

2026 1 19 Letter of Support.pdf

Uploaded by: ANDREW SERAFINI

Position: FAV



**HAGERSTOWN-WASHINGTON COUNTY CO.
INDUSTRIAL FOUNDATION, INC.**

1 South Potomac Street, Hagerstown, MD 21740
(301) 739-2015, ext. 130 • gsnook@chiefhag.com

January 19, 2026

Senator Guy Guzzone, Chair
Budget and Tax Committee
3 West Miller Senate Office Building
Annapolis, MD 21401

Re: Support for Senate Bill 193 – Washington County – Sales and Use Tax Exemption – Target
Redevelopment Area

Dear Senator Guzzone,

On behalf of the Board of the Hagerstown-Washington County Industrial Foundation Inc. better known as CHIEF, I write to express our strong support for SB 193. For over 65 years, CHIEF has donated or sold property at market rate, a reduced rate, or for free to attract quality of jobs. Former Governor William Preston Lane was the first president of the organization, and the Mt. Aetna Park carries on the same vision established in 1960.

The Mt. Aetna Park sits between Hagerstown Community College and Meritus Medical Center/School of Osteopathic Medicine. The acreage identified is less than .0003 or ten three thousandths of the total acreage in Washington County. This unique site presents a rare opportunity to seek modern manufacturing or science related entities to provide the jobs outlined for targeting by Governor Moore. Similar to many regions in our State we desire to diversify our economy and provide jobs that will allow our citizens to thrive in the economy of the future.

We believe with the assistance of this legislation we can attract just the right business partners. We ask that you give favorable consideration to SB 193.

God bless,

Andrew A. Serafini, President CHIEF

GHC SB193 Support Letter 1-16-2026.pdf

Uploaded by: Jim Kercheval

Position: FAV



Greater Hagerstown Committee

January 16, 2026

The Honorable Guy J. Guzzone
Chairman, Senate Budget and Taxation Committee
Miller Senate Office Building, 3 West Wing
11 Bladen St., Annapolis, MD 21401

Re: SB-193 - Washington County - Sales and Use Tax Exemption - Target Redevelopment Area

Dear Chairman Guzzone and Members of the Budget and Taxation Committee:

I am writing to express our strong support for SB-193, a crucial bill that would provide a Sales and Use Tax exemption within the Mt. Aetna Technology Park (MATH) of Hagerstown. This legislation will be instrumental in helping our community market an area originally purchased nearly 20 years ago by our local industrial foundation, CHIEF, with the intention of fostering high-tech development.

GHC is a nonprofit organization of over 100 corporate executives and community leaders dedicated to improving the quality of life in Washington County. Our member companies employ more than 10,000 individuals in the region. For over 35 years, GHC has collaborated with public officials and community stakeholders to advance initiatives that enhance our community and foster economic growth. This includes our ongoing support for projects like MATH.

MATH spans approximately 150 acres of prime real estate, strategically located between the Meritus Medical Campus, the new Meritus Medical School, and Hagerstown Community College, which houses our local business incubator. Over the last 15 years, CHIEF has worked with local, state, and federal partners to develop the necessary infrastructure for this site, including the completion of Yale Drive in 2016 and Professional Blvd Phase 2 and current construction of Professional Blvd Phase 3. These infrastructure improvements have created multiple pad-ready sites, supported by robust utilities, including water, sewer, electricity, cellular, and fiber networks.

Diversifying our local economy has long been a cornerstone of our county's economic development strategy. Our region has successfully attracted a range of industries, including retail, manufacturing, financial services, logistics, and defense. However, as the cost of living rises, we face a shortage of higher-paying jobs in advanced technical fields. High-tech industries, such as biosciences, cybersecurity, and advanced manufacturing, tend to cluster in established hubs, which presents a challenge in attracting them to new locations. Despite multiple inquiries over the years, we just recently secured a high-tech manufacturing company for MATH hoping to build in the next year or so.

The proposed Sales and Use Tax exemption would provide a critical economic incentive to help attract these targeted industries to MATH. By securing additional anchor companies, we are confident that other high-tech businesses will follow, further enhancing our region's economic landscape.

We respectfully request your support of SB-193 to help us advance our efforts to diversify and strengthen our local economy. Should you have any questions or require further information, please do not hesitate to contact me.

Sincerely,

Jim Kercheval, Executive Director

The Greater Hagerstown Committee, Inc.

