

# **Miltenyi HB 418 Support-Lentigen Rev.pdf**

Uploaded by: Allison Kant

Position: FAV

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.

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

Lentigen is planning to create at least 100 new jobs in Maryland over the next 5 years, and qualified for the MJM tax credit in 2021. In 2022 alone, Lentigen plans to claim over \$400,000 in refundable MJM tax credits. This is an immediate source of cash, and this credit is necessary to support Lentigen 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,



Markus Weiss  
EVP & CFO  
Lentigen Technology, Inc.

# **Miltenyi HB 418 Support-MBNA.pdf**

Uploaded by: Allison Kant

Position: FAV



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.

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- 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

# **HB418**

Uploaded by: Belinda Vinson

Position: FAV

February 28, 2022

The Honorable Vanessa E. Atterbeary, Chair  
House Ways and Means Committee  
Room 131 | House Office Building  
Annapolis, MD 21401

Subject: **Support HB 418**, More Jobs for Marylanders Program – Extension and Alterations

Honorable Atterbeary:

On behalf of the Volvo Group Trucks facility, a legal entity of Mack Trucks, Inc., I write to express our support for HB 418 to extend the More Jobs for Marylanders (MJM) Program in which we are enrolled. The bill was introduced to extend this Program, for an additional five years, that uses tax credit incentives to attract new manufacturers and entice existing ones like Volvo Group Trucks to expand in the State of Maryland to create new, high-paying jobs.

Volvo Group North America, with headquarters in Greensboro, NC, employs over 13,000 people in the United States and operates 11 manufacturing and remanufacturing facilities in seven states. In Washington County, Maryland, employees at the Hagerstown facility manufacture powertrains for Mack and Volvo's Class 8 heavy-duty trucks and new battery electric vehicles, as well as Volvo buses and Prevost coaches sold in North America.

We employ ~1,700 people, many of whom are members of the Local UAW Union, and \$212 million has been invested in the 280-acre campus and 1.5 million square foot facility in the last ten years. We strongly support extending the MJM Program to promote innovative manufacturers like Volvo Group Trucks to the State of Maryland.

Sincerely,



Marcus Minkinen, Vice President  
Volvo Group Trucks | Powertrain Production

For more information call:  
Richard A. Tabuteau  
347.886.2904

# **HB418 - More Jobs for Marylanders Program – Exten**

Uploaded by: Dakota Matthews

Position: FAV



50 Harry S. Truman Parkway • Annapolis, MD 21401  
Office: 410-841-5772 • Fax: 410-841-5987 • TTY: 800-735-2258  
Email: [rmc.mda@maryland.gov](mailto:rmc.mda@maryland.gov)  
Website: [www.rural.maryland.gov](http://www.rural.maryland.gov)  
*Charlotte Davis, Executive Director*

*John Hartline, Chair*

Testimony in Support of  
House Bill 418 - Economic Development – More Jobs for Marylanders Program – Extension and Alterations  
House Ways and Means Committee  
March 02, 2022

**The Rural Maryland Council supports House Bill 418 - Economic Development – More Jobs for Marylanders Program – Extension and Alterations.** The bill will alter the circumstances and period of time the Department of Commerce may provide a qualified business a certificate certifying that an eligible project is enrolled in the Program. The bill will also transfer, from the More Jobs for Marylanders Tax Credit Reserve Fund to the General Fund, an amount equal to the amount stated in the final tax credit, rather than that stated in the initial tax credit certificate. HB-418 will allow more businesses to qualify for the tax credit, encouraging more businesses to locate in or remain in the State and provide more jobs to Maryland residents.

Rural areas recover from economic disasters at slower rates than urban and suburban areas, adding on to the already higher rates of unemployment and poverty. The Great Recession's hardest hit regions of Maryland had not fully recovered before being hit by the pandemic in 2020. The Eastern Shore and Western Maryland, once manufacturing hubs, have seen higher than state average rates of unemployment. The Eastern Shore has seen a loss of business establishments, and Western Maryland has seen a decrease of the manufacturing jobs that once made up a large portion of the area's employment. According to the Federal Reserve, Maryland reported 103,000 manufacturing jobs in 2014, an industry low from a high of 200,000 in 1992. Until the COVID-19 pandemic, manufacturing jobs rebounded to 114,100 in 2019.

The More Jobs for Marylanders Act offers a powerful incentive to strengthen local economies and increase employment opportunities in the hardest hit regions of Maryland. According to the *Evaluation of the More Jobs for Marylanders Program* compiled by the Department of Legislative Services, the 42 projects that received a first business year tax credit between October 2018 to May 2020 reported creating almost 1,000 jobs. HB-418 will increase the number of eligible projects, ultimately increasing the number of good paying jobs.

The Rural Maryland Council respectfully requests your favorable support of House Bill 418.

*The Rural Maryland Council (RMC) is an independent state agency governed by a nonpartisan, 40-member board that consists of inclusive representation from the federal, state, regional, county and municipal governments, as well as the for-profit and nonprofit sectors. We bring together federal, state, county and municipal government officials as well as representatives of the for-profit and nonprofit sectors to identify challenges unique to rural communities and to craft public policy, programmatic or regulatory solutions.*

**"A Collective Voice for Rural Maryland"**



# **Novavax Letter of Support for the More Jobs for Ma**

Uploaded by: Danielle Fredericks

Position: FAV



February 25, 2022

**The Honorable Vanessa E. Atterbeary**

Chair  
House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

**The Honorable Guy Guzzone**

Chair  
Senate Budget and Taxation Committee  
3 West  
Miller Senate Office Building  
Annapolis, MD 21401

Dear Chairman Guzzone & Chairwoman Atterbeary,

I write in support of Senate Bill 391 and House Bill 418, the More Jobs for Marylanders Act 3.0. As a Maryland employer and a business at the front lines of pandemic response, Novavax is eager to continue to create high-quality, high-paying jobs in the state of Maryland and the More Jobs for Marylanders Act 3.0 helps us do just that.

Enacted in 2017, the More Jobs for Marylanders program promotes job growth in Maryland by providing tax incentives to new and existing manufacturers that locate or expand in Maryland and create new manufacturing jobs. In 2019, we were pleased to see the program expanded to a wider population of employers in certain opportunity zones. At that time Novavax employed 122 employees. With this program, we were able to expand our company, providing jobs to 152 Marylanders in 2020 and 517 Marylanders by the end of 2021. Each of these employees have played a crucial part in developing, producing, and commercializing our protein-based COVID-19 vaccine, NVX-CoV2373.

Novavax is eager to see the program continued through the enactment of your legislation. Please let me know if I can provide any further information. Thank you for championing policy that will continue to bring jobs to Maryland.

