



Larry Hogan | Governor
Boyd Rutherford | Lt. Governor
R. Michael Gill | Secretary of Commerce
Benjamin H. Wu | Deputy Secretary of Commerce

August 15, 2018

The Honorable Thomas V. Mike Miller, Jr.
President, Maryland Senate
State House, H-107
Annapolis, Maryland 21401-1991

The Honorable Michael E. Busch
Speaker, Maryland House of Delegates
State House, H-101
Annapolis, Maryland 21401-1991

RE: More Jobs for Marylanders Tax Credit Reserve Fund – Annual Report

Dear President Miller and Speaker Busch:

Pursuant to Tax General Article § 10-741(e), I am pleased to submit the Department of Commerce's More Jobs for Marylanders Tax Credit Reserve Fund Annual Report.

I look forward to your review of this report and will be available to furnish any additional information that is needed. If my staff or I can be of further assistance, or if you have any questions regarding this report, please contact me at 410-767-6301.

Sincerely,

R. Michael Gill
Secretary

cc: Delegate Adrienne Jones
Senator Edward Kasemeyer
Senator Nancy King
Delegate Maggie McIntosh

Enclosure



Larry Hogan | Governor
Boyd Rutherford | Lt. Governor
R. Michael Gill | Secretary of Commerce
Benjamin H. Wu | Deputy Secretary of Commerce

MEMORANDUM

TO: The Honorable Larry Hogan
Governor

FROM: R. Michael Gill 
Secretary

THRU: Sean Powell
Deputy Chief of Staff, Governor's Office

DATE: August 15, 2018

SUBJECT: More Jobs for Marylanders Tax Credit Reserve Fund - Annual Report

Pursuant to Tax General Article § 10-741(e), I am pleased to submit the Department of Commerce's More Jobs for Marylanders Tax Credit Reserve Fund Annual Report.

I look forward to your review of this report and will be available to furnish any additional information that is needed. If my staff or I can be of further assistance, or if you have any questions regarding this report, please contact me at 410-767-6301.

Attachment

More Jobs for Marylanders Tax Credit Reserve Fund

ANNUAL REPORT

Pursuant to Tax General Article §10-741(e)

Submitted by:

Maryland Department of Commerce

August 15, 2018

More Jobs for Marylanders Tax Credit Reserve Fund

OVERVIEW

Chapter 149, Acts of 2017, established the More Jobs for Marylanders Program (Program) within the Department of Commerce (Commerce) to incentivize and encourage manufacturers to create jobs in areas of Maryland that need jobs the most. The incentives are available for a 10-year period for eligible new and existing manufacturers in “Tier 1” or “Tier 2” counties in Maryland that are enrolled in the Program before June 1, 2020, create the minimum required jobs and meet other Program requirements.

Chapter 584, Acts of 2018, changed the income criteria in the definition of a Tier 1 County to include counties with median household income for the most recent 24-month period equal to or less than 75 percent of the median household income of the State. As a result, the following counties qualify as Tier 1 Counties as of July 1, 2018: Baltimore City and Allegany, Caroline, Dorchester, Garrett, Kent, Somerset, Washington, Wicomico and Worcester Counties. Tier 2 counties that have been promoted for Tier 1 benefits, per the Commerce Secretary's approval authority, are Baltimore and Prince George's Counties. All other counties are considered Tier 2 counties.

As required by the statute, Commerce developed an application process for companies that plan to participate in the Program. The first step is that companies must submit a Notice of Intent (NOI) to Commerce. A new manufacturer must provide notice before establishing its facility in Maryland; an existing manufacturer must provide notice before it begins creating new jobs. Upon receipt of a NOI, Commerce will provide the business with an application to enroll its project in the More Jobs for Marylanders Program. Upon receipt of the completed Project Enrollment Application, Commerce will certify those companies that meet the program requirements as Qualified Business Entities, eligible to apply for the available tax credits.

Commerce began accepting NOIs for the Program on June 1, 2017. As of July 1, 2018, Commerce has received 119 NOIs.

