u>
Special Fund Expenditure			
T00333 Military Personnel and Veteran-owned Small Business No-Interest Loan Program	<u>38,000</u>	<u>300,000</u>	<u>300,000</u>
Total	<u><u>38,000</u></u>	<u><u>300,000</u></u>	<u><u>300,000</u></u>

Department of Commerce

T00F00.19 Innovation Investment Incentive Tax Credit Program - Division of Business and Industry Sector Development

Program Description

The Innovation Investment Incentive Tax Credit is intended to foster the growth of Maryland's technology sectors by incentivizing investment in early-stage companies with the goal of increasing the number of companies developing innovative technologies in Maryland, increasing overall investments in current and emerging technology sectors, and increasing the number of individual investors actively investing in Maryland's technology companies.

Appropriation Statement		2021 Actual	2022 Appropriation	2023 Allowance
12	Grants, Subsidies, and Contributions	<u>0</u>	<u>2,000,000</u>	<u>2,000,000</u>
	Total Operating Expenses	<u>0</u>	<u>2,000,000</u>	<u>2,000,000</u>
	Total Expenditure	<u><u>0</u></u>	<u><u>2,000,000</u></u>	<u><u>2,000,000</u></u>
	Net General Fund Expenditure	0	0	2,000,000
	Special Fund Expenditure	<u>0</u>	<u>2,000,000</u>	<u>0</u>
	Total Expenditure	<u><u>0</u></u>	<u><u>2,000,000</u></u>	<u><u>2,000,000</u></u>
Special Fund Expenditure				
T00336	Innovation Investment Tax Credit Reserve Fund	<u>0</u>	<u>2,000,000</u>	<u>0</u>
	Total	<u><u>0</u></u>	<u><u>2,000,000</u></u>	<u><u>0</u></u>

Department of Commerce

T00F00.20 Maryland E-Nnovation Initiative - Division of Business and Industry Sector Development

Program Description

This is a special, non-lapsing fund that provides matching funds to nonprofit institutions of higher education for the creation of research endowments. Funds must be spent to advance basic and applied research in scientific and technical fields of study. The program is funded through a portion of the State admissions and amusement tax.

Appropriation Statement		2021 Actual	2022 Appropriation	2023 Allowance
12	Grants, Subsidies, and Contributions	8,650,000	0	0
14	Land and Structures	0	12,450,000	8,500,000
	Total Operating Expenses	<u>8,650,000</u>	<u>12,450,000</u>	<u>8,500,000</u>
	Total Expenditure	<u>8,650,000</u>	<u>12,450,000</u>	<u>8,500,000</u>
	Special Fund Expenditure	<u>8,650,000</u>	<u>12,450,000</u>	<u>8,500,000</u>
	Total Expenditure	<u>8,650,000</u>	<u>12,450,000</u>	<u>8,500,000</u>
Special Fund Expenditure				
T00322	Maryland E-Nnovation Initiative	<u>8,650,000</u>	<u>12,450,000</u>	<u>8,500,000</u>
	Total	<u>8,650,000</u>	<u>12,450,000</u>	<u>8,500,000</u>

Department of Commerce

T00F00.21 Maryland Economic Adjustment Fund - Division of Business and Industry Sector Development

Program Description

This program provides funds for projects to address economic adjustment problems resulting from closure or downsizing of defense facilities.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
10 Equipment - Replacement	150,000	0	0
14 Land and Structures	150,000	200,000	200,000
Total Operating Expenses	<u>300,000</u>	<u>200,000</u>	<u>200,000</u>
Total Expenditure	<u><u>300,000</u></u>	<u><u>200,000</u></u>	<u><u>200,000</u></u>
Special Fund Expenditure	0	200,000	200,000
Federal Fund Expenditure	<u>300,000</u>	<u>0</u>	<u>0</u>
Total Expenditure	<u><u>300,000</u></u>	<u><u>200,000</u></u>	<u><u>200,000</u></u>
Special Fund Expenditure			
T00312 Maryland Economic Adjustment Fund (MEAF)	<u>0</u>	<u>200,000</u>	<u>200,000</u>
Total	<u>0</u>	<u>200,000</u>	<u>200,000</u>
Federal Fund Expenditure			
12.607 Community Economic Adjustment Assistance for Establishment, Expansion, Realignment, or Closure of a Military Installation	<u>300,000</u>	<u>0</u>	<u>0</u>
Total	<u>300,000</u>	<u>0</u>	<u>0</u>

Department of Commerce

T00F00.21 Maryland Economic Adjustment Fund (MEAF)