Email: jkercheval@greaterhagerstown.org

Phone: 301.733.8811 (office) or 301.992.7515 (mobile)



SB 193 Testimony.pdf

Uploaded by: Paul Corderman

Position: FAV

PAUL D. CORDERMAN
Legislative District 2
Frederick and Washington Counties

Budget and Taxation Committee

Subcommittees

Capital Budget

Education, Business and Administration



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THE SENATE OF MARYLAND
ANNAPOLIS, MARYLAND 21401

January 21, 2026

Senate Budget & Tax Committee
Chair Guy Guzzone
Vice Chair Jim Rosapepe
3 West Miller Senate Office Building
Annapolis, MD 21401

**Testimony In Support of SB 193 - Washington County - Sales and Use Tax Exemption -
Target Redevelopment Area**

Chair Guzzone, Vice Chair Rosapepe, and Members of the Budget & Tax Committee,

Thank you for the opportunity to present SB 193 to you today. This bill will provide a sales and use tax exemption for construction materials and warehousing equipment used in the Target Redevelopment Area in Washington County. SB 193 will contribute to the revitalization and expansion of the Mount Aetna Technology Park, which is poised to become a key asset to the region.

The proposed exemption from the sales and use tax for construction materials and warehousing equipment is a critical step in making the Target Redevelopment Area more attractive to potential investors and incentivizing the development of the Mount Aetna Technology Park in Washington County which will enhance the region's ability to attract high-tech industries, research centers, and manufacturing operations.

Thank you for your consideration of this bill, and we respectfully request a favorable report on SB 193.

Sincerely,

A handwritten signature in black ink, appearing to read "P. D. Corderman".

Senator Paul D. Corderman – District 2, Washington & Frederick Counties

Wash Co. Chamber Letter of Support SB 193.pdf

Uploaded by: Paul Frey

Position: FAV

January 19, 2026

The Honorable Guy Guzzone
Chair Budget and Taxation Committee
Miller Senate Office Building, 3 West Wing
11 Bladen Street
Annapolis, MD 21401

RE: Senate Bill 193 – Washington County – Sales and Use Tax Exemption – Target Redevelopment Area

Dear Chair Guzzone and Distinguished Committee Members,

The Washington County Chamber of Commerce, on behalf of almost 700 member organizations representing over 40,000 employees, supports **Senate Bill 193 – Washington County – Sales and Use Tax Exemption – Target Redevelopment Area**, and we respectfully ask you to vote in support of this legislation.

The Mount Aetna Technology Park is perfectly located between Meritus Health (including the new Meritus School of Osteopathic Medicine) and Hagerstown Community College. The property is “shovel ready.” It is an outstanding location for the immediate development of critical businesses that complement the work at Meritus and its medical school, as well as the students at Hagerstown Community College.

Providing an exemption from sales and use taxes for construction material or warehousing equipment, that supports the approved development on the Mount Aetna Technology Park property, will allow for expedited growth and development. The winners will be local commerce, local labor force, and the State of Maryland.

Again, the Washington County Chamber of Commerce, on behalf of our almost 700 member organizations representing over 40,000 employees, supports **Senate Bill 193 – Washington County – Sales and Use Tax Exemption – Target Redevelopment Area**, and we respectfully ask you to vote in support of this legislation.

Please contact me at 301-739-2015, ext. 102, should you have any questions.

Sincerely,



Paul Frey, IOM
President & CEO

SB 193 Support Letter.pdf

Uploaded by: Zachary Kieffer

Position: FAV



BOARD OF COUNTY COMMISSIONERS OF
WASHINGTON COUNTY, MARYLAND

January 16, 2026

Senator Guy Guzzone, Chair
Budget and Taxation Committee
3 West Miller Senate Office Building
11 Bladen Street
Annapolis, Maryland 21401

Re: **Support for Senate Bill 193 – Washington County – Sale and Use Tax Exemption – Target Redevelopment Area**

Dear Senator Guzzone:

The Board of County Commissioners of Washington County (the "Board") unanimously supports the passage of SB 193. This bill would offer a sales tax exemption for construction materials purchased for the purpose of developing Mount Aetna Technology Park ("MATP") in Washington County. It is currently being leased as agricultural land by the County. However, it is strategically located near Hagerstown Community College, Meritus Medical Center, and the new Meritus School of Osteopathic Medicine. Recently, several international corporations have expressed interest in locating significant operations within MATP. This proposed bill could be the catalyst for these companies to develop and invest millions of dollars into the County and State economies.

The bill in question is narrowly tailored and would only apply to building materials purchased for construction by a company that has already committed to a substantial project in MATP. The revenue lost by the State from the sale of construction materials would be negligible in comparison to the future tax revenue generated by a research or technology company in an area of land which is currently undeveloped. SB 193 could attract a major taxpayer who will support the State for decades to come and is consistent with current the ideals of economic growth agenda.

For these reasons, the Board strongly supports the passage of SB 193 and urges the Committee to support it.

Sincerely,

BOARD OF COUNTY COMMISSIONERS
OF WASHINGTON COUNTY, MARYLAND

By: _____

John F. Barr, President

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