To date, Commerce has received applications from companies representing nearly 2,000 jobs to be created over the benefit period. For the purposes of the projections in this report Commerce is focusing solely on the jobs that would qualify for benefits in FY 2020.

BENEFITS

Provides tax incentives tied to job creation for a 10-year period.

1. New businesses in Tier 1 jurisdictions receive a refundable State income tax credit (5.75% of the wage per new position); State Property Tax Credit (\$0.112 per \$100

assessed); refund of Sales and Use Tax; and waiver of SDAT fees for the creation of 5 or more new jobs.

2. Existing businesses in Tier 1 and Tier 2 jurisdictions receive a refundable State income tax credit of 5.75% of the wage per new position, for the creation of 5 new jobs and 10 new jobs, respectively.

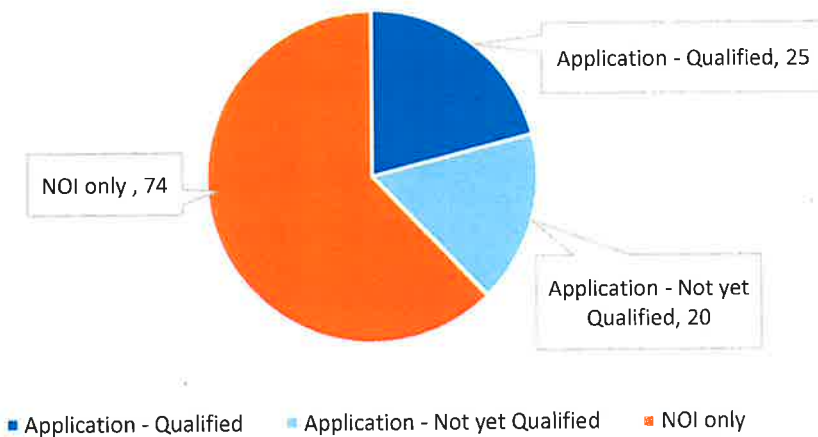
To qualify a business must:

- Be a manufacturer primarily engaged in activities at the facility that according to the North American Industrial Classification System, would be included in Sector 31, 32, or 33, except for Refiners.
- Offer ongoing job training or a postsecondary education program (e.g. tuition reimbursement).
- A new manufacturer must notify Commerce of its intent to be designated eligible before it establishes a facility in the state.
- An existing manufacturer must notify Commerce of its intent to be designated eligible for the program incentives before it creates new jobs.
- New or existing manufacturers in Tier 1 counties must create at least 5 new qualified jobs. (A qualified job is a job that is full-time, pays at least 120% of State minimum wage and is filled for 12 months.)
- Existing manufacturers in Tier 2 counties must create at least 10 new qualified jobs. (A qualified job is a job that is full-time, pays at least 120% of State minimum wage and is filled for 12 months.)
- The manufacturer must begin hiring within 12 months of its NOI Date to Commerce and meet the 5 or 10 job minimum within 12 months of its first hire.
- Enroll its project in the program before June 1, 2020.

FISCAL YEAR 2018 ACTIVITY

Commerce has received NOIs from 119 companies interested in applying for the More Jobs for Marylander's tax credits. As of July 1, 2018, 45 of the 119 companies have submitted applications to enroll their projects in the program. Commerce has certified 25 of these 45 companies as Qualified Business Entities eligible to apply for the available tax credits. The applications from the other 20 companies are missing information or are otherwise still incomplete. Commerce is continuing to work with those 20 companies to complete their applications.

FY2018 MJM Activity by Status



PROJECTED DEMAND FOR THE TAX CREDIT

The chart below shows the job projections for FYs 2019 and 2020 for the 45 companies that have submitted enrollment applications based on information provided by the company on the project enrollment application.

