

Legislative Budget Analysis
Proposed FY 2023 Operating and Capital Budgets
Office of the County Auditor
Baltimore County, Maryland
HEARING DATE: May 12, 2022



Department of Economic and Workforce Development

Director: Leonard Howie

Budget Office Analyst: John O'Neill

Legislative Analyst: Rayven Vinson

Questions to Department Sent	Friday, April 29
Responses Received	Monday, May 9
Analysis considers all agency responses.	

BALTIMORE COUNTY
FISCAL YEAR 2023 BUDGET ANALYSIS

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

BUDGET SUMMARY				
\$ in Thousands				

	GENERAL	SPECIAL*	TOTAL	% Change Prior Year
PROPOSED CHANGE				
FY 2022 - 2023 Change	\$ 193.7	\$ (3,559.3)	\$ (3,365.6)	-13.3%
BUDGET TRENDS				
FY 2021 Actual	\$ 991.2	\$ 43,507.1 ⁽¹⁾	\$ 44,498.3	
FY 2022 Approp.	1,744.9	23,632.2 ⁽²⁾	25,377.1	-43.0%
FY 2023 Request	1,938.6	20,072.9	22,011.5	-13.3%
FY 2023 Budget Analysis	1,938.6	20,072.9	22,011.5	-13.3%
POTENTIAL REDUCTIONS	TBD	\$ -	TBD	

⁽¹⁾ Reflects audited expenditures \$6.3 million greater than the amount reflected in the Executive's budget documents.

⁽²⁾ Adjusted for three supplemental appropriations totaling \$876 thousand approved by Council.

*** Includes Economic Development Revolving Financing Fund ⁽³⁾ :**

	Estimated Unappropriated Balance at July 1	Funding from Capital Budget (PAYGO)	Other Revenues ⁽⁴⁾	Actual/Est. Expenditures and Encumbrances	Restricted Funds ⁽⁵⁾	Actual/Est. Unappropriated Balance at June 30
FY 2022	\$ 12,204.0	\$ 8,836.2	\$ 690.0	\$ (6,848.7)	\$ (13,986.3)	\$ 895.2
FY 2023	\$ 895.2	\$ 10,540.6	\$ 690.0	\$ (1,800.0)	(8,740.6)	\$ 1,585.2

⁽³⁾ Source: Exhibit G, Executive's Budget Message (as corrected); Capital Budget Supporting Detail.

⁽⁴⁾ Includes loan repayments, interest, fees, and other program income.

⁽⁵⁾ Includes monies for the Housing Affordability Account and the Housing Modification Account.

PERSONNEL				
-----------	--	--	--	--

	GENERAL		SPECIAL	
	FULL-TIME	PART-TIME	FULL-TIME	PART-TIME
PROPOSED CHANGE				
FY 2022 - 2023 Change	0	0	(2)	0
BUDGET TRENDS				
FY 2021 Actual	1	13	5	43
FY 2022 Approp.	1	17	5	43
FY 2023 Request	1	17	3	43
FY 2023 Budget Analysis	1	17	3	43
POTENTIAL REDUCTIONS	0	0	0	0
VACANCY DATA				
Positions Vacant as of April 14, 2022*	0	3	1	8

* Provided by the Office of Budget and Finance.

For further information contact: Office of the County Auditor

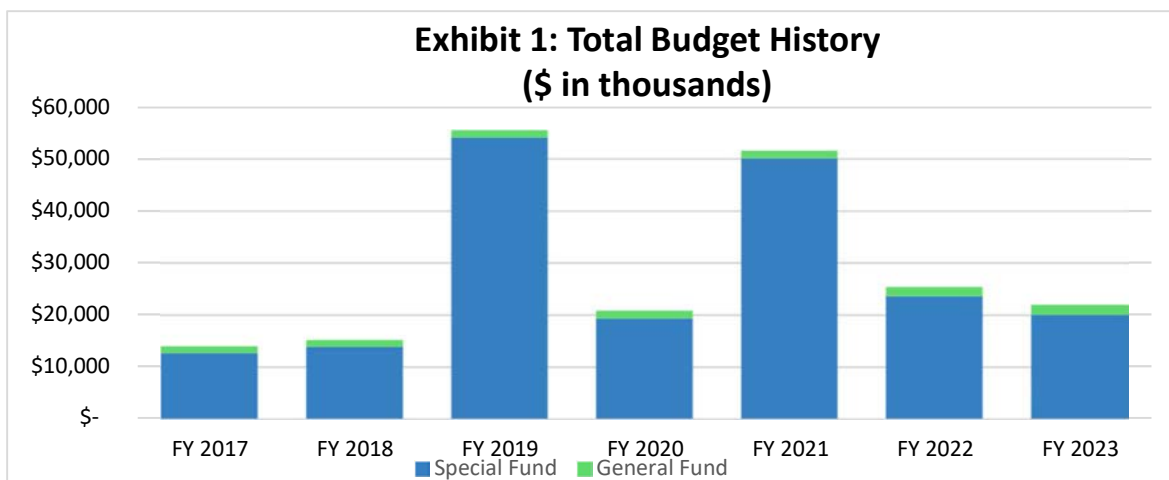
Phone: (410) 887-3193

DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052) AND WORKFORCE DEVELOPMENT GRANTS (087)

