



DIVISION OF FINANCE
MORE JOBS FOR MARYLANDERS PROGRAM

ANNUAL STATUS REPORT
FISCAL YEAR 2024
ECONOMIC DEVELOPMENT ARTICLE

SECTION 6-809

Submitted by:

Maryland Department of Commerce

November 2024



Wes Moore, Governor | Aruna Miller, Lt. Governor

STATUS REPORT MORE JOBS FOR MARYLANDERS FISCAL YEAR 2024

PROGRAM 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” 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. Chapter 136 of 2022 heightened eligibility requirements and limited benefits available to manufacturing and non-manufacturing businesses enrolled on or after June 1, 2022 and before June 1, 2024. This included raising the minimum wage requirement; eliminating real property tax credit, sales and use tax refund and filing fee waiver; reducing the number of benefit years for projects in Tier 2 areas from 10 years to 5 years, and decreasing the income tax credit percentage from 5.75% to 4.75% of the aggregate wages of the qualified positions.

BENEFITS

Benefits for businesses enrolled before June 1, 2022:

The program provides 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.

Benefits for businesses enrolled on or after June 1, 2022 and before June 1, 2024:

1. Businesses in Tier 1 jurisdictions receive a refundable State income tax credit of 4.75% of the wage per new position for a 10-year consecutive benefit period.
2. Businesses in Tier 2 jurisdictions receive a refundable State income tax credit of 4.75% of the wage per new position for a 5-year consecutive benefit period.

Tier 1 Areas include: Baltimore City, Allegany, Baltimore, Caroline, Cecil, Dorchester, Garrett, Kent, Prince George’s, Somerset, Washington, Wicomico and Worcester Counties. Tier 1 Areas also include Opportunity Zones located in any Maryland county. Tier 2 Areas are any areas which are **not** Tier 1 Areas.

QUALIFICATIONS

Qualifications for businesses enrolled before June 1, 2022:

To qualify a **manufacturing** 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 post-secondary education program (e.g. tuition reimbursement).
- Provide Notice of Intent (NOI) to enroll in the program.
- New or existing manufacturers in Tier 1 Areas must create at least **5** new Qualified Positions.
- Existing manufacturers in Tier 2 Areas must create at least **10** new qualified jobs.
- A Qualified Position is a job that is full-time, pays at least 120% of State minimum wage, and is filled for 12 months before they qualify for credits.
- Begin hiring within 12 months of the Notice of Intent to Commerce. Once a business begins hiring, it must add 5 new qualified positions (Tier 1 Areas) or 10 new qualified positions (Tier 2 Areas) within 12 months after the date of its first new hire.
- Existing manufacturers that move their facility from one Maryland County to another after June 1, 2017 will **not** be eligible to participate.
- Be certified by Commerce as a qualified business entity.

To qualify, a **non-manufacturing** business must:

- Be located in an Opportunity Zone.
- Provide Notice of Intent (NOI) to Commerce before it begins hiring.
- Create at least 5 Qualified Positions.
 - A Qualified Position is a job that is full-time, pays at least \$50,000 per year, and is filled for 12 months before they qualify for credits.
- Offer ongoing job training or provide a post-secondary education program.
- Begin hiring within 12 months of its Notice of Intent to Commerce. Once a business begins hiring, it must add 5 new qualified positions within 12 months after the date of its first new hire.
- Existing businesses that move their facility from one Maryland County to another after June 1, 2017 will **not** be eligible to participate.
- Be certified by Commerce as a qualified business entity.
- Non-manufacturing businesses do **NOT include businesses that:** (i) provide adult entertainment, (ii) are primarily engaged in retail activities (except Grocery Stores), (iii) are primarily engaged in the sale or distribution of alcoholic beverages, or (iv) are one of the following types of entities: a private or commercial golf course or country club, a tanning salon or a bail bondsman.