Sincerely,

A handwritten signature in blue ink that reads "Stanley C. Erck".

**Stanley C. Erck, President & Chief Executive Officer**

Creating tomorrow's vaccines today.

# **HB418 - 03.2.22 -- Economic Development - More Job**

Uploaded by: Donald Fry

Position: FAV



# POSITION STATEMENT

TESTIMONY PRESENTED TO THE HOUSE WAYS AND MEANS COMMITTEE

**HOUSE BILL 418 – ECONOMIC DEVELOPMENT - MORE JOBS FOR MARYLANDERS PROGRAM -  
EXTENSION AND ALTERATIONS**

**Sponsor – The Speaker (By Request – Administration, et al)**

**March 2, 2022**

**DONALD C. FRY  
PRESIDENT & CEO  
GREATER BALTIMORE COMMITTEE**

**Position: Support**

House Bill 418 would extend the enrollment sunset for the More Jobs for Marylanders Program from June 1, 2022 to June 1, 2027. This bill also requires the Comptroller to transfer, from the More Jobs for Marylanders Tax Credit Reserve Fund to the General Fund of the State, an amount equal to the credit amount stated in the final tax credit certificate issued to a qualified business entity, rather than the amount stated in the initial tax credit certificate.

The Greater Baltimore Committee (GBC) supports this legislation because it would build on the More Jobs for Marylanders Program’s quantifiable success in the creation of new jobs in the manufacturing industry and in Opportunity Zones. In fiscal year 2020, the Department of Commerce issued \$435,543 in More Jobs for Maryland tax credits to companies that created 154 new jobs paying \$8.2 million in annual wages. In fiscal year 2021, the program was even more successful, with \$1.3 million in More Jobs for Maryland tax credits issued to 18 companies. This led to the creation of 288 new Maryland jobs and the retention of 42 jobs.

The GBC contends that the More Jobs for Marylanders Program is an investment that will continue to pay dividends for the state. Increased utilization of the program is a sign of the demand for the program. Currently, twenty-two (22) of Maryland’s 24 jurisdictions have at least one project among the 87 projects that have progressed to the application step or the certificate step. The program has allowed the manufacturing sector to perform strongly, having successfully recovered from a pandemic related regression. If Maryland is to maintain its growth in one of the state’s key industry sectors, supporting proven investment strategies with a consistent record of well-paying job creation will be a crucial component.

This bill is consistent with two of the key tenets in *Gaining a Competitive Edge: Keys to Economic Growth and Job Creation in Maryland*, a report published by the GBC that identifies eight core pillars for a competitive business environment and job growth:

**Strategic and effective state investments in business growth.** The state must commit to substantive strategic investments, leveraged with capital assets, to nurture business and job growth. Investments should include competitive and effective tax credits, business development incentives, and tactical initiatives to nurture private investment in industry growth.

**Government leadership that unites with business as a partner.** Maryland leaders must set a welcoming tone that communicates positive support for business, respect for the private sector as a partner, not an adversary, and reflects a strategic plan for business growth and job creation.

**GREATER BALTIMORE COMMITTEE**

111 South Calvert Street • Suite 1700 • Baltimore, Maryland • 21202-6180

(410) 727-2820 • [www.gbc.org](http://www.gbc.org)

Extending the enrollment sunset to June 1, 2027 will provide certainty and assurance that the More Jobs for Maryland Program will be available to businesses locating and growing in Maryland.

**For these reasons, the Greater Baltimore Committee urges a favorable report of House Bill 418.**

*The Greater Baltimore Committee (GBC) is a non-partisan, independent, regional business advocacy organization comprised of hundreds of businesses -- large, medium and small -- educational institutions, nonprofit organizations and foundations located in Anne Arundel, Baltimore, Carroll, Harford, and Howard counties as well as Baltimore City. The GBC is a 67-year-old, private-sector membership organization with a rich legacy of working with government to find solutions to problems that negatively affect our competitiveness and viability.*

# **Marlin Steel HB 418 Support.pdf**

Uploaded by: Gabrielle Silgalis

Position: FAV



2648 Merchant Drive  
Baltimore, MD 21230-3307  
Phone (410) 644-7456  
[www.marlinsteel.com](http://www.marlinsteel.com)

February 24, 2022

The Honorable Vanessa E. Atterbeary  
Chair  
House Ways and Means Committee  
Room 131 House Office Building  
Annapolis, MD 21401

Re: The More Jobs for Marylands Act 3.0 SB 391

Dear Chairman Atterbeary,

On behalf of Marlin Steel Wire Products, a manufacturing company that specializes in customized baskets, racks, and carts for the aerospace and medical field, I am writing to share our support for H418, legislation that will extend the availability of the More Jobs for Marylanders Program through 2027. Marlin's facility in Baltimore city has been fortunate to be an approved participant in the program and we have doubled our workforce over the last 2 years. We have goals to continue to keep growing and bringing jobs back to Baltimore city! We cannot do this without the assistance of HB 418.

Marlin Steel is asking for your support of HB 418, legislation that allows business in Maryland to create and maintain jobs for our communities. If you have any questions, please do not hesitate to reach out!

Sincerely,

Drew Greenblatt  
President, Marlin Steel Wire Products  
[dgreenblatt@marlinwire.com](mailto:dgreenblatt@marlinwire.com)  
443-844-3710

# **JobsforMarylanders.pdf**

Uploaded by: Hugh Sisson

Position: FAV





February 24, 2022

The Honorable Vanessa E. Atterbeary  
Chair, House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

Re: House Bill 418 – More Jobs for Marylanders – Extension and Alterations – SUPPORT

Dear Chair Atterbeary:

I am writing to express my support for HB 418 to extend the More Jobs for Marylanders program. The bill is to extend the current program for another 5 years, and promotes the growth of manufacturing in Maryland by providing tax incentives for manufacturers to locate or expand in Maryland and create new manufacturing jobs. The current statute will no longer accept new businesses in the program as of June 1, 2022.

As a Maryland based manufacturer who has been operating in Maryland for 26 years, I can honestly say that any program that helps employers create and retain jobs, especially in the current challenging environment, creates value for all parties, and ultimately helps build the tax base. My organization has benefitted from the program, and we now employ 25 people in direct manufacturing jobs.

I thank you for your consideration, and hope the Committee will take a favorable action on HB 418.