	FY 2020 Actual	FY 2021 Actual	FY 2022 Estimated	FY 2023 Estimated
Beginning Balance	411,887	546,559	582,387	442,387
Revenue				
Investment Income	6,979	1,683	5,000	5,000
Loan Interest Income	14,193	8,494	5,000	5,000
Loan Repayment	98,500	25,651	50,000	50,000
Loan Recoveries	15,000	-	-	-
Total Revenue	134,672	35,828	60,000	60,000
Total Funds Available	546,559	582,387	642,387	502,387
Expenditures				
Encumbrances/Approval Activity	-	-	200,000	200,000
Total Expenditures/Encumbrances	-	-	200,000	200,000
Ending Balance	546,559	582,387	442,387	302,387

Numbers may not add due to rounding

Department of Commerce

T00F00.23 Maryland Economic Development Assistance Authority and Fund (MEDAAF) - Division of Business and Industry Sector Development

Program Description

The Maryland Economic Development Assistance Authority and 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.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	293,900,630	6,000,000	500,000
14 Land and Structures	30,790,377	17,000,000	17,000,000
Total Operating Expenses	<u>324,691,007</u>	<u>23,000,000</u>	<u>17,500,000</u>
Total Expenditure	<u><u>324,691,007</u></u>	<u><u>23,000,000</u></u>	<u><u>17,500,000</u></u>
Special Fund Expenditure	197,718,501	18,000,000	17,500,000
Coronavirus Aid, Relief, and Economic Security Act Expenditure	76,502,417	0	0
American Rescue Plan Act of 21 Expenditure	<u>50,470,089</u>	<u>5,000,000</u>	<u>0</u>
Total Expenditure	<u><u>324,691,007</u></u>	<u><u>23,000,000</u></u>	<u><u>17,500,000</u></u>
Special Fund Expenditure			
SWF334 Rainy Day Fund- Covid 19	180,000,000	0	0
T00324 Maryland Economic Development Assistance Authority and Fund	<u>17,718,501</u>	<u>18,000,000</u>	<u>17,500,000</u>
Total	<u>197,718,501</u>	<u>18,000,000</u>	<u>17,500,000</u>
Coronavirus Aid, Relief, and Economic Security Act Expenditure			
21.019 Coronavirus Relief Fund	<u>76,502,417</u>	<u>0</u>	<u>0</u>
Total	<u>76,502,417</u>	<u>0</u>	<u>0</u>
American Rescue Plan Act of 21 Expenditure			
21.027 American Rescue Plan Act of 2021	<u>50,470,089</u>	<u>5,000,000</u>	<u>0</u>
Total	<u>50,470,089</u>	<u>5,000,000</u>	<u>0</u>

Department of Commerce

T00F00.23 Maryland Economic Development Assistance Authority and Fund (MEDAAF)

	FY 2020 Actual	FY 2021 Actual	FY 2022 Estimated	FY 2023 Estimated
Beginning Balance	27,968,956	39,130,869	37,362,228	29,413,685
Revenue				
General Funds	2,000,000	1,000,000	-	-
Loan Repayments	1,296,665	5,245,777	592,323	2,818,811
Loan Recoveries and Grant Repayments	12,835	608,759	1,172,204	604,685
Interest Income	155,569	81,701	126,240	121,170
Investment Income	760,274	179,324	606,204	515,267
Other Income	48,809	239,186	105,866	131,287
Brownfields Local Property Tax Contributions	8,023,370	6,958,577	6,979,063	7,320,336
Investment Liquidation	1,735,790	216,649	1,088,305	1,013,581
Canceled Encumbrances/Recissions	4,685,000	7,255,894	3,000,000	3,000,000
Restricted Funding to be Reverted	(1,250,000)	(1,000,000)	-	-
Total Revenue	17,468,312	20,785,867	13,670,203	15,525,138
Total Funds Available	45,437,268	59,916,736	51,032,431	44,938,823
Expenditures/Encumbrances				
Encumbrances/Approval Activity	3,340,000	18,695,000	18,000,000	18,000,000
Operating Expenses	577,814	609,174	582,681	553,898
Indirect Expenses	2,808,587	3,149,332	3,036,063	298,100
Prior Period Adjustment	(420,002)	101,000	-	-
Total Expenditures/Encumbrances	6,306,399	22,554,508	21,618,746	18,851,998
Ending Balance of Uncommitted Funds	39,130,869	37,362,228	29,413,685	26,086,825

Numbers may not add due to rounding

Department of Commerce

T00F00.24 More Jobs For Marylanders Tax Credit Reserve Fund - Division of Business and Industry Sector Development