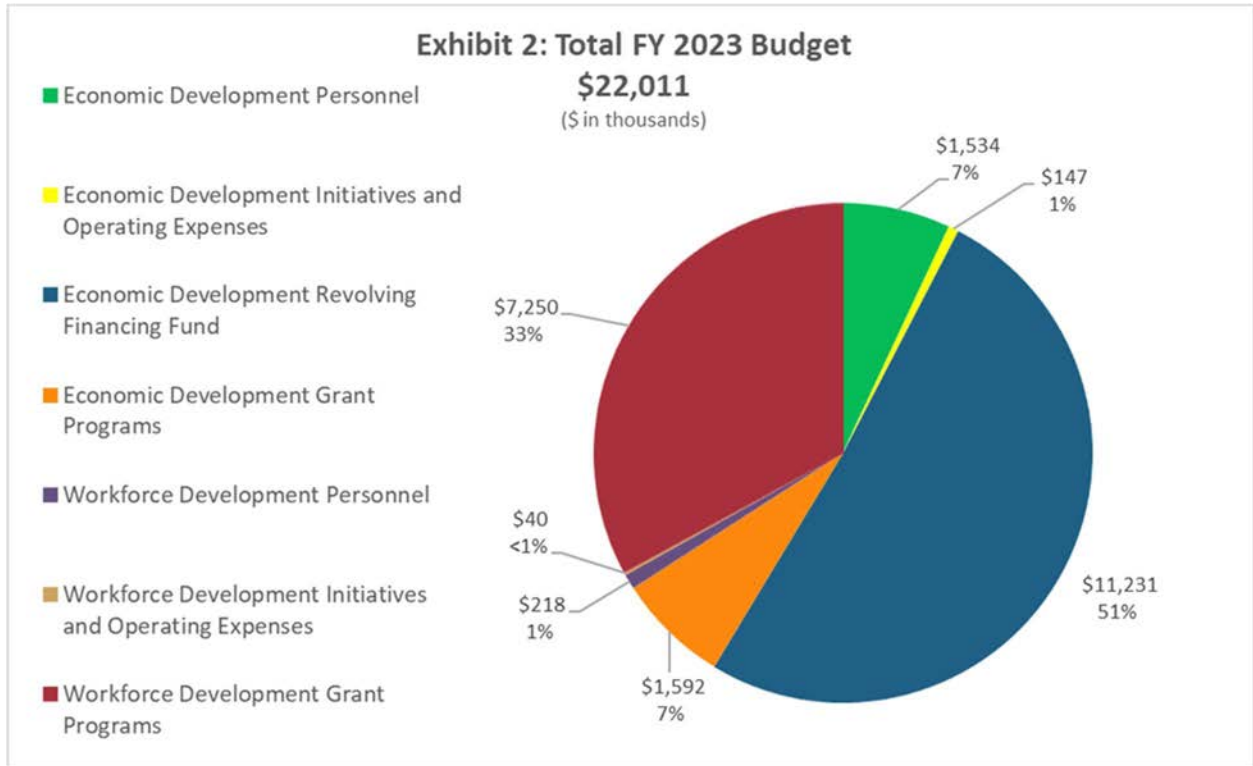
BUDGET SUMMARY:

The proposed FY 2023 budgets for the Department of Economic and Workforce Development (\$14.5 million) and Workforce Development grants (\$7.5 million) total \$22.0 million, a decrease of \$3.4 million, or 13.3%, from the FY 2022 budget. The General Fund portion of the budgets totals \$1.9 million and increases by \$194 thousand, or 11.1%, primarily due to the expansion of temporary staffing to perform grant-ineligible Workforce Development activities. The Special Fund portion of the budgets totals \$20.1 million and decreases by \$3.6 million, or 15.1%, primarily due to one-time FY 2022 supplemental appropriations of American Rescue Plan Act and State emergency relief grants to provide COVID-19 pandemic relief, offset by an increase in Economic Development Revolving Financing Fund contingency authorizations for FY 2023.

See Exhibits 1-3 for additional detail.