Project Enrollment Applications as of 7/1/2018	
Total Applicants	45
By Tier:	
Tier 1 Applicants	32
Tier 2 Applicants	13
New versus Existing:	
New Manufacturers (all Tier 1)	5
Existing Manufacturers	40
Tier 1 Existing Manufacturers	26
Tier 2 Existing Manufacturers	14
Projected Jobs, Estimated Credit	
Projected FY 2019 Jobs	765
Estimated FY 2019 Income Tax Credit	\$2,164,153
Projected FY 2020 Jobs	1,127*
Estimated FY 2020 Income Tax Credit	\$3,156,992

*Includes jobs created by the 45 applicants through 6/30/19

In addition to those companies that submitted project enrollment applications to date, Commerce anticipates that many of the companies that submitted NOIs will continue with the process and enroll their project in the program. This could result in an additional \$1.5 million in income tax

credits in FY 2019 and \$2.6 million in FY 2020. This estimate is based on those companies with NOIs that provided job and wage projections. For those companies that provided job projections only, Commerce estimated the credit using an average wage of \$40,000.

Based on the 45 enrollment applications, the projected demand for the tax credit in FY 2020 is \$3.15 million. This projection is based on job and wage data provided by the applicants in nearly all cases. For a few applicants that have not yet submitted wage data, an average annual wage of \$40,000 per job was assumed. See Appendix A for data on all 45 applicants.

Estimated Income Tax Credits		
	FY 2019	FY 2020
Project Enrollment Applications (45)	\$2,164,153	\$3,156,992
Notices of Intent only (74)	\$1,510,198	\$2,630,230
Total (119)	\$3,674,351	\$5,787,222

Estimated Income Tax Credits – Enrollment Applications – by Tier		
	FY 2019	FY 2020
Tier 1 (32)	\$1,055,334	\$1,491,463
Tier 2 (13)	\$1,108,819	\$1,663,530
Total (45)	\$2,164,153	\$3,156,992

Estimated Income Tax Credits – Enrollment Applications – New/Existing		
	FY 2019	FY 2020
Existing – Tier 1 (26)	\$931,670	\$1,272,812
Existing – Tier 2 (14)	\$1,108,819	\$1,665,530
Existing – all (40)	\$2,040,490	\$2,938,342
New - all Tier 1 (5)	\$123,663	\$218,650
Total (45)	\$2,164,153	\$3,156,992

In addition to the Enrollment Applications, another 74 companies submitted a Notice of Intent to submit an application. These companies represent additional potential demand for the tax credit. Commerce expects many of these companies to follow through with an Enrollment Application. The projected demand for the tax credit for this group of companies in FY 2020 is \$2.63 million. See Appendix A for data on these potential applicants.

Estimated Income Tax Credits – Notice of Intent only – by Tier		
	FY 2019	FY 2020
Tier 1 (49)	\$709,033	\$1,286,372
Tier 2 (24)	\$801,164	\$1,343,858
Total (74)*	\$1,510,198	\$2,630,230

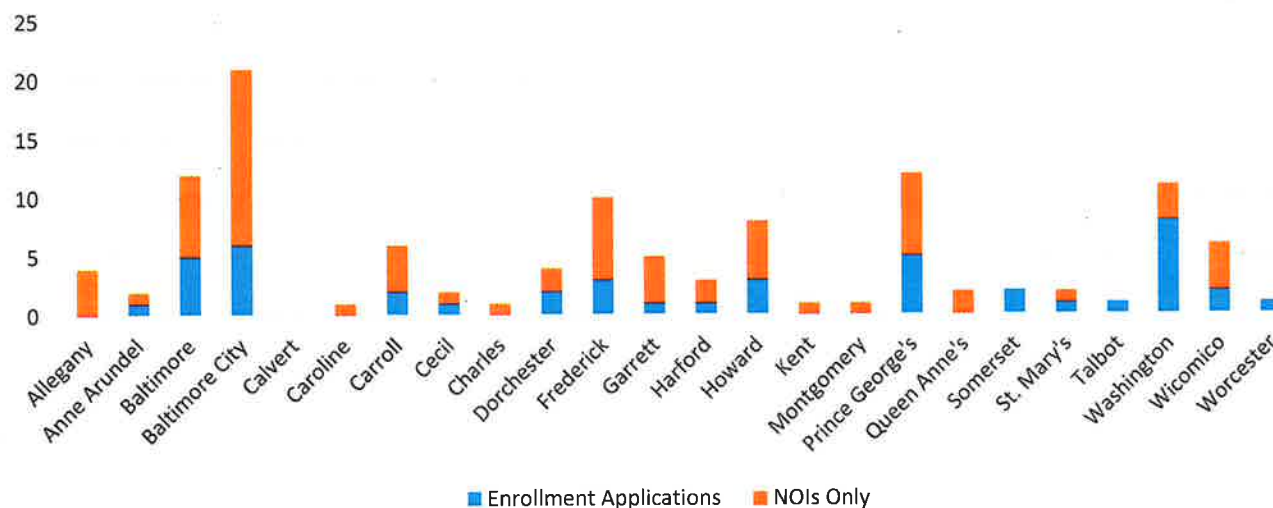
* Total includes one New business which did not estimate new jobs and did not locate; Tier therefore not determined.