Respectfully,

Hugh J. Sisson  
Founder and Managing Partner  
Clipper City Brewing Co., LP  
DBA Heavy Seas Beer

# **House Bill 418 – Economic Development – More Jobs**

Uploaded by: Jake Whitaker

Position: FAV



LARRY HOGAN  
GOVERNOR

STATE HOUSE  
100 STATE CIRCLE  
ANNAPOLIS, MARYLAND 21401-1925  
(410) 974-3901  
(TOLL FREE) 1-800-811-8336

TTY USERS CALL VIA MD RELAY

**House Bill 418 – Economic Development – More Jobs for Marylanders Program – Extensions and Alterations**

**Position: Favorable**

**March 2, 2022**

**Keiffer J. Mitchell, Jr., Chief Legislative Officer  
Jake Whitaker, Deputy Legislative Officer**

Dear Chair Atterbeary, Vice Chair Washington, and Members of the Committee,

Since taking office, Governor Hogan has remained committed to increasing economic growth and expanding job opportunities for all Marylanders. The More Jobs for Marylanders (MJM) Program is part of the Governor's commitment to invest in the creation of new, high-paying manufacturing jobs across the State, including specific incentives to serve vulnerable and underserved communities. Maryland is no longer losing manufacturing jobs, but instead has one of the fastest growing manufacturing sectors in the nation.

The More Jobs for Marylanders (MJM) program promotes the creation of new manufacturing jobs in Maryland by providing tax incentives to manufacturers that establish a new manufacturing facility in the state or existing Maryland manufacturers that expand their employment, if the location or expansion is in an area of the state with high unemployment and low per capita income. House Bill 418 extends the program by changing the date by which a business must enroll in MJM in order to participate in the program from June 1, 2022 to June 1, 2027. This bill also changes the amount of funding that must be transferred from the MJM Income Tax Reserve Fund to the General Fund when a final certificate is issued by requiring that the Maryland Department of Commerce transfer the amount approved in the final certificate as opposed to the amount approved in the initial certificate.

In the two years the MJM program has been in operation, the program is already paying dividends. This program has created over **3,000** manufacturing jobs averaging an annual salary of over **\$65,000** and has provided over **\$14 million** in tax savings for Maryland businesses. The jobs created and tax relief provided under the MJM program has spurred an additional **\$400 million** in indirect economic activity in Maryland.

MJM has created new opportunities for Marylanders and provided relief to businesses prior to and during the pandemic when they have needed it the most. This program has proved critical to the sharp growth in Maryland's manufacturing sector and will continue to create high paying jobs for Marylanders for years to come.

For the aforementioned reasons, we request a favorable report on House Bill 418.





# HB418

Uploaded by: James Boicourt

Position: FAV



February 28, 2022

Charm City Meadworks  
407 E Preston St, Suite B  
Baltimore, MD 21202

The Honorable Vanessa Atterbeary  
Chair, House Ways and Means Committee  
Rm 131  
House Office Building  
Annapolis, MD 21401

RE: HB 418/SB 391, The More Jobs for Marylanders Act 3.0

Dear Chair Atterbeary,

I am writing on behalf of Charm City Meadworks, a small brewery in Baltimore that manufactures mead primarily for distribution. We have benefited from the More Jobs for Marylanders program, and it is a great tool to help attract and retain manufacturing businesses in Maryland. It is an extremely tough environment for manufacturers out there, and programs like this that help encourage companies to grow employment here in Maryland make a big difference. I strongly support HB 418/SB 391 which would extend the program for another 5 years through 2027.

Sincerely,

James Boicourt

Owner  
Charm City Meadworks  
410-336-0459

**Letter to MD Rep. Atterbeary - Support HB 418 (1).**

Uploaded by: Jenna Huntsberger

Position: FAV



February 16, 2022

The Honorable Vanessa Atterbeary  
Taylor House Office Building, Room 131  
6 Bladen St.  
Annapolis, Maryland 21401

**Subject: House Bill 418 - Economic Development – More Jobs for Marylanders Program – Extension and Alterations – SUPPORT**

Representative Atterbeary,

On behalf of my company – Whisked by Jenna, I write you this letter in **SUPPORT of HB 418** which would extend the More Jobs for Marylanders Program.

The tax incentive associated with the program was crucial in our decision to move operations to Maryland in 2020. We are not alone – so far this year more than 127 companies have applied for the program. It has been projected that these companies will create more than 7,700 new jobs for Marylanders.

As you can guess, those **jobs will generate A LOT of tax revenue for the State** (not only income tax, but sales tax as well).

My company is **woman-owned**, our team is diverse, and as participants in the More Jobs for Marylanders program we pay well over the state minimum wage. We moved our operations from Washington, DC to Prince George’s County because it would give us a chance to grow.

It was a risky move – done right at the onset of the Covid-19 Pandemic. It was also expensive, **costing us nearly \$1 Million to build a production facility**. That money also went to Maryland businesses. Since our move to Maryland, we’ve been able to grow significantly. Last year we employed over 40 individuals, paying more than \$1,000,000 in wages. We continue to invest in our facility, equipment, and team. The tax credits from the MJM program allow for us to do so.

We strongly support extending the More Jobs for Marylanders Program to promote job growth and keep Maryland vibrant and competitive.

Kind regards,

Jenna Huntsberger  
Owner & CEO  
Whisked, Inc.  
(202) 999-8509  
jenna@whiskeddc.com



# **General Ship Repair Corp - HB 418 Letter of Support**

Uploaded by: Jessica Morrison

Position: FAV



## The General Ship Repair Corporation

1449 Key Hwy. Baltimore, Maryland 21230

Phone: 410-752-7620

Fax: 410-752-4650

Email: [info@generalshiprepair.com](mailto:info@generalshiprepair.com)

February 28, 2022

The Honorable Vanessa E. Atterbeary  
Chair  
House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

Re: Letter of Support for HB 418 – Economic Development - More Jobs for Marylanders  
Act 3.0 SB 391

Dear Chair Atterbeary:

On behalf of The General Ship Repair Corporation, please accept this letter of support for HB 418, legislation that will extend the availability of the More Jobs for Marylanders Program through 2027. Our ship repair facility in Baltimore's Inner Harbor was first approved as a participant in the program for the 2020 tax year. This program has greatly benefited our company, allowing us to grow our workforce and expand our training programs.

We would ask for your support of HB 418, legislation that will allow more business in Maryland to benefit from this program, allowing them to create and sustain the jobs and workforce of the future.

Thank you.

Sincerely,

Ryan F. Lynch  
President

# **HB 418 Oral Testimony .pdf**

Uploaded by: Jessica Morrison

Position: FAV



## The General Ship Repair Corporation

1449 Key Hwy. Baltimore, Maryland 21230

Phone: 410-752-7620

Fax: 410-752-4650

Email: [info@generalshiprepair.com](mailto:info@generalshiprepair.com)

February 28, 2022

The Honorable Vanessa Atterbeary  
Room 131  
House Office Building  
Annapolis, Maryland 21401

Re: House Bill 418-Economic Development – More Jobs for Marylanders Program – Extension and Alterations

Chair Atterbeary,

Thank you for the opportunity to address the committee this afternoon regarding HB 418, legislation that will extend the availability of the More Jobs for Marylanders Program through 2027.