**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**



**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

Exhibit 3 FY 2023 Proposed Budget (\$ in 000's)			
How Much it Grows:	General Fund	Special Fund	Total
2022 Appropriation	\$ 1,745	\$ 23,632 ⁽¹⁾	\$ 25,377
2023 Request	1,939	20,073	22,012
\$ Increase/\$ (Decrease)	\$ 194	\$ (3,559)	\$ (3,365)
% Increase/% (Decrease)	11.1%	-15.1%	-13.3%
(1) Adjusted for three supplemental appropriations totaling \$876 thousand approved by the Council.			
Where it Goes:			
General Fund:			
Economic Development.....			\$ 37
Personnel Expenses:.....			37
1 New Position (Chief of Operations).....	70		
1 Reclassified Position (Senior Administrative Assistant to the County Administrative Officer becomes the Deputy Director of Economic & Workforce Development).....	25		
3% COLA effective January 1, 2023.....	22		
2% COLA effective January 1, 2022 (FY 2023 effect).....	15		
Turnover (3.2% to 2.6%).....	8		
Other Salary Adjustments.....	(103)		
Workforce Development Program			157
Personnel Expenses:.....		117	
Temporary Help.....	115		
3% COLA effective January 1, 2023.....	2		
2% COLA effective January 1, 2022 (FY 2023 effect).....	1		
1 Reclassified Position (Manager of Job Connector Services to Manager of Youth Programs).....	(3)		
Other Salary Adjustments.....	2		
Operating Expenses:.....		40	
General Fund Total:.....			194
Special Fund:			
Economic Development:.....			1,031
Economic Development Financing Fund.....		2,394	
Tourism Program.....		71	
Boost Program Income.....		(119)	
Tradeport Atlantic Grant PIDP.....		(625)	
State Relief Act Grant - Online Sales & Telework.....		(690)	
Workforce Development:.....			(4,591)
Baltimore Community Foundation		126	
Career Centers		102	
Cities for Financial Empowerment - Implementation.....		71	
DORS Youth		30	
DJS		15	
Central Office		3	
Business Services.....		1	
DSS Youth		(15)	
Youth Program.....		(82)	
American Rescue Plan Act (ARPA) Workforce		(4,841)	
Special Fund Total:.....			(3,559)
Total:.....			\$ (3,365)

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

POTENTIAL BUDGET REDUCTIONS:

For FY 2023, the Department is proposing funding for several new General Fund initiatives, including:

- \$1.8 million in Economic Development Revolving Financing Fund (EDRFF) contingency funding (to be funded via the PAYGO - Contributions to Capital 5801 Program, with an associated increased Special Fund authorization to spend out of the EDRFF) (see discussion topic #6);
- \$200,000 for a “Regional Partnerships” grant to Baltimore County Foundation, to be matched with grants from other local governments and foundations and to be used for targeted community development and human services projects in communities that cross the County’s boundary with the City (to be funded out of the Organizational Grants 5902 Program) (see discussion topic #5);
- \$115,000 in salary costs for temporary help to serve specialized, grant-ineligible functions (funded in the Workforce Development 8701 Program);
- \$110,000 in “contingency grant funds” for the Office of the County Executive’s use (to be funded out of the Organizational Grants 5902 Program, representing a \$46,000, or 71% increase, over FY 2022);
- \$70,000 in salary costs for a new position to be retitled into a yet-to-be-determined role (presently titled Chief of Operations; funded in the Economic Development 5201 Program);
- \$62,500 for a second cohort of the Towson University Global Incubator (to be funded out of the Organizational Grants 5902 Program); and
- \$42,500 in professional services costs for potential new consulting costs that may arise (to be funded out of the Economic Development 5201 Program, level to FY 2022 funding, which has not been utilized).

Additionally, for FY 2023, the Department is proposing funding for several new Special Fund initiatives, including:

- \$890,820 in salary costs for temporary help for youth wages related to the summer and year-round youth employment programs;
- \$59,545 for the FY 2022 mid-year addition of a Management Analyst to the Boost “Program Income” program; and

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

- \$70,600 increase to the Tourism Program (primarily for additional grant funding).

As of April 15, 2022, the Department had 12 vacant positions (out of 64 authorized positions), with budgeted salaries of \$829 thousand (\$210 thousand General Funds; \$619 thousand Special Funds), less budgeted turnover savings of \$41 thousand. In addition to its proposed FY 2023 General and Special Fund appropriations, the Department has previously appropriated Special Funds available, including more than \$4.0 million in American Rescue Plan Workforce funding.

To the extent that the Council deems less funding than proposed to be necessary for these purposes, budget reductions would be viable.

TOPICS FOR DISCUSSION:

1. Ongoing Response to COVID-19

The Department advised that it continues to recognize the challenges that the COVID-19 pandemic has placed on the local economy, particularly the service sector industries, such as hospitality, entertainment, and restaurants. The Department further advised that it intends to meet the needs of Baltimore County's employer and workforce communities by developing career pathways for these service sector workers, as well as initiate career pathways to connect Tradepoint Atlantic tenants to a pipeline of skilled workers in the fields of transportation, distribution, and logistics (*see discussion topic #2*).

The Department advised that it is prepared to accomplish these goals by leveraging existing American Rescue Plan Act (ARPA) funding streams and utilizing outside funding whenever possible. On June 1, 2021, the Council approved a \$161 million supplemental appropriation of ARPA funds, which included a \$25 million "placeholder" to address negative economic impacts experienced in the business, tourism, travel, hospitality, recreation, nonprofit, and personal/residential areas, in the form of grants or other support. The Administration advised that the Office of Government Reform and Strategic Initiatives, with assistance from the Office of Budget and Finance, is responsible for leading the implementation of the ARPA recovery funding; the Director of DEWD previously had led the County's internal Economic Recovery Subcabinet, a cross-departmental group that developed ARPA recovery proposals. Although

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

DEWD is not responsible for an economic “impact area” with regard to the \$161 million grant program, according to the Administration, DEWD is overseeing use of a portion of a separate \$4.8 million supplemental appropriation of ARPA funds, approved by the Council on October 4, 2021. Specifically, the Administration advised that DEWD is the lead department for overseeing \$4,055,000 in ARPA-funded projects, which includes grants, job creation, and tourism. According to the Department, this funding enables it to serve the sectors and workforce hit hardest by the pandemic, including creating career pathway training and providing career services in order to retool the former workers’ skill sets to enable them to be competitive within resurging service sectors, or to upskill them for employment in other in-demand sectors. The Department advised that to date, it has not incurred any expenditures under the \$4.8 million grant, which expires June 30, 2026 (with grant funds to be obligated by December 31, 2024); the Department noted its intention to initiate such grant-related activities in early FY 2023. The Department was unable to advise how much the County has expended for economic initiatives under the \$161 million program.