Program Description

This is a special, nonlapsing fund established under the More Jobs for Marylanders Act. This fund provides tax credits to manufacturing businesses to create jobs in qualified areas of the State. Qualified manufacturers may claim these tax credits against all taxable income resulting from the qualified project for ten tax years.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	2,000,000	2,000,000	30,030,530
Total Operating Expenses	2,000,000	2,000,000	30,030,530
Total Expenditure	2,000,000	2,000,000	30,030,530
Net General Fund Expenditure	2,000,000	2,000,000	30,030,530
Total Expenditure	2,000,000	2,000,000	30,030,530

Department of Commerce

T00F00.27 Business Telework Assistance Grant Program - Division of Business and Industry Sector Development

Program Description

The purpose of the Business Telework Assistance Grant Program is to assist and support businesses in implementing telework policies for their employees. A grant awarded through the program may be used to purchase hardware, software, and other technical equipment or technical services necessary for a business to implement a telework policy. To qualify for a grant, a business must develop a policy that conforms to the best practices established by OTA. In awarding a grant, Commerce must prioritize small businesses and consider the number of employees in the business and the assistance needed for the business to implement a telework policy. Commerce must adopt regulations to implement the program.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	0	0	1,000,000
Total Operating Expenses	0	0	1,000,000
Total Expenditure	0	0	1,000,000
Net General Fund Expenditure	0	0	1,000,000
Total Expenditure	0	0	1,000,000

Department of Commerce

T00F00.28 Non-Profit Shared Services Support Program - Division of Business and Industry Sector Development

Program Description

Additional one-time funding is provided to assist non-profits in developing a shared service model for the administrative support of smaller non-profit organizations.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	0	0	5,000,000
Total Operating Expenses	0	0	5,000,000
Total Expenditure	0	0	5,000,000
Net General Fund Expenditure	0	0	5,000,000
Total Expenditure	0	0	5,000,000

Department of Commerce

Summary of Division of Marketing, Tourism, and the Arts

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	51.00	51.00	51.00
Number of Contractual Positions	21.30	24.50	24.90
Salaries, Wages and Fringe Benefits	5,870,506	5,562,025	5,587,129
Technical and Special Fees	1,055,317	1,023,833	1,042,714
Operating Expenses	50,968,231	40,499,714	42,971,501
Net General Fund Expenditure	40,579,526	43,504,542	45,715,359
Special Fund Expenditure	7,574,439	2,811,809	3,114,823
Federal Fund Expenditure	746,091	769,221	771,162
Coronavirus Aid, Relief, and Economic Security Act Expenditure	2,997,000	0	0
American Rescue Plan Act of 21 Expenditure	5,996,998	0	0
Total Expenditure	57,894,054	47,085,572	49,601,344

Department of Commerce

T00G00.01 Office of the Assistant Secretary - Division of Marketing, Tourism, and the Arts

Program Description

This program works to strengthen Maryland's outstanding quality of life and encourage economic development by investing in and promoting Maryland's unique historic, cultural, and natural assets.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	2.00	2.00	2.00
01 Salaries, Wages and Fringe Benefits	275,777	285,356	295,414
03 Communications	572	0	0
04 Travel	0	788	788
07 Motor Vehicle Operation and Maintenance	2,025	1,000	1,000
08 Contractual Services	0	30,500	30,500
09 Supplies and Materials	0	850	850
13 Fixed Charges	10,000	1,000	1,000
Total Operating Expenses	12,597	34,138	34,138
Total Expenditure	288,374	319,494	329,552
Net General Fund Expenditure	288,374	319,494	329,552
Total Expenditure	288,374	319,494	329,552

Department of Commerce

T00G00.02 Office of Tourism Development - Division of Marketing, Tourism, and the Arts

Program Description

The Maryland Office of Tourism Development (MOTD) serves as the State's official travel marketing agency, promoting Maryland attractions, accommodations, and services. Operations include advertising and 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; and one-on-one marketing to third party distribution channels (e.g. tour operators) via domestic and international tradeshows and sales missions.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	24.00	24.00	24.00
Number of Contractual Positions	16.30	16.40	16.80
01 Salaries, Wages and Fringe Benefits	2,687,126	2,606,601	2,664,808
02 Technical and Special Fees	652,162	522,746	558,553
03 Communications	80,438	67,727	67,727
04 Travel	11,755	112,100	75,239
06 Fuel and Utilities	12,269	11,573	11,573
07 Motor Vehicle Operation and Maintenance	34,736	24,450	24,450
08 Contractual Services	196,421	238,818	237,568
09 Supplies and Materials	26,519	36,537	36,537
10 Equipment - Replacement	23,398	0	0
11 Equipment - Additional	2,949	0	0
12 Grants, Subsidies, and Contributions	964,350	1,362,000	1,362,000
13 Fixed Charges	356,898	30,023	6,364
Total Operating Expenses	<u>1,709,733</u>	<u>1,883,228</u>	<u>1,821,458</u>
Total Expenditure	<u>5,049,021</u>	<u>5,012,575</u>	<u>5,044,819</u>
Net General Fund Expenditure	<u>5,049,021</u>	<u>5,012,575</u>	<u>5,044,819</u>
Total Expenditure	<u>5,049,021</u>	<u>5,012,575</u>	<u>5,044,819</u>