The General Ship Repair Corporation is a family-owned ship repair yard that has been in continuous operation in Baltimore's Inner Harbor neighborhood of Locust Point since 1924. In its time, the company has serviced schooners and steamships, paddle wheelers and super tankers, along with everything in between. Today, we provide repair and maintenance service to the regional workboat fleet, operating a pair of 1,000 ton floating docks and sending traveling repair crews to the region's many maritime ports.

Our employees are the heart and soul of our company. For almost 100 years, we have offered training and job opportunities in one of Maryland's oldest industries. Our welders, pipefitters, shipfitters and painters keep the Chesapeake's fleets of tugboats, barges, and military vessels in top condition. The General Ship Repair Corporation was first approved as a participant in the More Jobs for Marylanders program for the 2020 tax year. Being approved as an accepted manufacturing facility has given our small business the ability to hire, train and retain over 20 new employees.

In our ever-changing economic environment, the manufacturing and skilled trades sector has always been the backbone of our region and country. The passing of HB 418, extending the availability of the More Jobs for Marylanders Program through 2027, will allow more companies like The General Ship Repair Corporation to benefit from this program, and giving them the resources to create and sustain the jobs and workforce of the future.

Thank you very much.

Jessica Morrison  
HR/ HSE Director  
The General Ship Repair Corp.

# **HB 418 favorable, Phillips.pdf**

Uploaded by: Jim Knudson

Position: FAV



February 25, 2022

The Honorable Vanessa E. Atterbeary  
Chair  
House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

Subject: House Bill 418 – More Jobs for Marylanders Extension

The Honorable Vanessa E. Atterbeary,

Phillips Foods, Inc. is a family-owned and Maryland-operated company that produces crab and other seafood products for sale to the retail and foodservice markets. Our Maryland roots date back to 1914 when our crab picking company, A.E Phillips & Son, was founded on Hoopers Island in Dorchester County, Maryland.

In 2019, Phillips was presented with an opportunity to open a production facility in Baltimore County. The More Jobs for Marylanders Incentive Program was a factor in the decision-making process regarding moving forward with this Maryland based facility and expanding our presence as a Maryland employer. Opening this facility resulted in the creation of approximately 30 full-time food manufacturing jobs for Maryland residents. We are proud to be part of the Maryland Department of Commerce's More Jobs for Marylanders Incentive Program and we fully support House Bill 418, extending this great Maryland tax incentive program. We look forward to another hundred years of working in this great state.

Sincerely,

A handwritten signature in blue ink, appearing to read "J.R. King", written over a light blue circular watermark.

James R King  
Vice President of Finance  
Phillips Foods, Inc.

# **HB418**

Uploaded by: Jim Knudson

Position: FAV



February 25, 2022

The Honorable Vanessa E. Atterbeary  
Chair  
House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

Subject: House Bill 418 – More Jobs for Marylanders Extension

The Honorable Vanessa E. Atterbeary,

Phillips Foods, Inc. is a family-owned and Maryland-operated company that produces crab and other seafood products for sale to the retail and foodservice markets. Our Maryland roots date back to 1914 when our crab picking company, A.E Phillips & Son, was founded on Hoopers Island in Dorchester County, Maryland.

In 2019, Phillips was presented with an opportunity to open a production facility in Baltimore County. The More Jobs for Marylanders Incentive Program was a factor in the decision-making process regarding moving forward with this Maryland based facility and expanding our presence as a Maryland employer. Opening this facility resulted in the creation of approximately 30 full-time food manufacturing jobs for Maryland residents. We are proud to be part of the Maryland Department of Commerce's More Jobs for Marylanders Incentive Program and we fully support House Bill 418, extending this great Maryland tax incentive program. We look forward to another hundred years of working in this great state.

Sincerely,

A handwritten signature in blue ink, appearing to read "J.R. King", written over a light blue circular stamp.

James R King  
Vice President of Finance  
Phillips Foods, Inc.



# **Denizens Brewing Co. MJM HB 418 Testimony Support.**

Uploaded by: Julie Verratti

Position: FAV



February 28, 2022

The Honorable Vanessa E. Atterbeary  
Chair  
House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

RE: In Support of HB0418 Economic Development – More Jobs for Marylanders  
Program – Extension and Alterations

Dear Chairwoman Atterbeary,

I am submitting this written testimony to share my full support of extending the More Jobs for Marylanders Program (MJM). It helps small businesses create well paying jobs that turn into careers, and is the exact kind of economic development incentive that will ensure the growth of Maryland's economy.

In 2019, Denizens Brewing Co. was able to expand its manufacturing facilities to Riverdale Park, in the heart of Prince George's County. One of the factors we used in deciding which jurisdiction to expand to and whether we could expand was the More Jobs for Marylanders (MJM) tax credit program. This program will allow us to continue adding well paying jobs in Riverdale Park and give us the capital we need - especially coming out of the COVID 19 pandemic. This legislation is a wonderful program that helps locally and family owned and operated manufacturing companies like Denizens to succeed in a globally dominated and capital-intensive industry such as consumer goods manufacturing. Even after the economic devastation of COVID 19, we hope to add up to 22 net new jobs in Riverdale Park by the time we complete our participation in the MJM program.

Thank you for your consideration.

Julie C. Verratti  
Founder, Denizens Brewing Co.

# HB418

Uploaded by: Julie Verratti

Position: FAV



February 28, 2022

The Honorable Vanessa E. Atterbeary  
Chair  
House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

RE: In Support of HB0418 Economic Development – More Jobs for Marylanders  
Program – Extension and Alterations

Dear Chairwoman Atterbeary,

I am submitting this written testimony to share my full support of extending the More Jobs for Marylanders Program (MJM). It helps small businesses create well paying jobs that turn into careers, and is the exact kind of economic development incentive that will ensure the growth of Maryland's economy.

In 2019, Denizens Brewing Co. was able to expand its manufacturing facilities to Riverdale Park, in the heart of Prince George's County. One of the factors we used in deciding which jurisdiction to expand to and whether we could expand was the More Jobs for Marylanders (MJM) tax credit program. This program will allow us to continue adding well paying jobs in Riverdale Park and give us the capital we need - especially coming out of the COVID 19 pandemic. This legislation is a wonderful program that helps locally and family owned and operated manufacturing companies like Denizens to succeed in a globally dominated and capital-intensive industry such as consumer goods manufacturing. Even after the economic devastation of COVID 19, we hope to add up to 22 net new jobs in Riverdale Park by the time we complete our participation in the MJM program.

