

Good afternoon Chair Guzzone, and Committee Members, my name is Julia Glanz. I am the City Administrator for the City of Salisbury and have been standing in for Mayor Day over the past years as he serves with the Army National Guard in Djibouti.

Thank you to Senator Eckardt for sponsoring this bill and being acutely aware of the needs of Salisbury and Wicomico County. Over the last 7 years the City of Salisbury has undergone a truly remarkable transformation. We continue to be the fastest growing City in Maryland, recently completed a \$12.5-million-dollar overhaul of our Downtown infrastructure, attract new businesses, host the nation's oldest running traditional arts festival, and so much more.

To continue to build upon this success we need to make sure that Salisbury, and Wicomico County, can stand out from the crowd of potential cities investors and developers look at. We believe that this enabling legislation for Wicomico County, and its municipal corporations, to offer tax credits will help us stand out. The goal here is to bring more heads in beds to our community. We know that this is the key to long term successful economic development. We want to grow our tax base through smart, infill development. Once we have the people we know that spending throughout the community, higher property values, more jobs, a vibrant culture and environment will follow. A body in motion wants to stay in motion, and we have that motion now.

In the COVID-19 world, development and investment are moving a little slower than we all would like. Investors are choosing Salt Lake City, Greenville, and others communities to invest in over Salisbury and Wicomico County. We believe this program will spur excitement in the investment and development community and drive jobs, create a larger taxable base, increase property assessments, and improve the quality of life in Salisbury, Wicomico County, and Maryland.

Thank you for your time today and I hope we can count on your support for SB 794.