Department of Commerce

T00G00.03 Maryland Tourism Development Board - Division of Marketing, Tourism, and the Arts

Program Description

The Board was created to advise and implement State tourism marketing and development programs in order to stimulate and promote travel and tourism in Maryland.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
02 Technical and Special Fees	4,706	0	0
03 Communications	80,370	110,000	110,000
08 Contractual Services	7,623,595	6,300,000	6,300,000
12 Grants, Subsidies, and Contributions	6,069,997	4,250,000	4,250,000
Total Operating Expenses	<u>13,773,962</u>	<u>10,660,000</u>	<u>10,660,000</u>
Total Expenditure	<u><u>13,778,668</u></u>	<u><u>10,660,000</u></u>	<u><u>10,660,000</u></u>
Net General Fund Expenditure	10,358,399	10,360,000	10,360,000
Special Fund Expenditure	2,300,000	300,000	300,000
Federal Fund Expenditure	120,271	0	0
American Rescue Plan Act of 21 Expenditure	999,998	0	0
Total Expenditure	<u><u>13,778,668</u></u>	<u><u>10,660,000</u></u>	<u><u>10,660,000</u></u>
Special Fund Expenditure			
SWF334 Rainy Day Fund- Covid 19	2,000,000	0	0
T00319 Tourism Board Revolving Fund	300,000	300,000	300,000
Total	<u>2,300,000</u>	<u>300,000</u>	<u>300,000</u>
Federal Fund Expenditure			
15.930 Chesapeake Bay Gateways Network	120,271	0	0
Total	<u>120,271</u>	<u>0</u>	<u>0</u>
American Rescue Plan Act of 21 Expenditure			
21.027 American Rescue Plan Act of 2021	999,998	0	0
Total	<u>999,998</u>	<u>0</u>	<u>0</u>

Department of Commerce

T00G00.04 Office of Marketing and Communications - Division of Marketing, Tourism, and the Arts

Program Description

This office serves as a comprehensive "one stop shop" to develop, coordinate, implement, and evaluate proactive and integrated marketing activities for the Department. A centralized marketing resource, the division operates a full service creative and production shop. A Media Relations and Public Affairs program serves to effectively communicate the Department's message and secure broadcast and print media coverage on Maryland's competitive business advantages. Due to agency reorganization, funding was transferred to this office from T00A00.06 beginning in fiscal year 2021.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	14.00	14.00	14.00
01 Salaries, Wages and Fringe Benefits	1,745,853	1,573,721	1,559,903
03 Communications	4,838	16,320	16,320
04 Travel	180	5,195	5,695
07 Motor Vehicle Operation and Maintenance	11,951	6,300	6,300
08 Contractual Services	1,027,227	1,064,500	258,785
09 Supplies and Materials	5,757	21,630	19,200
10 Equipment - Replacement	3,944	0	0
12 Grants, Subsidies, and Contributions	500	0	250,000
13 Fixed Charges	116,277	3,076	2,250
Total Operating Expenses	1,170,674	1,117,021	558,550
Total Expenditure	2,916,527	2,690,742	2,118,453
Net General Fund Expenditure	2,511,028	2,478,933	1,903,630
Special Fund Expenditure	405,499	211,809	214,823
Total Expenditure	2,916,527	2,690,742	2,118,453
Special Fund Expenditure			
T00304 Maryland Industrial Development Financing Authority (MIDFA)	312,134	98,471	101,098
T00305 Maryland Small Business Development Financing Authority (MSBDFA)	38,520	15,211	15,263
T00310 Economic Development Opportunity Program	22,011	8,692	8,722
T00324 Maryland Economic Development Assistance Authority and Fund	32,834	89,435	89,740
Total	405,499	211,809	214,823

Department of Commerce

T00G00.05 Maryland State Arts Council - Division of Marketing, Tourism, and the Arts

Program Description

The Maryland State Arts Council (MSAC) supports the visual, literary, and performing arts by providing grants, technical assistance, and other support services to arts organizations and presenters, county arts councils, schools, Arts & Entertainment Districts, and individual artists. MSAC also manages the Maryland Public Art Initiative, Maryland Traditions, and other programs that advance the arts across the State.