Thank you for your consideration.

Julie C. Verratti  
Founder, Denizens Brewing Co.

# **Alertus Technologies\_Support Letter for MJFM\_Feb20**

Uploaded by: Kalia Kinser

Position: FAV

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February 28, 2022

Alertus Technologies, LLC  
10 N Charles St  
Baltimore, MD 21201  
(202) ALERTUS  
[www.alertus.com](http://www.alertus.com)

The Honorable Vanessa E. Atterbeary  
Chair  
House Ways and Means Committee  
Room 131  
House Office Building  
Annapolis, MD 21401

RE: Letter of Support for House Bill 0418-Economic Development - More Jobs for Marylanders (MJFM) Program - Extension and Alterations

Dear Chair Atterbeary:

Alertus Technologies, LLC writes in support of the HB0418 legislation for the More Jobs for Marylanders Act 3.0 (SB 391) program. Alertus Technologies, a Unified Mass Notification Solution Manufacturing company has greatly benefited from this program over the past few years. It has allowed us to grow our business through the expansion of personnel, which are often the most expensive costs of doing business. The products we design and manufacture are life-saving appliances and software that have benefited many Educational, Federal, and Commercial institutions throughout the country and within the State of Maryland. Our business' growth means more businesses can protect the people that matter during times of unplanned emergencies such as weather, mass shootings, etc.

In large part, due to the benefits of this program, Alertus was able to not only retain their existing employees but also to continue hiring personnel during the 2020 and 2021 Covid-19 Pandemic years when other employers could not or were undergoing mass layoffs. Alertus hired 43 and 55 total employees respectively during those years and was also able to purchase its first-ever company-owned headquarters office in downtown Baltimore City.

As a technology manufacturing company, we are challenged with a large pool of our desired applicants living in the state of Virginia and our ability to attract them to work this far from home has been very difficult and opened us up to consider moving closer to them. However, the MJFM and other programs like MJFM were a huge incentive for us to stay in Maryland when we began our search for our HQ office. We have also since become a Live Near Your Work employer participant in hopes that we will

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also help to revitalize Baltimore City. This decision, like our decision to stay, was again, in large part because we were already participants of the MJFM program which we have quickly come to recognize the value of.

We plan to continue to hire, doubling our size over the coming years and we fully believe that this program should be extended and allow for other businesses and the State of Maryland to benefit from this incentive the way we have both done so together already. Thank you for your consideration in this matter.

Sincerely,



Kalia Kinser  
Chief of Staff & Director of HR

# **HB 418\_MDCC\_Economic Development - More Jobs for M**

Uploaded by: Maddy Voytek

Position: FAV





**LEGISLATIVE POSITION:**

**Favorable**

**House Bill 418**

**Economic Development – More Jobs for Marylanders Program – Extension and Alterations  
House Ways and Means Committee**

**Wednesday, March 3, 2022**

Dear Chairwoman Atterbeary and Members of the Committee:

Founded in 1968, the Maryland Chamber of Commerce is the leading voice for business in Maryland. We are a statewide coalition of more than 5,500 members and federated partners working to develop and promote strong public policy that ensures sustained economic recovery and growth for Maryland businesses, employees, and families.

The More Jobs for Marylanders Incentive Program promotes the growth of manufacturing in the State by providing tax incentives for job creation, encourages investment in new equipment, and provides funding for job training and apprenticeship programs. Since its passage in 2017, the program has been expanded to include non-manufacturers that locate or expand in Opportunity Zones.

HB 418 modifies the More Jobs for Marylanders Incentive Program by extending the program's end dates from 2022 to 2027 and only allowing businesses who have not qualified for a credit prior to June 1, 2022 to apply. The bill also requires the Comptroller to transfer an amount equal to the amount stated in the final tax credit certificate issued to a business from the More Jobs for Marylanders Tax Credit Reserve Fund to the General Fund.

Small businesses, especially manufacturing, are the backbone of our economy. Allowing this program to continue for an additional five years will provide Maryland employers, employees and their families with much needed relief, opportunity and incentives to continue to grow and prosper in the State. HB 418 is a great example of government supporting both small businesses and their workforce by taking a proactive approach to economic recovery.

The Maryland Chamber of Commerce respectfully requests a **favorable report** on **HB 418**.

**Kite FINAL HB 418 testimony.pdf**

Uploaded by: Michele Douglas

Position: FAV



February 24, 2022

Kite Pharma  
9021 Bennett Creek Boulevard  
Frederick, MD 21704

The Honorable Vanessa Atterbeary  
Chair, House Ways and Means Committee  
Room 131 House Office Building  
Annapolis, Maryland 21401

**RE: Letter of Support for House Bill 418-Economic Development – More Jobs for Marylanders Program – Extension and Alterations**

Dear Chair Atterbeary:

On behalf of Kite Pharma, Inc., a cell therapy company focused on curing cancer, I am writing to share our support for HB 418, legislation that will extend the availability of the More Jobs for Marylanders Program through 2027. Kite's cell therapy manufacturing facility in Frederick, Maryland has been fortunate to be an approved participant in the program and would like to share how the program has benefited our company, our growing workforce, and the state of Maryland.

More Jobs for Marylanders launched in 2017 with the goal of promoting growth in the manufacturing sector in Maryland. The program was made available to both new and existing manufacturers locating or expanding the state. For businesses who create new manufacturing jobs, the program makes tax credits available. For those who may be modernizing with investments in new equipment, the program offers accelerated and bonus depreciation. And for businesses looking to invest in their employees through job training or creating new pathways to employment with apprenticeship programs, grants and tax credits are available.

As a program participant, Kite can attest to the benefits for manufacturing businesses, their employees, and the state. Kite has invested more than \$200M in the Frederick site, and to date, has hired more than 250 individuals, mostly Maryland residents, with plans to grow to over 400 employees by the end of 2022. The continuation of this program will enable us to grow to meet the needs of the cancer patients we serve in Maryland and throughout the country. It will also enable our continued support of the local community, which includes an apprenticeship program with Frederick Community College and engagement with the Governor's Life Science Advisory Board.

We would ask for your support of HB 418, legislation that will allow businesses in Maryland to create the jobs of tomorrow.

Sincerely,

A handwritten signature in black ink, appearing to read "Brian J. Stamper", with a long horizontal flourish extending to the right.