Estimated Income Tax Credits – Notice of Intent only – New/Existing		
	FY 2019	FY 2020
Existing – Tier 1 (42)	\$630,258	\$1,197,535
Existing – Tier 2 (24)	\$801,164	\$1,343,858
Existing – all (66)	\$1,431,423	\$2,541,392
New - all Tier 1 (7)	\$78,775	\$88,838
Total (74)*	\$1,510,198	\$2,630,230

* Total includes one New business which did not estimate new jobs and did not locate; Tier therefore not determined.

The More Jobs for Marylanders Tax Credit program is having an impact Statewide, encouraging businesses to expand and locate their manufacturing workforce in Maryland. The chart below shows the number of Enrollment Applications and NOIs received by Commerce.

More Jobs for Marylanders By County



In addition to assessing demand as expressed by Enrollment Applications and Notices of Intent, Commerce reviewed its recent activities with both in-state manufacturers considering expansion and out-of-state manufacturing “prospects” considering a location in Maryland. Eight-five (85) projects involving manufacturers were identified as potential applicants to the program as of July 1, 2018. While some of these projects will not come to fruition, these companies serve as a working “pipeline” list to gauge future demand for the tax credit.

Commerce views these data for FY 2020 demand for the tax credit to be more realistic estimates than could be made in last year’s report. At the time the program had just been announced, so there was no history upon which to assess the potential demand. Without a history, our best estimates relied on “pipeline” activity to represent the potential demand.

Another factor which contributed to last year’s estimate was estimated annual wages. Commerce used a statewide average wage per employee for the manufacturing sector of \$73,788. Based on

actual Program activity over the first year, an estimate of \$40,000 was deemed to be a better average wage, which is reflected where companies did not provide a wage number.

Estimated FY 2020 Demand	
Enrollment Applications (45)	\$3,156,992
Notices of Intent (74*)	\$2,630,230
Total	\$5,787,222

* Includes one New business which did not estimate new jobs and did not locate; Tier therefore not determined.

Based on Commerce's data on the Enrollment Applications and Notices of Intent submitted thus far, and rounding up to allow for some additional Applications and NOIs to be received from the companies in the pipeline, Commerce's conservative estimate is that the total Program demand for FY 2020 will be \$6 million.

Appendix A

More Jobs for Marylanders Tax Credit Projections For FY 2019 and 2020 from Enrollment Applications and Notices of Intent