Qualifications for businesses enrolled on or after June 1, 2022 and before June 1, 2024:

To qualify, a **manufacturing** 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 manufacturer must notify Commerce of its intent to be designated eligible for the program incentives before it creates new jobs.
- Manufacturers in Tier 1 counties must create at least 10 new qualified jobs. (A qualified job is a job that is full-time, pays at least 150% of State minimum wage and is filled for 12 months.)
- Manufacturers in Tier 2 counties must create at least 20 new qualified jobs. (A qualified job is a job that is full-time, pays at least 150% 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 10 or 20 job minimum within 12 months of its first hire.
- Enroll its project in the program before June 1, 2024.

To qualify a **non-manufacturing business** must:

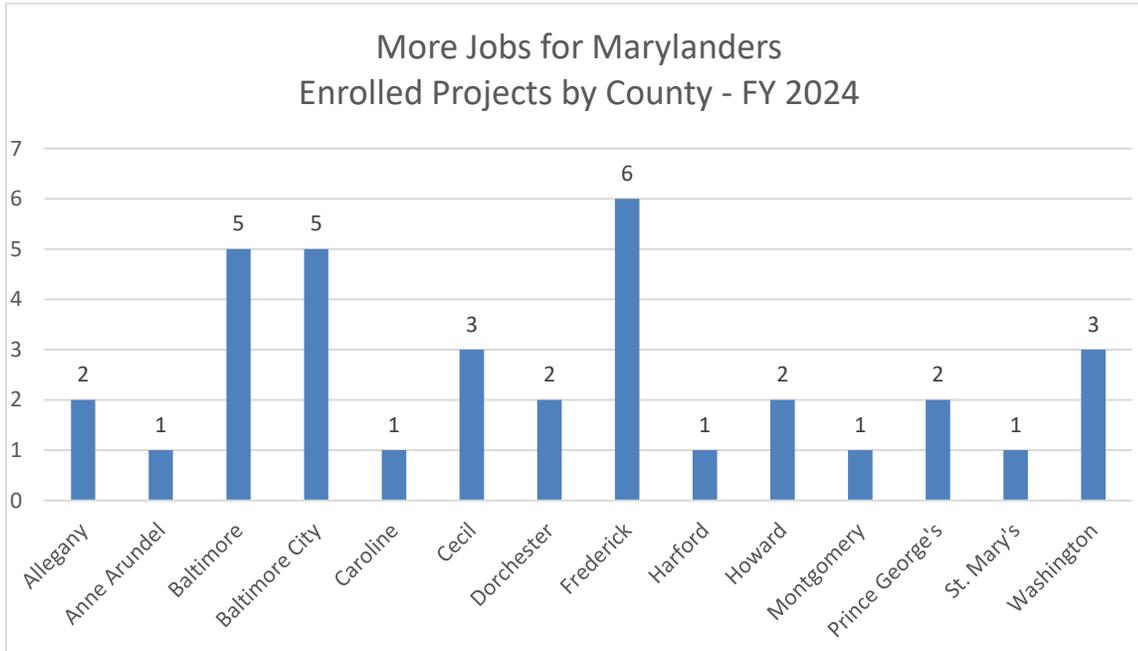
- Be located in an Opportunity Zone.
- Provide a Notice of Intent to Commerce before hiring.
- Create at least 10 new qualified jobs. (A qualified job is a job that is full-time, pays at least \$50,000 per year, and is filled for 12 months before they qualify for credits.)
- Offer ongoing job training or provide a post-secondary education program
- Begin hiring within 12 months of its Notice of Intent to Commerce. Once a business begins hiring, it must add 5 new qualified jobs within 12 months after the date of its first new hire.
- Existing businesses that move their facility from one Maryland County to another after June 1, 2017 will not be eligible to participate.
- Be certified by Commerce as a qualified business entity.
- Non-manufacturing businesses do NOT include businesses that: (i) provide adult entertainment, (ii) are primarily engaged in retail activities (except Grocery Stores), (iii) are primarily engaged in the sale or distribution of alcoholic beverages, or (iv) are one of the following types of entities: a private or commercial golf course or country club, a tanning salon, or a bail bondsman.
- Enroll its project in the program before June 1, 2024.