Appropriation Statement	2021 Actual	2022 Appropriation	2023 Allowance
Number of Authorized Positions	11.00	11.00	11.00
Number of Contractual Positions	5.00	8.10	8.10
01 Salaries, Wages and Fringe Benefits	1,161,750	1,096,347	1,067,004
02 Technical and Special Fees	398,449	501,087	484,161
03 Communications	4,251	7,500	7,500
04 Travel	6,279	51,000	51,000
06 Fuel and Utilities	4,693	8,000	8,000
08 Contractual Services	740,758	941,660	1,047,200
09 Supplies and Materials	19,420	102,000	62,677
12 Grants, Subsidies, and Contributions	32,576,133	24,398,167	25,929,478
13 Fixed Charges	149,731	297,000	191,500
Total Operating Expenses	33,501,265	25,805,327	27,297,355
Total Expenditure	35,061,464	27,402,761	28,848,520
Net General Fund Expenditure	22,372,704	25,333,540	26,777,358
Special Fund Expenditure	4,068,940	1,300,000	1,300,000
Federal Fund Expenditure	625,820	769,221	771,162
Coronavirus Aid, Relief, and Economic Security Act Expenditure	2,997,000	0	0
American Rescue Plan Act of 21 Expenditure	4,997,000	0	0
Total Expenditure	35,061,464	27,402,761	28,848,520
Special Fund Expenditure			
SWF334 Rainy Day Fund- Covid 19	3,000,000	0	0
T00313 Maryland State Arts Council Fund	77,915	300,000	300,000
T00335 Admissions and Amusement Tax	991,025	1,000,000	1,000,000
Total	4,068,940	1,300,000	1,300,000
Federal Fund Expenditure			
45.025 Promotion of the Arts-Partnership Agreements	625,820	769,221	771,162
Total	625,820	769,221	771,162
Coronavirus Aid, Relief, and Economic Security Act Expenditure			
21.019 Coronavirus Relief Fund	2,997,000	0	0
Total	2,997,000	0	0
American Rescue Plan Act of 21 Expenditure			
21.027 American Rescue Plan Act of 2021	4,997,000	0	0
Total	4,997,000	0	0

Department of Commerce

T00G00.08 Preservation of Cultural Arts Program - Division of Marketing, Tourism, and the Arts

Program Description

This program provides emergency grants to eligible cultural arts organizations, including museums or similar entities to prevent the closure or termination of a cultural arts organization.

Appropriation Statement		2021 Actual	2022 Appropriation	2023 Allowance
12	Grants, Subsidies, and Contributions	800,000	1,000,000	1,300,000
	Total Operating Expenses	800,000	1,000,000	1,300,000
	Total Expenditure	800,000	1,000,000	1,300,000
	Special Fund Expenditure	800,000	1,000,000	1,300,000
	Total Expenditure	800,000	1,000,000	1,300,000
Special Fund Expenditure				
T00328	Preservation of Cultural Arts	800,000	1,000,000	1,300,000
	Total	800,000	1,000,000	1,300,000

Department of Commerce

T00G00.09 Baltimore Symphony Orchestra (BSO) - Division of Marketing, Tourism, and the Arts

Program Description

Provides an annual grant to the Baltimore Symphony Orchestra in fiscal years 2022 through 2026.

Appropriation Statement

	2021 Actual	2022 Appropriation	2023 Allowance
12 Grants, Subsidies, and Contributions	0	0	1,300,000
Total Operating Expenses	0	0	1,300,000
Total Expenditure	0	0	1,300,000
Net General Fund Expenditure	0	0	1,300,000
Total Expenditure	0	0	1,300,000