Brian J. Stamper  
Sr. Director of Manufacturing, Kite Pharma

# **HB 418\_Commerce\_Support.pdf**

Uploaded by: Mike Gill

Position: FAV



Larry Hogan | Governor  
Boyd Rutherford | Lt. Governor  
R. Michael Gill | Secretary of Commerce  
Signe Pringle | Deputy Secretary of Commerce

**DATE:** March 2, 2022      **COMMITTEE:** House Ways and Means  
**BILL NO:** House Bill 418  
**BILL TITLE:** Economic Development - More Jobs for Marylanders Program -  
Extension and Alterations  
**POSITION:** Support

The Maryland Department of Commerce supports House Bill 418 - Economic Development - More Jobs for Marylanders Program - Extension and Alterations

**Bill Summary:**

House Bill 418 extends the date by which a business must enroll in More Jobs for Marylanders in order to participate in the program from June 1, 2022 to June 1, 2027. It also alters the amount of funding that must be transferred from the More Jobs for Marylanders Income Tax Reserve Fund to the General Fund when a final certificate is issued by requiring that the Maryland Department of Commerce (Commerce) transfer the amount approved in the final certificate as opposed to the amount approved in the initial certificate.

**Background:**

Chapter 149, Acts of 2017, established the More Jobs for Marylanders Program (MJM) within 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” areas in Maryland that are enrolled in the Program before June 1, 2022, create the minimum required jobs, offer ongoing job training and meet other Program requirements. Chapter 211, Acts of 2019 expanded the program to allow non-manufacturers that locate or expand in a Maryland Opportunity Zone to also qualify.

**Rationale:**

The More Jobs for Marylanders program has helped the State’s manufacturing industry change course. This program was designed to strategically boost this sector by not just encouraging new jobs, but by spurring job growth in high-unemployment areas where those jobs would have the greatest impact. Maryland is no longer losing manufacturing jobs—it is adding them. Maryland’s manufacturing sector continues to perform strongly, even after taking a hit early in the pandemic. The state added more than 3,000 manufacturing jobs in the five-year period ending in December 2020, the 11th-best growth rate in the nation. Maryland's manufacturing output was up 1.2 percent in 2020 compared to 2019, while U.S. manufacturing output fell 4.2 percent. As shown through increased utilization in recent years, the program has spurred growth in one of the State’s key industries, providing well-paying jobs across the State. **In 2019, for example, the average manufacturing employee earned 30 percent more than the average private sector worker in Maryland.**

In FY 21, 18 companies received final certificates through the MJM program totaling \$1.3 million. In total, the 18 companies certified the creation of 265 new Maryland jobs and 65

retained jobs. In turn, these jobs support an additional 431 indirect and induced jobs for an annual total of 761 jobs. These jobs support 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. Attached to this testimony are charts showing final certificates issued for benefit years one through three to 28 companies, and a chart showing the jurisdiction of all companies that have submitted Notices of Intent (NOIs) to participate in the program.

Out of 55 opportunities in Commerce's major projects pipeline, 24 (43.6%) are manufacturers, representing 9,671 potential new jobs (out of 22,097 total potential jobs in the pipeline – or 43.7%). As shown through increased utilization in recent years, the MJM program has spurred growth in one of the State's key industries, providing well-paying jobs across the State. Extending the enrollment sunset date will allow Maryland to expand upon the progress that has been made in the manufacturing sector through this program by providing certainty and assurance that the MJM program will continue to be available. This extension should support the 24 manufacturing projects and their new jobs within Commerce's pipeline.

The technical correction to the amount of funds Commerce is required to transfer to the General Fund will ensure funds appropriated for this program are able to be utilized by the program. To date, Commerce has issued 32 Final Certificates totaling \$8,324,941 in reserved initial tax credits and \$7,376,851 in final tax credits, resulting in \$948,090 of lost funding to the MJM Reserve Fund. This loss represents 4% of the total MJM appropriation to date.

**Commerce respectfully requests a favorable report on House Bill 418.**

## More Jobs for Marylanders Final Certificates Issued Benefit Year 1

	A	B	C	D	E	F	G	H	I	J
1					Benefit Year 1					
2	FY2020 - Benefit Year 1	County	Tier	New or Existing	Total Annual		Average	Initial Credit		Final Credit
					Total Jobs	Wages	Wage	Amount	Amount	Final FY
3	Alertus Technologies LLC	Prince George's	1	Existing	13	691,637	53,203	57,558	39,769	2020
4	Caldwell Manufacturing	Washington	1	Existing	10	324,501	32,450	19,191	18,659	2020
5	Clipper City Brewing Co., LP	Baltimore City	1	Existing	7	260,950	37,279	15,005	15,005	2020
6	Fabricated Extrusion Co. of MD LLC	Washington	1	New	5	460,250	92,050	26,464	26,464	2020
7	Freshly, Inc.	Howard	2	Existing	63	3,927,777	62,346	337,690	225,847	2020
8	Hardwire, LLC	Worcester	2	Existing	12	670,174	55,848	49,875	38,535	2020
9	KM Printing LLC	Baltimore	1	Existing	6	333,236	55,539	31,416	19,161	2020
10	Packaging Services of MD	Washington	1	Existing	5	201,280	40,256	11,574	11,574	2020
11	Stulz Air Technology Sys, Inc.	Frederick	2	Existing	18	580,070	32,226	37,233	33,354	2020
12	Sumatech, Inc.	Washington	1	Existing	5	277,220	55,444	26,544	15,940	2020
13	The Strouse Corporation	Carroll	2	Existing	10	441,358	44,136	21,235	21,235	2020
14	Alliant Techsystems Operations, LLC	Cecil	1	Existing	19	1,297,392	68,284	233,230	74,600	2021
15	Antraquip Corporation	Washington	1	Existing	5	286,168	57,234	15,545	15,545	2021
16	General Ship Repair Corp., The	Baltimore City	1	Existing	7	367,570	52,510	22,961	21,135	2021
17	Kite Pharma, Inc.	Montgomery	2	Existing	17	2,287,021	134,531	146,625	131,504	2021
18	Mack Trucks, Inc.	Washington	1	Existing	16	1,183,107	73,944	72,312	68,029	2021
19	Marlin Steel Wire Products	Baltimore City	1	Existing	8	498,761	62,345	29,918	28,679	2021
20	Northrop Grumman Systems Corp	Anne Arundel	2	Existing	68	5,624,160	82,708	405,099	323,389	2021
21	Patriot Technologies, Inc.	Frederick	2	Existing	10	601,283	60,128	39,100	34,574	2021
22	Ring Container Technologies LLC	Washington	1	New	17	1,009,476	59,381	63,122	58,045	2021
23	United Foods International USA Inc.	Harford	2	Existing	11	473,143	43,013	28,745	27,206	2021
24	Wright Manufacturing, Inc.	Frederick	2	Existing	14	594,904	42,493	30,884	30,884	2021
25	Rada Technologies, LLC	Montgomery	2	Existing	16	1,516,557	94,785	137,046	87,202	2021
26	Kensington Glass Arts, Inc.	Frederick	2	Existing	32	1,726,727	53,960	146,071	99,287	2022
27	Catalent Maryland, Inc.	Baltimore City	1	Existing	65	7,515,637	115,625	505,150	432,149	2022
28	Kite Pharma, Inc.	Frederick	2	Existing	52	8,453,671	162,571	583,941	486,086	2022
29	Whisked, Inc.	Prince George's	1	New	11	470,160	42,742	26,535	26,535	2022
30	IKO Northeast Inc.	Washington	1	New	8	664,213	83,027	43,745	38,192	2022
31	<b>TOTAL</b>	<b>28</b>			<b>530</b>	<b>42,738,403</b>	<b>80,638</b>	<b>3,163,814</b>	<b>2,448,584</b>	