In addition to assisting workers through career pathway and job connector programs, the Department advised that it has stepped in to assist businesses experiencing difficulties obtaining financing because of the pandemic; a significant number of businesses lost money during the pandemic, which made it a challenge for them to obtain bank funding. Utilizing funding from the previously appropriated \$1.6 million FY 2021 Economic Development Awards (EDA) grant program, the Department advised that it was able to provide commitments to eight Baltimore County businesses. The Department further advised that the County will be utilizing the full amount of the funds by June 30, 2022, when the grant expires, and that all applicants have been able to obtain funding.

The Department advised that during the pandemic, it served clients with both virtual services and training; while more in-person classes and workshops have been held in recent months, many are still virtual, which allows more clients to be served and provides more flexibility and choice for those seeking assistance.

The Department and/or the Administration should be prepared to discuss:

- ***The portion of the \$161 million ARPA award that the County is utilizing to***

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

address negative economic impacts;

- *Which recommendations of the Economic Recovery Subcabinet the County is implementing;*
- *DEWD's plans for the use of the \$4 million in ARPA grant funds that it is overseeing;*
- *Businesses the County supported using the EDA grants, and how such opportunities were publicized;*
- *The County's role, and DEWD's role, in bridging gaps between job seekers and employers who are looking to hire; and*
- *DEWD's plans for continuing to offer both virtual and in-person services and any observed increase in client interest due to providing virtual offerings.*

2. Major Redevelopment Projects: Tradepoint Atlantic and Security Square Mall

Tradepoint Atlantic

Redevelopment continues at Tradepoint Atlantic (TPA), the 3,100-acre industrial site located on the former steel mill property at Sparrows Point in Dundalk. The Department advised that the status of the Mid-Atlantic Multi-Modal Transportation Hub (MAMMOTH) project, which includes updating waterside access at the finger pier, creating a bulk terminal, installing a heavy duty road network, repairing existing and installing new utilities, and upgrading rail connectivity, is as follows: the port upgrade project (TIGER funds) was completed in 2021, and the infrastructure project (MARAD funds) is expected to commence soon. The Department further advised that it plans to initiate career pathways that will connect TPA tenants to a pipeline of skilled workers in the fields of transportation, distribution, and logistics.

Security Square Mall

Baltimore County and the State recently announced a joint contribution of \$20 million (\$10 million each, including \$10 million in proposed FY 2023 County PAYGO – Contribution to Capital funds) for a community-driven revitalization effort for the Security Square Mall and surrounding areas. The Department advised that it will be working on this initiative with the Departments of Planning and Public Works and Transportation; however, the Department of Planning will take the lead, beginning with an extensive community-based design charrette that will help determine how the funding will be utilized. The Department further advised that

DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052) AND WORKFORCE DEVELOPMENT GRANTS (087)

it will participate in the market analysis that will be part of the charrette. The Department also advised that together with the Department of Planning, they have held discussions with property owners about the current and future uses of the properties.

The Department should be prepared to discuss:

- ***Job creation data and projections for TPA;***
- ***Specific details on how it plans to implement career pathways for TPA and the nature of any planned collaboration with BCPS and CCBC; and***
- ***The timeline for the Security Square Mall revitalization initiative.***

3. Personnel

Outreach and Youth Development

The Department has made several personnel changes, both within its funding and classification of positions, in order to streamline the needs of its various Outreach and Youth programs. The proposed FY 2023 budget includes \$258,350 for the Workforce Development General Fund Program (8701), an increase of \$157,350, or 155.8%, over the FY 2022 budget. As with the FY 2022 budget, the FY 2023 funds are for the salaries of 3 part-time positions to help leverage resources, along with an additional \$115,000 for temporary help.

The Department advised that the 3 positions – 2 Manager of Youth Programs positions and 1 Senior Manager position – perform many different workforce activities for populations that are both eligible and ineligible under DEWD's workforce grant funding. The Department further advised that the General Funds allow these staff to work on the workforce activities that are not grant eligible; blended funding provides more flexibility for staff resources to provide a broader range of services as opposed to limitations of narrow funding streams.

Similarly, the Department will be enlisting the use of temporary help – staff serving in specialized functions as the need is determined to support workforce activities which are not grant eligible, such as several summer and year-round youth employment program roles. Funding for temporary help appears both in the Workforce Development General Fund (\$115,000) as well as throughout several grant programs, including DSS Youth (\$97,000), DORS Youth (\$144,000), MD Summer Youth Connections (\$242,000), DJS (\$43,000), CFE

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

Youth (\$24,820), and BCF Youth (\$340,000).