3 Year Position Summary

Classification Title	FY 2021 Positions	FY 2021 Expenditures	FY 2022 Positions	FY 2022 Appropriation	FY 2023 Positions	FY 2023 Allowance
T00 - Department of Commerce						
T00A00 - Office of the Secretary						
T00A0001 - Office of the Secretary						
Admin Officer III	1.00	60,904	1.00	61,515	1.00	61,515
Admin Prog Mgr I	2.00	152,168	2.00	184,064	2.00	184,064
Dep Secy Dept Commerce	1.00	25,267	1.00	166,432	1.00	166,432
Designated Admin Mgr Senior IV	1.00	101,030	1.00	102,043	1.00	102,043
Exec Assoc I	2.00	105,838	2.00	106,899	2.00	106,899
Exec Assoc III	1.00	70,677	1.00	71,385	1.00	71,385
Internal Auditor Officer	1.00	55,691	1.00	71,958	1.00	54,279
Prgm Mgr IV	1.00	111,728	1.00	112,848	1.00	112,848
Secy Dept Commerce	1.00	190,384	1.00	190,866	1.00	190,866
Total T00A0001	11.00	873,687	11.00	1,068,010	11.00	1,050,331
T00A0002 - Office of Policy and Research						
Administrator I	1.00	0	1.00	47,881	0.00	0
Administrator II	0.00	0	0.00	0	1.00	50,971
Administrator III	1.00	86,327	1.00	85,464	1.00	85,464
Administrator IV	1.00	74,606	2.00	133,216	2.00	163,154
Administrator V	4.00	261,440	3.00	264,062	3.00	264,062
Administrator VI	1.00	172,878	2.00	174,611	2.00	142,447
Industrial Dev Representative	2.00	0	1.00	57,862	1.00	57,862
Management Associate	1.00	50,185	1.00	50,688	1.00	50,688
Prgm Mgr Senior IV	1.00	145,118	1.00	146,573	1.00	91,195
Total T00A0002	12.00	790,554	12.00	960,357	12.00	905,843
T00A0003 - Office of the Attorney General						
Admin Aide	1.00	49,012	1.00	49,013	1.00	49,013
Admin Officer II OAG	2.00	120,948	2.00	122,161	2.00	122,161
Administrator II OAG	1.00	80,392	1.00	80,053	1.00	80,053
Asst Attorney General VII	4.00	445,330	4.00	459,928	4.00	459,928
Asst Attorney General VIII	1.00	127,292	1.00	128,568	1.00	128,568
Div Dir Ofc Atty General	1.00	145,118	1.00	146,573	1.00	146,573
Total T00A0003	10.00	968,092	10.00	986,296	10.00	986,296
T00A0008 - Division of Administration and Technology						
Accountant II	0.00	0	1.00	47,881	1.00	60,841
Admin Officer I	2.00	111,779	2.00	112,899	2.00	112,899
Admin Officer II	1.00	51,076	1.00	51,588	1.00	51,588
Admin Officer III	1.00	0	0.00	0	0.00	0
Admin Prog Mgr IV	1.00	111,728	1.00	112,848	1.00	112,848
Administrator I	2.00	0	0.00	0	0.00	0
Administrator II	2.00	135,589	2.00	136,949	2.00	136,949
Administrator V	1.00	79,638	1.00	80,437	1.00	80,437
Administrator VI	1.00	104,685	1.00	105,735	1.00	105,735
Agency Budget Spec I	1.00	50,687	1.00	54,521	0.00	0
Agency Budget Spec II	1.00	23,575	1.00	66,895	1.00	70,826
Agency Budget Spec Lead	0.00	43,177	0.00	0	1.00	71,385
Agency Procurement Spec I	1.00	0	0.00	0	0.00	0
Fiscal Accounts Clerk II	1.00	31,826	1.00	39,841	1.00	32,820
HR Administrator I	1.00	83,011	1.00	83,843	1.00	83,843
HR Director I	1.00	90,695	1.00	91,605	1.00	91,605
HR Officer I	1.00	59,763	1.00	60,362	1.00	60,362

