



February 22, 2022

**RE: Support for HB 418 / SB 391- Economic Development – More Jobs for Marylanders – Extension and Alterations**

Dear Chair Vanessa Atterbeary,

Program

The More Jobs for Marylanders Act 3.0 (HB 418 / SB 391) extends the successful [More Jobs for Marylanders](#) program an additional five years, through 2027. Enacted in 2017, the More Jobs for Marylanders program promotes the growth of manufacturing in Maryland by providing tax incentives to new and existing manufacturers that locate or expand in Maryland and create new manufacturing jobs. In 2019, the tax credit program was expanded to non-manufacturers that locate or expand in Opportunity Zones. Under current statute the program will no longer accept new businesses into the program as of June 1, 2022. Legislation now before the Maryland General Assembly – HB 418 and SB 391 – will extend the program for five years through 2027.

Program results

In Fiscal Year 2020, Commerce issued \$435,543 in MJM tax credits to companies that created 154 new jobs paying \$8.2 million in annual wages.

- Those jobs supported another 177 indirect and induced jobs, and together those jobs supported \$96.5 million in economic activity and \$1.1 million in state sales and income tax.
- That's already a strong return on the credit issued; if those jobs remain in place for the full ten-year eligibility period, sales and income tax revenue is estimated at \$10.9 million.

In Fiscal Year 2021, Commerce issued certificates for \$1.3 million in MJM tax credits to 18 companies for creating 288 new Maryland jobs and retaining 42 jobs.

- These jobs supported an additional 431 indirect and induced jobs; together these jobs supported a total of \$317.2 million in economic activity and \$3.0 million in annual state sales tax and income tax.
- If these jobs remain in place during the ten-year eligibility period, total state sales tax and income tax revenues are estimated at \$29.6 million.

Miltenyi Biotec North America, Inc. ("Miltenyi") would like to express their full support for the HB 418 / SB 391 Economic Development – More Jobs for Marylanders – Extension and Alterations.

In June 2019, Miltenyi moved its North American headquarters from California to Gaithersburg, Maryland, as Gaithersburg is known as a center of biotechnology, with proximity to federal research facilities and a highly educated labor pool. Miltenyi is planning to create at least 80 new jobs in Maryland over the next 5 years, and qualified for the MJM tax credit in 2021. In 2022 alone, Miltenyi plans to claim over \$200,000 in refundable MJM tax credits. This is an immediate source of cash, and this credit is necessary to support Miltenyi in its ability to grow and retain jobs in Maryland.

Therefore, I urge you to approve the HB 418 / SB 391 Economic Development – More Jobs for Marylanders – Extension and Alterations.

Sincerely,

A handwritten signature in black ink, appearing to read "Markus Weiss".

Markus Weiss  
EVP & CFO  
Miltenyi Biotec North America, Inc