PROGRAM ACTIVITY

The More Jobs for Marylanders statute requires Commerce to report on the Qualified Business Entities that received Final Certification in the preceding fiscal year. During Fiscal Year 2024, Commerce issued 24 Final Certificates for 22 projects, representing 3,090 total jobs with an annual aggregate wage of \$329,566,539. The total job count includes 601 new jobs with an annual aggregate wage of \$64,100,159. Commerce anticipates that additional businesses that have received an Initial Income Tax Credit Certification will submit their Final Application at the end of the calendar year when all positions will be in place for 12 months in order to claim the credits on their 2023 tax return.

Through May 31, 2023, Commerce received NOIs from companies representing 35 projects interested in applying for the More Jobs for Marylanders tax credits. Prior to the program's

sunset for new enrollments on June 1, 2024, Commerce enrolled 35 projects during FY 2024. Thirty-one projects represent manufacturers and 4 projects represent a non-manufacturer expanding in an Opportunity Zone. Of the 35 approved projects, 26 are located in Tier 1 Counties and 9 in Tier 2 Counties. Nineteen are existing businesses and 16 are new Maryland businesses. Enrolled projects are distributed across the State of Maryland in 14 counties.



Businesses that were enrolled in the program prior to June 1, 2024 were certified as Qualified Business Entity and may apply for the credits. The next step in the process is to apply for an Initial Income Tax Credit for the business's first benefit year. Commerce issued 34 Initial Income Tax Credit certificates during FY 2024. Commerce reserved \$26,041,293 of credits in FY 2024, including \$626,013 for businesses in their first benefit year; \$4,641,949 for the second benefit year; \$1,870,037 for the third benefit year; \$8,477,714 for the fourth benefit year; \$10,307,302 for the fifth benefit year; and \$118,278 for the sixth benefit year.

Appendix: More Jobs for Marylanders Incentive Program, Final Income Tax Credits Certified for FY 2024

	Business Name	County of Facility	Jobs Certified	Certified Final Credit Amount (\$)
1	Northrop Grumman Innovation Systems (fka Alliant Techsystems Operations, LLC)²	Cecil	73	344,535
2	Arnold Packaging Company¹	Baltimore City	23	67,871
3	ConAgra Foods Packaged Foods Company, LLC¹	Washington	108	156,406
	ConAgra Foods Packaged Foods Company, LLC²	Washington	113	380,932
4	Fabricated Extrusion Co. of MD LLC⁴	Washington	26	87,737
5	General Ship Repair Corp., The³	Baltimore City	17	54,449
6	Gotham Greens Baltimore LLC¹	Baltimore	32	68,687
7	IKO Northeast Inc. (f/k/a Blair Materials, Inc.)²	Carroll	31	133,024
8	Kite Pharma, Inc.²	Frederick	183	1,530,196
	Kite Pharma, Inc.³	Frederick	431	3,342,264
9	Lentigen Technology, Inc.¹	Montgomery	103	593,790
10	Lieber Institute, Inc.²	Baltimore City	22	100,106
11	Marlin Steel Wire Products LLC⁴	Baltimore City	20	85,628
12	Michele's Granola LLC²	Baltimore	13	30,796
13	Miltenyi Biotec North America, Inc.¹	Montgomery	57	330,115
14	Northrop Grumman Systems Corporation³	Anne Arundel	1,407	8,902,688
15	Novavax, Inc.	Montgomery	282	2,164,417
16	Petroleum Recovery and Remediation Mgmt, Inc.	Baltimore City	5	21,998
17	RADA Technologies, LLC²	Montgomery	39	252,968
18	Ring Container Technologies LLC²	Baltimore	18	65,402
19	Sherwin-Williams Company, The¹	Somerset	31	83,585
20	Sumatech, Inc.²	Baltimore	16	52,628
21	Whisked, Inc.²	Prince George's	18	46,620
22	Wright Manufacturing, Inc.⁴	Frederick	22	53,234
	Total Amount Certified			18,950,076

¹Reflects Final Certificates issued for Benefit Year 2.

²Reflect Final Certificates issued for Benefit Year 3.

³Reflects Final Certificates issued for Benefit Year 4.

⁴Reflect Final Certificates issued for Benefit Year 5.