Position Reclassification

The proposed FY 2023 budget includes a new Chief of Operations (COO) position (\$70 thousand in budgeted salary). The Department advised that the position was approved prior to the pandemic, and shortly after approval, the Department was operating under the leadership of an Acting Director. The Department further advised that the COO would have assumed many of the duties and responsibilities of a Deputy Director – including direct supervision over the Department's administrative units and leading projects and initiatives at the direction of the Director. However, once a permanent Director was hired, the recruitment for the COO was put on hold.

The Department advised that with the Deputy Director position currently under recruitment, the Director determined that the COO position was no longer needed. In order to make maximum use of existing positions and thus minimizing the impact on the Department's budget, the Department advised that the COO position will be reclassified to accommodate a position that manages the execution of department-wide training, performance, and/or analytical activities.

The Department should be prepared to discuss:

- ***The expected number of workers that will be supported this year through the summer and year-round youth employment programs;***
- ***The going wage rates for the temporary/youth workers; and***
- ***Details as to how the COO position will be reclassified and if the proposed \$70,000 in salary is reflective of a mid-year hiring or a full-year salary.***

4. Tourism Program

The proposed FY 2023 Tourism Program budget totals \$1.5 million, an increase of \$70,600, or 4.9%, over the FY 2022 budget. The majority of the increase (\$60,400) relates to grant funding for specific organizations/purposes, as discussed below.

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

Grant Funding

The proposed FY 2023 Tourism Program budget includes \$487,880, an increase of \$24,000, or 5.2%, over the FY 2022 budget for grants to the same organizations/purposes (including two funded elsewhere in the budget in FY 2022, and several new grantees), as follows:

<u>Organization/Purpose</u>	<u>FY 2022</u> <u>Grant</u>	<u>FY 2023</u> <u>Grant</u>	<u>Increase/</u> <u>(Decrease)</u>
1 Gordon Center for Performing Arts	\$ 62,500	\$ 75,000	\$ 12,500
2 Patapsco Heritage Greenway, Inc.	60,000	60,000	-
3 Irvine Nature Center, Inc.	50,000	60,000	10,000
4 Micro Capital Grants	25,000	25,000	-
5 Fire Museum of Maryland	12,000	20,000	8,000
6 Baltimore Classical Guitar Society*	19,000	20,000	1,000
7 Historical Society of Baltimore County	16,000	16,000	-
8 Towson University Asian Art & Culture Center	12,000	15,000	3,000
9 Glenn L. Martin Maryland Aviation Museum	10,000	15,000	5,000
10 Baltimore Chamber Orchestra	10,000	10,000	-
11 Contemporary Arts, Inc.	10,000	10,000	-
12 African-American Cultural Festival	8,000	10,000	2,000
13 UMBC Center for Art Design and Visual Culture*	10,000	10,000	-
14 Natural History Society of Maryland	-	10,000	10,000
15 Goucher's Art Gallery	-	10,000	10,000
16 UMBC Albert O. Kuhn Library	-	9,000	9,000
17 Open Spaces	-	6,000	6,000
18 Towson University Community Art	-	5,000	5,000
19 Property Insurance: Ballestone & Banneker	1,880	1,880	-
20 Baltimore County Arts Guild	7,500	-	(7,500)
21 National Aquarium (Endowment)**	100,000	100,000	-
22 Hippodrome Foundation, Inc. (Endowment)***	50,000	-	(50,000)
Total	\$ 463,880	\$ 487,880	\$ 24,000

* FY 2022 grant funded in Organization Contributions program (5901).

** 2nd year of 2-year commitment. Also received an operating grant (see Exhibit 5).

*** The Department advised that there is a \$250,000 commitment over 3 years that began in FY 2022 with \$50,000 in funding; the remainder will be paid in FY 2023 (Capital budget) and FY 2024 and will be managed by the Department of Planning. Also received an operating grant (see Exhibit 5).

Organizational Contributions (Program 5901) – Operating Grants to Arts and Cultural Organizations

The proposed FY 2023 budget for the Organization Contributions Program (5901) totals \$2.8 million, an increase of \$290,750, or 11.4%, over the FY 2022 budget and provides grants to 37 organizations and for project grants (up to \$7,500 for projects that are not eligible for State grant funding). Most of the 37 organizations are receiving an increase in grant funding, ranging from \$2,500 to \$50,000, including 9 organizations that did not receive funding in FY

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

2022 (see *Exhibit 5*).

Grant Recipients' Compliance with the County Code

Recipient organizations of arts, sciences, and cultural enrichment grants in excess of \$10,000 per fiscal year are required by Baltimore County Code, Section 10-1-108(b)(3) to submit 1) an annual audit prepared by a certified public accountant and 2) an affidavit signed by an authorized representative affirming that the recipient organization complied with the grant requirements and expended grant funds on prescribed activities and not on prohibited activities (e.g., lobbying) specified in the grant agreement.