NOI Log No.	NOI Date	Status	County facility is located	Tier	New or Existing	Projected FY 2019 jobs	Projected FY 2020 Jobs	Cumulative 2020 Jobs	Average Annual Wage	FY 2019 Total Wages	FY 2020 Total Wages	FY2019 Projected Income Credit	FY2020 Projected Income Credit
0001	6/2/2017	Application	Baltimore City	1	Existing	5	0	5	\$40,000	\$200,000	\$200,000	\$11,500	\$11,500
0002	6/9/2017	Application	Worcester	1	Existing	10	10	20	\$40,000	\$400,000	\$800,000	\$23,000	\$46,000
0006	6/27/2017	Application	Baltimore City	1	Existing	13	0	13	\$40,746	\$529,700	\$529,700	\$30,458	\$30,458
0010	7/10/2017	Application	Washington	1	Existing	7	5	12	\$43,693	\$305,853	\$524,320	\$17,587	\$30,148
0013	7/10/2017	Application	Wicomico	1	Existing	20	10	30	\$25,000	\$500,000	\$750,000	\$28,750	\$43,125
0014	7/21/2017	Application	Baltimore	1	Existing	64	0	64	\$53,811	\$3,443,888	\$3,443,888	\$198,024	\$198,024
0016	7/25/2017	Application	Washington	1	Existing	20	0	20	\$60,000	\$1,200,000	\$1,200,000	\$69,000	\$69,000
0018	7/26/2017	Application	Somerset	1	Existing	10	10	20	\$29,120	\$291,200	\$582,400	\$16,744	\$33,488
0025	8/7/2017	Application	Baltimore City	1	Existing	77	0	77	\$54,545	\$4,200,000	\$4,200,000	\$241,500	\$241,500
0031	8/16/2017	Application	Prince George's	1	Existing	13	10	23	\$50,000	\$650,000	\$1,150,000	\$37,375	\$66,125
0047	10/3/2017	Application	Baltimore City	1	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0053	11/1/2017	Application	Prince George's	1	Existing	10	5	15	\$30,000	\$300,000	\$450,000	\$17,250	\$25,875
0060	11/15/2017	Application	Wicomico	1	Existing	10	10	20	\$35,000	\$350,000	\$700,000	\$20,125	\$40,250
0064	11/17/2017	Application	Dorchester	1	Existing	8	2	10	\$44,091	\$352,727	\$440,909	\$20,282	\$25,352
0069	11/27/2017	Application	Baltimore	1	Existing	12	9	21	\$42,041	\$504,494	\$882,864	\$29,008	\$50,765
0077	12/19/2017	Application	Washington	1	Existing	5	3	8	\$65,000	\$325,000	\$520,000	\$18,688	\$29,900
0085	1/11/2018	Application	Prince George's	1	Existing	11	24	35	\$28,586	\$314,443	\$1,000,500	\$18,080	\$57,529
0086	1/12/2018	Application	Baltimore City	1	Existing	6	7	13	\$52,846	\$317,077	\$687,000	\$18,232	\$39,503
0088	1/17/2018	Application	Baltimore	1	Existing	12	13	25	\$40,000	\$480,000	\$1,000,000	\$27,600	\$57,500
0091	1/23/2018	Application	Garrett	1	Existing	8	6	14	\$40,789	\$326,316	\$571,053	\$18,763	\$32,836
0107	3/18/2018	Application	Baltimore	1	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0108	3/19/2018	Application	Washington	1	Existing	0	5	5	\$31,200	\$0	\$156,000	\$0	\$8,970
0122	6/1/2018	Application	Prince George's	1	Existing	22	23	45	\$40,000	\$880,000	\$1,800,000	\$50,600	\$103,500
0127	6/28/2018	Application	Somerset	1	Existing	5	5	10	\$19,533	\$97,664	\$195,328	\$5,616	\$11,231
0012	7/10/2017	Application	Dorchester	1	Existing	10	5	15	\$23,460	\$234,600	\$351,900	\$13,490	\$20,234
0052	11/6/2017	Application	Baltimore	1	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0036	8/24/2017	Application	Prince George's	1	New	5	5	10	\$50,000	\$250,000	\$500,000	\$14,375	\$28,750
0041	8/31/2017	Application	Washington	1	New	18	0	18	\$50,833	\$915,000	\$915,000	\$52,613	\$52,613
0097	2/15/2018	Application	Washington	1	New	10	10	20	\$50,000	\$500,000	\$1,000,000	\$28,750	\$57,500
0100	2/21/2018	Application	Washington	1	New	7	13	20	\$69,381	\$485,666	\$1,387,617	\$27,926	\$79,788
	4/24/2018	Application	Washington	1	New	5	NA	5	NA	NA	NA	NA	NA
0009	7/7/2017	Application	Carroll	2	Existing	14	0	14	\$46,571	\$652,000	\$652,000	\$37,490	\$37,490
0015	7/21/2017	Application	Baltimore City	2	Existing	5	3	8	\$25,210	\$126,050	\$201,680	\$7,248	\$11,597