## More Jobs for Marylanders Final Certificates Issued Benefit Year 2

	A	B	C	D	K	L	M	N	O	P	Q	R	
1					<b>Benefit Year 2</b>								
2	<b>FY2020 - Benefit Year 1</b>	<b>County</b>	<b>Tier</b>	<b>New or Existing</b>	<b>Total Jobs</b>	<b>Retained Jobs</b>	<b>Jobs Added</b>	<b>Annual Wages</b>	<b>Average Wage</b>	<b>Initial Credit Amount</b>	<b>Final Credit Amount</b>	<b>Final FY</b>	
3	Alertus Technologies LLC	Prince George's	1	Existing	27	13	14	1,725,763	63,917	111,792	99,231	2021	
4	Caldwell Manufacturing	Washington	1	Existing									
5	Clipper City Brewing Co., LP	Baltimore City	1	Existing									
6	Fabricated Extrusion Co. of MD LLC	Washington	1	New	11	5	6	765,049	69,550	55,681	43,990	2021	
7	Freshly, Inc.	Howard	2	Existing									
8	Hardwire, LLC	Worcester	2	Existing									
9	KM Printing LLC	Baltimore	1	Existing	10	6	4	743,374	74,337	44,697	42,744	2021	
10	Packaging Services of MD	Washington	1	Existing									
11	Stulz Air Technology Sys, Inc.	Frederick	2	Existing									
12	Sumatech, Inc.	Washington	1	Existing									
13	The Strouse Corporation	Carroll	2	Existing	14	10	4	632,163	45,155	40,791	36,349	2021	
14	Alliant Techsystems Operations, LLC	Cecil	1	Existing	45	19	26	3,485,903	77,465	206,218	200,439	2022	
15	Antraquip Corporation	Washington	1	Existing									
16	General Ship Repair Corp., The	Baltimore City	1	Existing									
17	Kite Pharma, Inc.	Montgomery	2	Existing	53	17	36	7,628,060	143,926	567,688	438,613	2022	
18	Mack Trucks, Inc.	Washington	1	Existing									
19	Marlin Steel Wire Products	Baltimore City	1	Existing	13	8	5	1,048,425	80,648	62,370	60,284	2022	
20	Northrop Grumman Systems Corp	Anne Arundel	2	Existing	808	68	740	66,025,407	81,715	3,836,900	3,796,461	2022	
21	Patriot Technologies, Inc.	Frederick	2	Existing									
22	Ring Container Technologies LLC	Washington	1	New	20	17	3	1,187,897	59,395	76,122	68,304	2021	
23	United Foods International USA Inc.	Harford	2	Existing									
24	Wright Manufacturing, Inc.	Frederick	2	Existing	40	14	26	1,495,163	37,379	94,249	85,972	2021	
25	Rada Technologies, LLC	Montgomery	2	Existing									
26	Kensington Glass Arts, Inc.	Frederick	2	Existing									
27	Catalent Maryland, Inc.	Baltimore City	1	Existing									
28	Kite Pharma, Inc.	Frederick	2	Existing									
29	Whisked, Inc.	Prince George's	1	New									
30	IKO Northeast Inc.	Washington	1	New									
31	<b>TOTAL</b>	<b>28</b>			<b>1,041</b>	<b>177</b>	<b>864</b>	<b>84,737,204</b>	<b>81,400</b>	<b>5,096,508</b>	<b>4,872,387</b>		