The Department should be prepared to discuss:

- ***The results of the tourism study, and any related implementation timelines;***
- ***The use of professional services for consulting and advertising planned for FY 2023;***
- ***The new grants to the 9 organizations, including 8 to City-based organizations; and***
- ***Whether the Department has received the required reports and affidavits from all organizations proposed to receive arts and sciences grants in excess of \$10,000.***

5. Organizational Grants

The proposed FY 2023 budget for the Organization Contributions – General Grant Program (5902) totals \$3,864,209, an increase of \$387,500, or 11.1%, over the FY 2022 budget (see *Exhibit 6*).

The FY 2023 budget includes \$440,000 for grants to the following 6 local organizations for economic development purposes, which represents an increase of \$62,500, or 16.6%, over the FY 2022 budget. The entire \$62,500 increase is for the Towson University Global Incubator, doubling their grant funds for FY 2023 to \$125,000, to provide a second cohort.

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

<u>Organization</u>	<u>Amount</u>
Towson University Global Incubator	\$ 125,000
UMBC Tech Center (Incubator)	110,000
Baltimore County Chamber of Commerce	100,000
Greater Baltimore Committee	90,000
Regional Manufacturing Institute	10,000
Baltimore Collegetown Network	5,000
Total	<u>\$ 440,000</u>

The FY 2023 budget also includes new or increases in grant funds totaling \$346,000 to the following:

- \$200,000 for Regional Partnerships (new);
- \$190,000 for Commercial Revitalization grants (increase of \$50,000);
- \$110,000 in Contingency Grant funds (an increase of \$46,000); and
- \$50,000 for the Reisterstown Improvement Association operating grant (new).

The Department should be prepared to discuss the County's new/increased funding commitments.

6. Economic Development Financing Fund

The proposed FY 2023 Capital Budget includes \$10.5 million in County funding for the Economic Development Revolving Financing Fund (EDRFF) program, an increase of \$1.7 million, or 19.2%, over the FY 2022 budget. Of the total proposed funding, \$8.7 million represents funding that the County is contractually obligated to provide, including to Towson Row (\$5.4 million), housing projects under the County's Voluntary Compliance Agreement (\$3.0 million), and ADA modifications (\$300 thousand). The Office of Budget and Finance advised that the remaining \$1.8 million will provide for potential loans.

According to the Office, as of March 31, 2022, the EDRFF has a fund balance of \$17.2 million, including \$11.8 million in undisbursed commitments and \$4.5 million in unassigned funding. The Department advised that the pandemic made it more difficult for businesses to obtain financing, and that the County used its Economic Development Awards grant program to provide commitments to eight County businesses totaling roughly \$1.5 million; the program provides low-

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

interest loans to eligible County small businesses to help them recover from the economic impact of the pandemic. The Department further advised that there were no defaults on loans provided by the Department during the past year.

The Department should be prepared to discuss:

- ***Specific projects the County plans to assist through its various financing programs in FY 2023, including already approved and prospective projects; and***
- ***Any approved payment deferrals, and if applicable, how long such deferrals will extend.***

7. County Efficiency Review

The County Efficiency Review included numerous recommendations for DEWD. As a top priority, the review recommended the development of strategic plans to define and coordinate target sector strategies for economic and workforce development. While the Review recommended areas of increased spending, such as increasing department staffing in all its functional areas, the development of a Contract Relationship Management (CRM) system, and increased funding in the Department's programming activities through County investments, it also outlined several recommendations centered on decreasing costs. These cost-saving recommendations included obtaining private sector funding, as well as a broader use of nonprofit organizations, public-private partnerships, privatization, and entrepreneurial approaches. Finally, the review detailed a number of areas, from workforce training programs with CCBC, to coordination with Minority and Women's Business Enterprise groups, which could assist in helping workers obtain better jobs and helping attract new employers and growth to the County.

The Department should be prepared to discuss which of the recommendations the County may be implementing, and over what timeframe(s).