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NOI Log No.	NOI Date	Status	County facility is located	Tier	New or Existing	Projected FY 2019 jobs	Projected FY 2020 Jobs	Cumulative 2020 Jobs	Average Annual Wage	FY 2019 Total Wages	FY 2020 Total Wages	FY 2019 Projected Income Credit	FY 2020 Projected Income Credit
0021	7/28/2017	Application	Cecil	2	Existing	10	0	10	\$25,210	\$252,096	\$252,096	\$14,496	\$14,496
0034	8/17/2017	Application	Howard	2	Existing	29	10	39	\$116,949	\$3,391,525	\$4,561,017	\$195,013	\$262,258
0042	9/5/2017	Application	Carroll	2	Existing	65	60	125	\$27,114	\$1,762,386	\$3,389,205	\$101,337	\$194,879
0056	11/6/2017	Application	Harford	2	Existing	10	5	15	\$50,000	\$500,000	\$750,000	\$28,750	\$43,125
0065	11/17/2017	Application	Howard	2	Existing	81	0	81	\$27,068	\$2,192,493	\$2,192,493	\$126,068	\$126,068
0068	11/22/2017	Application	Frederick	2	Existing	12	7	19	\$42,895	\$514,737	\$815,000	\$29,597	\$46,863
0074	12/8/2017	Application	Frederick	2	Existing	25	25	50	\$67,403	\$1,685,069	\$3,370,138	\$96,891	\$193,783
0087	1/16/2018	Application	Anne Arundel	2	Existing	85	55	140	\$75,000	\$6,375,000	\$10,500,000	\$366,563	\$603,750
0104	3/1/2018	Application	St. Mary's	2	Existing	16	2	18	\$98,773	\$1,580,360	\$1,777,905	\$90,871	\$102,230
0022	7/26/2017	Application	Frederick	2	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0080	12/21/2017	Application	Talbot	2	Existing	10	10	20	\$25,210	\$252,100	\$504,200	\$14,496	\$28,992
0039	8/31/2017	Application	Howard Co.	2	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0003	6/15/2017	NOI Only	Wicomico	1	Existing	7	43	50	\$40,000	\$280,000	\$2,000,000	\$16,100	\$115,000
0007	7/3/2017	NOI Only	Wicomico	1	Existing								
0011	7/10/2017	NOI Only	Baltimore City	1	Existing								
0017	7/5/2017	NOI Only	Wicomico	1	Existing	3	10	13	\$40,000	\$120,000	\$520,000	\$6,900	\$29,900
0020	7/28/2017	NOI Only	Prince George's	1	Existing	0	10	10	\$40,000	\$0	\$400,000	\$0	\$23,000
0023	7/28/2017	NOI Only	Baltimore City	1	Existing								
0026	8/8/2017	NOI Only	Wicomico	1	Existing	9	9	18	\$40,000	\$360,000	\$720,000	\$20,700	\$41,400
0032	8/18/2017	NOI Only	Prince George's	1	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0033	8/22/2017	NOI Only	Prince George's	1	Existing	7	0	7	\$50,000	\$350,000	\$350,000	\$20,125	\$20,125
0035	8/23/2017	NOI Only	Prince George's	1	Existing	12	0	12	\$80,000	\$960,000	\$960,000	\$55,200	\$55,200
0037	8/24/2017	NOI Only	Caroline	1	Existing								
0040	8/31/2017	NOI Only	Prince George's	1	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0048	10/10/2017	NOI Only	Baltimore City	1	Existing								
0050	10/31/2017	NOI Only	Prince George's	1	Existing	15	7	22	\$37,440	\$561,600	\$823,680	\$32,292	\$47,362
0054	11/6/2017	NOI Only	Allegany	1	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0058	11/14/2017	NOI Only	Baltimore	1	Existing	10	3	13	\$40,000	\$400,000	\$520,000	\$23,000	\$29,900
0063	11/16/2017	NOI Only	Baltimore City	1	Existing								
0067	11/21/2017	NOI Only	Baltimore City	1	Existing								
0070	11/30/2017	NOI Only	Prince George's	1	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0071	12/4/2017	NOI Only	Baltimore	1	Existing	5	0	5	\$40,000	\$200,000	\$200,000	\$11,500	\$11,500
0072	12/4/2017	NOI Only	Baltimore City	1	Existing	5	0	5	\$40,000	\$200,000	\$200,000	\$11,500	\$11,500