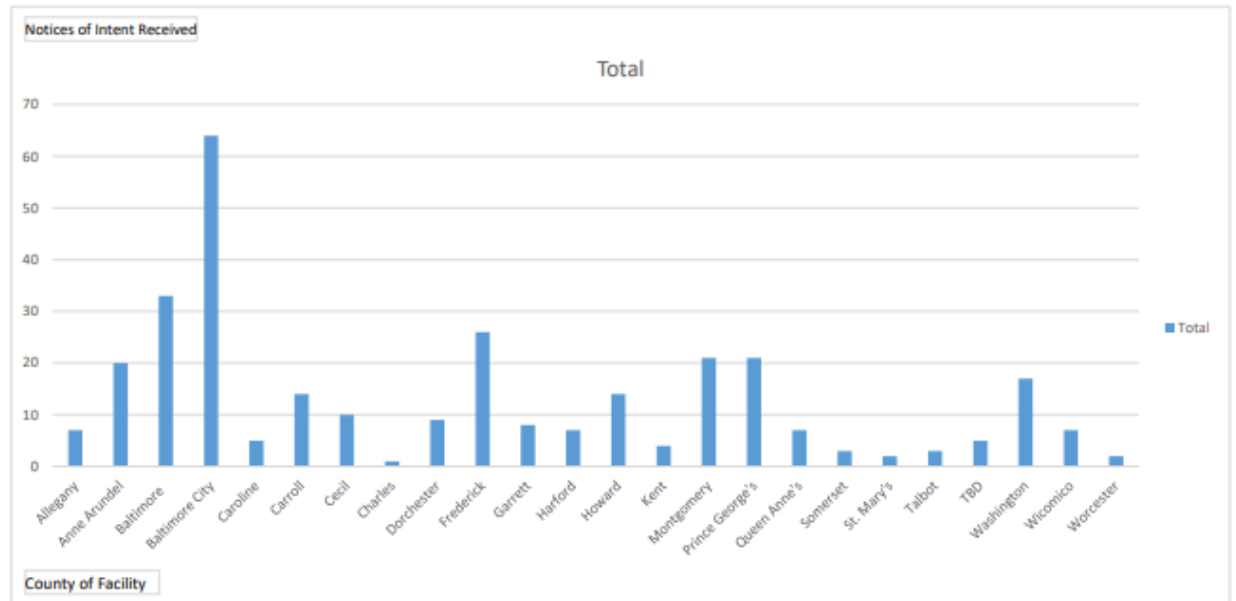


## More Jobs for Marylanders Final Certificates Issued Benefit Year 3

	A	B	C	D	S	T	U	V	W	X	Y	Z
1					<b>Benefit Year 3</b>							
2	<b>FY2020 - Benefit Year 1</b>	<b>County</b>	<b>Tier</b>	<b>New or Existing</b>	<b>Total Jobs</b>	<b>Retained Jobs</b>	<b>New Jobs Added</b>	<b>Annual Wages</b>	<b>Average Wage</b>	<b>Credit Amount</b>	<b>Credit Amount</b>	<b>Approval Date</b>
3	Alertus Technologies LLC	Prince George's	1	Existing								
4	Caldwell Manufacturing	Washington	1	Existing								
5	Clipper City Brewing Co., LP	Baltimore City	1	Existing								
6	Fabricated Extrusion Co. of MD LLC	Washington	1	New	19	11	8	971,832	51,149	64,620	55,880	2022
7	Freshly, Inc.	Howard	2	Existing								
8	Hardwire, LLC	Worcester	2	Existing								
9	KM Printing LLC	Baltimore	1	Existing								
10	Packaging Services of MD	Washington	1	Existing								
11	Stulz Air Technology Sys, Inc.	Frederick	2	Existing								
12	Sumatech, Inc.	Washington	1	Existing								
13	The Strouse Corporation	Carroll	2	Existing								
14	Alliant Techsystems Operations, LLC	Cecil	1	Existing								
15	Antraquip Corporation	Washington	1	Existing								
16	General Ship Repair Corp., The	Baltimore City	1	Existing								
17	Kite Pharma, Inc.	Montgomery	2	Existing								
18	Mack Trucks, Inc.	Washington	1	Existing								
19	Marlin Steel Wire Products	Baltimore City	1	Existing								
20	Northrop Grumman Systems Corp	Anne Arundel	2	Existing								
21	Patriot Technologies, Inc.	Frederick	2	Existing								
22	Ring Container Technologies LLC	Washington	1	New								
23	United Foods International USA Inc.	Harford	2	Existing								
24	Wright Manufacturing, Inc.	Frederick	2	Existing								
25	Rada Technologies, LLC	Montgomery	2	Existing								
26	Kensington Glass Arts, Inc.	Frederick	2	Existing								
27	Catalent Maryland, Inc.	Baltimore City	1	Existing								
28	Kite Pharma, Inc.	Frederick	2	Existing								
29	Whisked, Inc.	Prince George's	1	New								
30	IKO Northeast Inc.	Washington	1	New								
31	<b>TOTAL</b>	<b>28</b>			<b>19</b>	<b>11</b>	<b>8</b>	<b>971,832</b>	<b>51,149</b>	<b>64,620</b>	<b>55,880</b>	

More Jobs for Marylanders  
 Notices of Intent by Jurisdiction as of 2/11/2022

County	Notices of Intent Received
Allegany	7
Anne Arundel	20
Baltimore	33
Baltimore City	64
Caroline	5
Carroll	14
Cecil	10
Charles	1
Dorchester	9
Frederick	26
Garrett	8
Harford	7
Howard	14
Kent	4
Montgomery	21
Prince George's	21
Queen Anne's	7
Somerset	3
St. Mary's	2
Talbot	3
TBD	5
Washington	17
Wicomico	7
Worcester	2
<b>Grand Total</b>	<b>310</b>



**image2022-02-28-143205.pdf**

Uploaded by: Thomas Dahbura

Position: FAV



WE  
THINK  
DIFFERENTLY

February 25, 2022

The Honorable Guy Guzzone  
3 West Miller Senate Office Building  
Annapolis, Maryland 21401

Subject: Senate Bill 391-Economic Development – More Jobs for Marylanders Program – Extension and Alterations  
– In Support

Honorable Guzzone,

On behalf of Hub Labels Inc, I write to express my support for SB 391 to extend the ‘More Jobs for Marylanders’ program. The bill was introduced to extend for another five years the ‘More Jobs for Marylanders’ program that uses tax credit incentives to attract manufacturers like Hub Labels Inc to locate in the State of Maryland and create new, high-paying jobs.

Hub Labels Inc is a manufacturer of pressure sensitive labels and linerless labels. Hub Labels Inc provides superior quality and service with a robust and modern fleet of flexographic printing presses and digital presses. As a leading label converter in the region, Hub Labels Inc continues to be on the forefront of advances in the printing industry having been among the first to introduce the four-color print process, computer-to-plate technology, high-end digital printing, and linerless labels. Over the years, Hub Labels Inc has expanded multiple times to its present size of 110,000 square feet located in Washington County, Maryland.

We strongly support extending the MJM program to promote innovative manufacturers like Hub Labels Inc to the State of Maryland.

Very sincerely,

Thomas Dahbura  
Owner and President

Cc: Honorable Vanessa Atterbeary, Chairperson, House and Ways Committee

INNOVATION | QUALITY | EXPERIENCE

[www.HUBLABELS.com](http://www.HUBLABELS.com)

18223 Shawley Drive, Hagerstown, MD 21740  
TEL 301.790.1660 | TF 800.433.4532 | FAX 301.790.1795

# **More Jobs for Marylanders Tax Credit Support.pdf**

Uploaded by: William Jones

Position: FAV



EVAPCO, INC.  
5151 Allendale Lane  
Taneytown, Maryland 21787

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Telephone: 410-756-2600  
Facsimile: 410-756-6450

February 18, 2022

The Honorable Vanessa Atterbeary  
Room 131 House Office Building  
Annapolis, Maryland 21401  
Re: Senate Bill 418-Economic Development - More Jobs for Marylanders Program -  
Extension and Alterations

Dear Honorable Ms. Atterbeary:

Evapco, Inc. is a privately held corporation headquartered in Carroll County, MD. We manufacture a wide variety of heat exchange equipment supporting various marketing including commercial HVAC, industrial process, industrial refrigeration, thermal ice storage, water solutions and power markets.

I would like to express Evapco's support for Senate Bill 391- More Jobs for Marylanders Act 3.0, which 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. Under current statute the program will no longer accept new businesses into the program as of June 1, 2022. SB 391 will extend the program for five years through 2027.

Evapco has benefited from the More Jobs for Marylanders program. As such the program is responsible for the recent 165,000 sq.ft. additional added in 2017. In such a competitive labor, companies need such programs now more than ever. Maryland needs to step up and continue to offer such programs or potentially lose job opportunities to other states that are continuing to offer such incentives.

Please consider extending this successful program well into the future.

Sincerely,

Evapco, Inc.  
  
William Jones  
Sr. Vice President of Global Operation