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

Exhibit 5

PART I: GENERAL FUND GRANT AWARDS	FY 2022 Adopted Budget	FY 2023 Proposed Budget	FY22 - FY23 Increase/ (Decrease)
GRANTS: LINE GRANTS (AWARDS>\$5,000)			
BALTIMORE COUNTY-BASED ⁽¹⁾			
Camp Puh'tok ⁽²⁾	\$ -	\$ 50,000	\$ 50,000
Maryland Public Broadcasting/MPT Foundation	30,000	45,000	15,000
UMBC Art Design and Visual Culture ⁽³⁾	10,000	-	(10,000)
WTMD (YPRC)	60,000	75,000	15,000
SUBTOTAL	100,000	170,000	70,000
Number of Grants	3	3	
BALTIMORE CITY-BASED			
American Visionary Arts Museum	50,000	50,000	-
Bach Concert Series ⁽²⁾	-	5,000	5,000
Baltimore & Ohio Railroad Museum	20,000	35,000	15,000
Baltimore Choral Arts Society	12,000	15,000	3,000
Baltimore Classical Guitar Society ⁽³⁾	19,000	-	(19,000)
Baltimore Clayworks	10,000	10,000	-
Baltimore Concert Opera ⁽²⁾	-	5,000	5,000
Baltimore Museum of Art	330,000	330,000	-
Baltimore Museum of Industry	20,000	20,000	-
Baltimore Symphony Orchestra	450,000	450,000	-
Baltimore Theatre Project	7,500	5,000	(2,500)
Baltimore Zoo	400,000	425,000	25,000
Center Stage	150,000	175,000	25,000
Chesapeake Shakespeare Company	10,000	15,000	5,000
Creative Alliance	25,000	30,000	5,000
Everyman Theatre	40,000	50,000	10,000
Flag House & Star-Spangled Banner Museum	11,000	11,000	-
Handel Choir of Baltimore ⁽²⁾	-	8,000	8,000
Hippodrome Foundation, Inc.	50,000	65,000	15,000
Jewish Museum of Maryland ⁽²⁾	-	15,000	15,000
Living Classrooms Foundation ⁽⁴⁾	10,000	-	(10,000)
Make Studio Art	10,000	15,000	5,000
Maryland Academy of Sciences/MD Science Center	115,250	125,000	9,750
Maryland Film Festival ⁽⁴⁾	25,000	-	(25,000)
Maryland Historical Society	25,000	30,000	5,000
Maryland Humanities Council dba Maryland Humanities	10,000	20,000	10,000
Maryland State Boychoir	7,500	10,000	2,500
National Aquarium ⁽⁵⁾	176,000	200,000	24,000
Peale Center for Baltimore History & Architecture ⁽²⁾	-	10,000	10,000
Port Discovery/Baltimore Children's Museum	45,000	50,000	5,000
Pride of Baltimore	40,000	25,000	(15,000)
Producers Club of Maryland ⁽²⁾	-	20,000	20,000
Reginald F. Lewis Museum ⁽²⁾	-	15,000	15,000
Shriver Hall Concert Series ⁽²⁾	-	15,000	15,000
Walters Art Museum	310,000	330,000	20,000
Young Audiences of Maryland - Arts for Learning	35,000	40,000	5,000
SUBTOTAL	2,413,250	2,624,000	210,750
Number of Grants	28	33	
Harford County Based			
Ladew Topiary Gardens	10,000	20,000	10,000
No. of Line Grants	31	37	
PART II: PROJECT GRANTS (awards =< \$7,500)			
Total Grants (All grantees perform activities in Baltimore Co.)	34,500	34,500	-
GRAND TOTAL	\$ 2,557,750	\$ 2,848,500	\$ 290,750

⁽¹⁾ Grant funding included in the Tourism Program (Department of Economic and Workforce Development Budget) for add'l grants.

⁽²⁾ Did not apply for a FY 2022 grant.

⁽³⁾ Grant moved to Tourism budget.

⁽⁴⁾ Did not apply for a FY 2023 grant.

⁽⁵⁾ Also received a \$100,000 endowment in FY 2023 (Tourism Program).

Source: Office of Budget and Finance

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

Exhibit 6

	FY 2022 Adopted Budget	FY 2023 Proposed Budget	FY22 - FY23 Increase/ (Decrease)
Agency and Grant Description			
Office of Communications			
Year 4 of 5 - Capital Grant to CASA de Maryland	\$ 50,000	\$ 50,000	\$ -
Fire Department			
Grant to Shock Trauma	50,000	50,000	-
Executive Office:			
Leadership Through Athletics	40,000	40,000	-
Regional Partnerships	-	200,000	200,000
Contingency Grant Funds	64,000	110,000	46,000
Department of Planning			
Commercial Revitalization Grants	140,000	190,000	50,000
Community Revital. Public Service Grants - MD Food Bank	533,528	533,528	-
Community Revital. Public Service Grants - All Others	383,204	383,204	-
Housing Grants	300,000	300,000	-
Homeless Program Grants	814,102	814,102	-
Reisterstown Improvement Association Operating Grant	-	50,000	50,000
Community Action Agency Grants	149,501	149,501	-
Fair Housing Grants	100,000	100,000	-
SUBTOTAL	2,420,335	2,520,335	100,000
Police Department			
Community Crime Prevention Grants	55,000	60,000	5,000
Department of Health & Human Services			
Domestic Violence Grants (Marriage License Grants)	292,409	292,409	-
Legal Aid Bureau	70,000	80,000	10,000
SUBTOTAL	362,409	372,409	10,000
Department of Recreation and Parks			
Baltimore Area Special Hockey	21,465	21,465	-
Todd's House	36,000	-	(36,000)
Dept. of Economic and Workforce Development			
Baltimore County Chamber of Commerce	100,000	100,000	-
Economic Alliance of Greater Baltimore	90,000	90,000	-
Regional Manufacturing Institute	10,000	10,000	-
Baltimore Collegetown Network	5,000	5,000	-
UMBC Tech Center (Incubator)	110,000	110,000	-
Towson University Global Incubator	62,500	125,000	62,500
SUBTOTAL	377,500	440,000	62,500
GRAND TOTAL	\$ 3,476,709	\$ 3,864,209	\$ 387,500