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0078	12/20/2017	NOI Only	Kent	1	Existing	10	5	15	\$40,000	\$400,000	\$600,000	\$23,000	\$34,500
0081	12/22/2017	NOI Only	Washington	1	Existing	10	0	10	\$39,000	\$390,000	\$390,000	\$22,425	\$22,425
0082	12/28/2017	NOI Only	Baltimore City	1	Existing	8	4	12	\$40,000	\$320,000	\$480,000	\$18,400	\$27,600
0083	1/2/2018	NOI Only	Baltimore	1	Existing	30	30	60	\$40,000	\$1,200,000	\$2,400,000	\$69,000	\$138,000
0084	1/2/2018	NOI Only	Baltimore	1	Existing	50	50	100	\$40,000	\$2,000,000	\$4,000,000	\$115,000	\$230,000
0093	2/7/2018	NOI Only	Baltimore City	1	Existing	5	5	10	\$40,000	\$200,000	\$400,000	\$11,500	\$23,000
0095	2/12/2018	NOI Only	Baltimore City	1	Existing								
0096	2/14/2018	NOI Only	Dorchester	1	Existing								
0098	2/15/2018	NOI Only	Baltimore	1	Existing	8	5	13	\$40,000	\$320,000	\$520,000	\$18,400	\$29,900
0099	2/17/2018	NOI Only	Baltimore	1	Existing	5	5	10	\$40,000	\$200,000	\$400,000	\$11,500	\$23,000
0105	3/9/2018	NOI Only	Washington	1	Existing	5	0	5	\$40,000	\$200,000	\$200,000	\$11,500	\$11,500
0108	3/19/2018	NOI Only	Washington	1	Existing	5	0	5	\$38,000	\$190,000	\$190,000	\$10,925	\$10,925
0109	3/20/2018	NOI Only	Allegany	1	Existing	10	0	10	\$40,000	\$400,000	\$400,000	\$23,000	\$23,000
0110	3/21/2018	NOI Only	Garrett	1	Existing	10	0	10	\$40,000	\$400,000	\$400,000	\$23,000	\$23,000
0111	3/21/2018	NOI Only	Garrett	1	Existing	10	0	10	\$40,000	\$400,000	\$400,000	\$23,000	\$23,000
0113	4/6/2018	NOI Only	Baltimore City	1	Existing	0	25	25	\$40,000	\$0	\$1,000,000	\$0	\$57,500
0115	4/27/2018	NOI Only	Baltimore City	1	Existing	0	20	20	\$25,210	\$0	\$504,192	\$0	\$28,991
0116	5/1/2018	NOI Only	Balto/Carroll	1	Existing								
0118	5/15/2018	NOI Only	Baltimore City	1	Existing	0	10	10	\$40,000	\$0	\$400,000	\$0	\$23,000
0120	5/21/2018	NOI Only	Garrett	1	Existing	10	0	10	\$37,000	\$370,000	\$370,000	\$21,275	\$21,275
0123	6/5/2018	NOI Only	Dorchester	1	Existing	17	17	34	\$31,730	\$539,410	\$1,078,820	\$31,016	\$62,032
0049	10/24/2017	NOI Only	Allegany	1	New	10	5	15	\$35,000	\$350,000	\$525,000	\$20,125	\$30,188
0055	11/6/2017	NOI Only	Allegany	1	New	NA	NA	NA	NA	NA	NA	NA	NA
0057	11/14/2017	NOI Only	Baltimore	1	New	10	0	10	\$40,000	\$400,000	\$400,000	\$23,000	\$23,000
0089	1/22/2018	NOI Only	Baltimore City	1	New	5	0	5	\$40,000	\$200,000	\$200,000	\$11,500	\$11,500
0101	2/25/2018	NOI Only	Garrett	1	New	10	0	10	\$42,000	\$420,000	\$420,000	\$24,150	\$24,150
0114	4/26/2016	NOI Only	Baltimore City	1	New								
0119	5/16/2018	NOI Only	Baltimore City	1	New								
0004	6/20/2017	NOI Only	Frederick	2	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0030	8/11/2017	NOI Only	Anne Arundel	2	Existing	11	0	11	\$40,000	\$440,000	\$440,000	\$25,300	\$25,300
0043	9/13/2017	NOI Only	Carroll	2	Existing	10	0	10	\$40,000	\$400,000	\$400,000	\$23,000	\$23,000
0044	9/11/2017	NOI Only	Charles	2	Existing								
0046	9/26/2017	NOI Only	Harford	2	Existing	10	0	10	\$40,000	\$400,000	\$400,000	\$23,000	\$23,000
0051	11/1/2017	NOI Only	Queen Anne's	2	Existing								