3 Year Position Summary

Classification Title	FY 2021 Positions	FY 2021 Expenditures	FY 2022 Positions	FY 2022 Appropriation	FY 2023 Positions	FY 2023 Allowance
HR Officer II	1.00	56,914	1.00	57,485	1.00	47,881
IT Programmer Analyst I	0.00	0	0.00	0	1.00	47,881
IT Programmer Analyst II	2.00	40,533	1.00	72,760	1.00	72,760
IT Programmer Analyst Lead/Advanced	2.00	143,912	2.00	145,355	2.00	145,355
Prgm Mgr Senior II	2.00	204,485	2.00	206,535	2.00	206,535
Prgm Mgr Senior IV	1.00	89,699	1.00	91,195	1.00	128,161
Procurement Manager I	1.00	85,711	1.00	86,570	1.00	86,570
Procurement Officer I	0.00	195,117	3.00	197,073	3.00	197,073
Procurement Officer III	1.00	81,882	1.00	99,103	1.00	61,725
Total T00A0008	28.00	1,875,482	27.00	2,001,480	28.00	2,066,079
Total T00A00-Office of the Secretary	61.00	4,507,815	60.00	5,016,143	61.00	5,008,549
T00F00 - Division of Business and Industry Sector Development						
T00F0001 - Managing Director of Business and Industry Sector Development						
Administrator I	0.00	0	1.00	60,841	1.00	60,841
Administrator II	1.00	0	0.00	0	0.00	0
Administrator VII	1.00	111,728	1.00	112,848	1.00	112,848
Exec VIII	1.00	126,094	1.00	149,789	1.00	149,789
Industrial Dev Officer IV	1.00	0	1.00	73,576	1.00	47,881
Management Associate	1.00	60,519	1.00	61,093	1.00	61,093
Prgm Mgr Senior I	1.00	86,419	1.00	87,286	1.00	87,286
Total T00F0001	6.00	384,760	6.00	545,433	6.00	519,738
T00F0004 - Office of Business Development						
Administrator V	1.00	92,713	1.00	93,643	1.00	93,643
Industrial Dev Representative	11.00	1,028,945	12.00	1,037,718	12.00	1,037,718
Industrial Dev Supervisor	1.00	98,119	2.00	160,828	1.00	99,103
Management Assoc	1.00	31,644	0.00	0	0.00	0
Management Associate	0.00	0	1.00	39,374	1.00	39,374
Prgm Mgr IV	1.00	0	0.00	0	0.00	0
Prgm Mgr Senior I	1.00	108,407	1.00	109,494	1.00	109,494
Prgm Mgr Senior II	1.00	127,292	1.00	128,568	1.00	128,568
Prgm Mgr Senior IV	1.00	126,889	1.00	128,161	1.00	128,161
Total T00F0004	18.00	1,614,009	19.00	1,697,786	18.00	1,636,061
T00F0005 - Office of Strategic Industries and Entrepreneurship						
Administrator III	1.00	86,242	1.00	87,106	1.00	87,106
Administrator V	1.00	0	0.00	0	0.00	0
Exec Assoc II	1.00	62,070	1.00	62,692	1.00	62,692
Industrial Dev Representative	2.00	91,975	1.00	92,897	1.00	92,897
Industrial Dev Supervisor	3.00	87,613	3.00	211,942	3.00	240,395
Prgm Mgr Senior I	3.00	274,650	3.00	316,976	3.00	301,258
Prgm Mgr Senior III	2.00	218,860	2.00	212,634	2.00	251,875
Prgm Mgr Senior IV	1.00	131,838	1.00	133,160	1.00	133,160
Total T00F0005	14.00	953,248	12.00	1,117,407	12.00	1,169,383
T00F0008 - Office of Finance Programs						
Accountant Advanced	1.00	62,414	1.00	66,155	2.00	117,126
Admin Officer II	1.00	59,295	1.00	59,890	1.00	59,890
Administrator I	2.00	136,525	2.00	130,527	2.00	130,527
Administrator II	3.00	65,550	2.00	145,961	1.00	68,717
Administrator III	5.00	509,915	6.00	483,322	7.00	555,280
Administrator IV	3.00	244,631	3.00	247,083	3.00	247,083
Administrator V	2.00	164,312	2.00	162,430	2.00	162,430