Appendix A

More Jobs for Marylanders Tax Credit Projections For FY 2019 and 2020 from Enrollment Applications and Notices of Intent

NOI Log No.	NOI Date	Status	County facility is located	Tier	New or Existing	Projected FY 2019 jobs	Projected FY 2020 Jobs	Cumulative 2020 Jobs	Average Annual Wage	FY 2019 Total Wages	FY 2020 Total Wages	FY2019 Projected Income Credit	FY2020 Projected Income Credit
0059	11/14/2017	NOI Only	Howard	2	Existing	55 salary / 200 hourly	150 hourly	405	Salaried: \$70,781 Hourly: \$31,244	\$10,141,755	\$14,828,355	\$583,151	\$852,630
0066	11/20/2017	NOI Only	Queen Anne's	2	Existing								
0073	12/6/2017	NOI Only	Carroll	2	Existing	15	0	15	\$40,000	\$600,000	\$600,000	\$34,500	\$34,500
0075	12/8/2017	NOI Only	Howard	2	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0076	12/11/2017	NOI Only	St. Mary's	2	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0079	12/21/2017	NOI Only	Frederick	2	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0090	1/22/2018	NOI Only	Montgomery	2	Existing	16	16	32	\$65,000	\$1,040,000	\$2,080,000	\$59,800	\$119,600
0092	1/30/2018	NOI Only	Howard	2	Existing	NA	NA	NA	NA	NA	NA	NA	NA
0094	2/8/2018	NOI Only	Carroll	2	Existing	0	10	10	\$40,000	\$0	\$400,000	\$0	\$23,000
0102	2/16/2018	NOI Only	Frederick	2	Existing								
0103	2/27/2018	NOI Only	Frederick	2	Existing	0	10	10	\$40,000	\$0	\$400,000	\$0	\$23,000
0106	3/14/2018	NOI Only	Harford	2	Existing	0	10	10	\$40,000	\$0	\$400,000	\$0	\$23,000
0117	5/10/2018	NOI Only	Howard	2	Existing	5	5	10	\$62,308	\$311,540	\$623,080	\$17,914	\$35,827
0121	5/31/2018	NOI Only	Frederick	2	Existing	0	45	45	\$40,000	\$0	\$1,800,000	\$0	\$103,500
0124	6/13/2018	NOI Only	Howard	2	Existing								
0125	6/25/2018	NOI Only	Frederick	2	Existing								
0126	6/26/2018	NOI Only	Frederick	2	Existing	0	10	10	\$40,000	\$0	\$400,000	\$0	\$23,000
0005	6/23/2017	NOI Only	Cecil	2	Existing	15	0	15	\$40,000	\$600,000	\$600,000	\$34,500	\$34,500
0045	9/20/2017	NOI Only	TBD	TBD	New								
												\$3,674,351	\$5,787,222

Job projections in **RED** are based on job projections stated on the NOI and were not confirmed by Commerce through submittal of application or follow-up phone or email. When wages were not available, Commerce projected an average wage of **\$40,000**.