3 Year Position Summary

Classification Title	FY 2021 Positions	FY 2021 Expenditures	FY 2022 Positions	FY 2022 Appropriation	FY 2023 Positions	FY 2023 Allowance
Administrator VI	1.00	74,285	1.00	65,857	1.00	92,619
Exec Assoc I	1.00	65,190	1.00	65,844	1.00	65,844
Fiscal Services Officer II	1.00	59,988	1.00	70,600	0.00	0
Prgm Mgr Senior II	2.00	127,292	1.00	128,568	1.00	128,568
Prgm Mgr Senior III	2.00	370,142	3.00	373,854	3.00	373,854
Prgm Mgr Senior IV	1.00	139,652	1.00	141,052	1.00	141,052
Total T00F0008	25.00	2,079,191	25.00	2,141,143	25.00	2,142,990
T00F0010 - Office of International Investment and Trade						
Administrator III	1.00	0	0.00	0	0.00	0
Administrator VII	0.00	94,187	1.00	95,132	1.00	95,132
Exec Assoc III	0.00	58,477	1.00	59,064	1.00	59,064
Industrial Dev Officer II	2.00	110,802	2.00	110,055	2.00	110,055
Industrial Dev Officer IV	0.00	37,368	0.00	0	0.00	0
Industrial Dev Representative	1.00	183,950	2.00	185,794	2.00	185,794
Industrial Dev Supervisor	3.00	288,321	3.00	288,133	3.00	288,133
Prgm Mgr Senior IV	1.00	108,926	1.00	110,018	1.00	110,018
Total T00F0010	8.00	882,031	10.00	848,196	10.00	848,196
T00F0013 - Office of Military Affairs and Federal Affairs						
Administrator I	1.00	0	1.00	47,881	1.00	47,881
Industrial Dev Officer IV	1.00	75,674	1.00	76,432	1.00	76,432
Industrial Dev Representative	1.00	91,974	1.00	92,897	1.00	92,897
Management Assoc	1.00	47,975	1.00	48,456	1.00	48,456
Prgm Mgr Senior IV	1.00	126,889	1.00	128,161	1.00	128,161
Total T00F0013	5.00	342,512	5.00	393,827	5.00	393,827
Total T00F00-Division of Business and Industry Sector Development	76.00	6,255,751	77.00	6,743,792	76.00	6,710,195
T00G00 - Division of Marketing, Tourism, and the Arts						
T00G0001 - Office of the Assistant Secretary						
Admin Officer III	1.00	13,409	1.00	68,934	1.00	68,934
Administrator III	0.00	62,981	0.00	0	0.00	0
Administrator VII	0.00	100,823	0.00	0	0.00	0
Exec VIII	1.00	144,961	1.00	143,786	1.00	143,786
Total T00G0001	2.00	322,174	2.00	212,720	2.00	212,720
T00G0002 - Office of Tourism Development						
Admin Officer I	0.00	0	0.00	0	1.00	53,112
Admin Officer II	1.00	0	0.00	0	0.00	0
Admin Officer III	2.00	65,873	1.00	66,366	1.00	66,366
Admin Spec II	1.00	91,531	2.00	92,448	2.00	92,448
Administrator I	5.00	246,947	5.00	320,777	4.00	266,720
Administrator II	3.00	298,705	4.00	308,564	4.00	277,939
Administrator III	3.00	169,654	3.00	234,967	3.00	234,967
Administrator IV	1.00	88,577	1.00	89,466	1.00	89,466
Administrator V	2.00	90,980	1.00	91,892	1.00	91,892
Administrator VII	1.00	8,797	1.00	110,719	1.00	110,719
Exec Assoc I	0.00	59,296	1.00	59,890	1.00	59,890
Exec VIII	1.00	28,253	1.00	145,247	1.00	145,247
Management Associate	1.00	56,084	1.00	56,646	1.00	56,646
Prgm Mgr III	0.00	102,722	1.00	103,752	1.00	103,752
Prgm Mgr Senior I	1.00	112,616	1.00	113,745	1.00	113,745
Travel Information Aide II	1.00	0	0.00	0	0.00	0

3 Year Position Summary

Classification Title	FY 2021 Positions	FY 2021 Expenditures	FY 2022 Positions	FY 2022 Appropriation	FY 2023 Positions	FY 2023 Allowance
Webmaster II	1.00	70,676	1.00	71,385	1.00	71,385
Total T00G0002	24.00	1,490,711	24.00	1,865,864	24.00	1,834,294
T00G0004 - Office of Marketing and Communications						
Admin Officer I	1.00	45,516	1.00	57,213	1.00	57,213
Admin Officer III	0.00	54,841	0.00	0	0.00	0
Administrator I	2.00	101,542	2.00	127,637	2.00	127,637
Administrator II	4.00	231,644	4.00	298,326	4.00	298,326
Administrator III	3.00	155,999	3.00	246,854	3.00	214,140
Exec VIII	0.00	120,294	0.00	0	0.00	0
Prgm Mgr II	1.00	74,498	1.00	93,643	1.00	93,643
Prgm Mgr III	1.00	84,118	1.00	105,735	1.00	105,735
Prgm Mgr Senior I	1.00	87,108	1.00	109,494	1.00	109,494
Pub Affairs Officer II	1.00	41,372	1.00	52,004	1.00	52,004
Total T00G0004	14.00	996,932	14.00	1,090,906	14.00	1,058,192
T00G0005 - Maryland State Arts Council						
Accountant Advanced	1.00	58,002	1.00	62,495	1.00	62,495
Admin Officer II	1.00	0	0.00	0	0.00	0
Admin Spec II	1.00	7,112	1.00	42,029	0.00	0
Admin Spec III	0.00	52,185	1.00	52,708	1.00	52,708
Administrator I	4.00	365,924	5.00	361,325	6.00	409,206
Administrator II	2.00	73,423	1.00	74,159	1.00	74,159
Administrator IV	0.00	85,302	1.00	86,157	1.00	86,157
Agency Grants Spec II	1.00	0	0.00	0	0.00	0
Prgm Mgr Senior I	1.00	114,784	1.00	115,935	1.00	75,012
Total T00G0005	11.00	756,732	11.00	794,808	11.00	759,737
Total T00G00-Division of Marketing, Tourism, and the Arts	51.00	3,566,549	51.00	3,964,298	51.00	3,864,943
Total T00 Department of Commerce	188.00	14,330,115	188.00	15,724,233	188.00	15,583,687