Source: Office of Budget and Finance

BALTIMORE COUNTY
FISCAL YEAR 2023 BUDGET ANALYSIS

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

APPROPRIATION DETAIL						
		FY 2021 ACTUAL	FY 2022 APPROP	FY 2023 REQUEST	NET CHANGE	
					AMOUNT	%
<u>General Fund</u>						
5201	Economic Development	\$ 991,169	\$ 1,643,861	\$ 1,680,254	\$ 36,393	2.2%
8701	Workforce Development	-	101,000	258,350	157,350	155.8%
	General Fund Total	991,169	1,744,861	1,938,604	193,743	11.1%
<u>Special Fund</u>						
<u>Economic Development</u>						
037	Economic Development Financing	15,982,801	8,836,192	11,230,583	2,394,391	27.1%
EDGrant 25	Job Connector Initiative	258,950	-	-	-	0.0%
EDGrant 26	US Department of Commerce - Economic Development Administration Revolving Loan Fund	632,493	-	-	-	0.0%
GR-1089	TIGER Grant	2,283,144	-	-	-	0.0%
GR-1090	Tradeport Atlantic Grant	46,468	-	-	-	0.0%
GR-1088	Department of Commerce Restaurant Relief Grant	11,312,706	-	-	-	0.0%
GR-1199	BOOST Program Income	4,112	200,000	81,500	(118,500)	-59.3%
GR-1200	MSAC Emergency Grant	39,000	-	-	-	0.0%
GR-1201	Tourism Program	982,493	1,440,080	1,510,680	70,600	4.9%
GR-1336	Department of Commerce Hotel Relief Grant	3,401,678	-	-	-	0.0%
GR-1338	State Relief Grant - Tourism	136,000	-	-	-	0.0%
GR-1339	State Relief Grant - Restaurants	2,820,000	-	-	-	0.0%
GR-1340	State Relief Grant - Hotels	850,000	-	-	-	0.0%
GR-1341	State Relief Grant - Online Sales & Telework	60,000	-	-	-	0.0%
GR-1379	Tradeport Atlantic Grant PIDP	-	625,000 ^(B)	-	(625,000)	-100.0%
GR-1381	State Relief Act Grant - Online Sales and Telework	-	690,000	-	(690,000)	-100.0%
	Subtotal Special Fund Ec. Dev.	38,809,845	11,791,272	12,822,763	1,031,491	8.7%
<u>Special Fund</u>						
<u>Workforce Development</u>						
WDGrant 45	Opioid National Health Emergency Grant	448	-	-	-	0.0%
GR-1110	Business Services	183,754	326,649	327,670	1,021	0.3%
GR-1111	Central Office	194,933	318,840	321,581	2,741	0.9%
GR-1112	DJS	9,776	35,000	50,000	15,000	42.9%
GR-1113	Older Workers Demonstration Grant	57,692	-	-	-	0.00%
GR-1114	Youth Program	1,693,160	1,767,992	1,685,712	(82,280)	-4.7%
GR-1221	Adult Program	257,121	500,000	500,000	-	0.0%
GR-1222	Career Centers	1,950,392	2,745,224	2,847,161	101,937	3.7%
GR-1223	Dislocated Worker Program	50,038	500,000	500,000	-	0.0%
GR-1224	DSS Youth	21,632	125,000	110,000	(15,000)	-12.0%
GR-1225	Opioid Recovery through Workforce Development	47,726	-	-	-	0.0%
GR-1354	MD Summer Youth Connections State	205,009	300,000	300,000	-	0.0%
GR-1355	Cities for Financial Empowerment Fund Planning Grant	12,500	-	-	-	0.0%
GR-1356	National Dislocated Worker Grant	5,997	-	-	-	0.0%
GR-1357	Relief Act Workforce Development Grant	6,368	-	-	-	0.0%
GR-1358	Cities for Financial Empowerment Fund - Implementation	749	4,000 ^(B)	75,000	71,000	1775.0%
GR-1376	DORS Youth	-	130,000	160,000	30,000	23.1%
GR-1378	Baltimore Community Foundation	-	247,000 ^(B)	373,000	126,000	51.0%
GR-1384	American Rescue Plan ARPA Workforce	-	4,841,250	-	(4,841,250)	-100.0%
	Subtotal Spec. Fund Work. Dev.	\$ 4,697,293	\$ 11,840,955	\$ 7,250,124	\$ (4,590,831)	-38.8%
	Special Fund Total	\$ 43,507,138 ^(A)	\$ 23,632,227 ^(B)	\$ 20,072,887	\$ (3,569,340)	-15.1%
	Total All Funds	\$ 44,498,307	\$ 25,377,088	\$ 22,011,491	\$ (3,365,597)	-13.3%

^(A) Reflects audited expenditures \$6.3 million greater than the amount reflected in the Executive's budget documents.

^(B) Adjusted for three supplemental appropriations totaling \$876 thousand approved by Council.

Note: Economic Development activities included in the Capital Budget as part of the Community Improvements Classification are as follows:

Proj No	Capital Project	FY 2023 Budget	FY 2024-2028 Five-Year Program
218P035	Economic Development Revolving Financing Fund	\$ 10,540,583	\$16,500,000

BALTIMORE COUNTY
FISCAL YEAR 2023 BUDGET ANALYSIS

**DEPARTMENT OF ECONOMIC AND WORKFORCE DEVELOPMENT (052)
AND WORKFORCE DEVELOPMENT GRANTS (087)**

PERSONNEL DETAIL									
		FY 2021 ACTUAL		FY 2022 APPROP		FY 2023 REQUEST		NET CHANGE	
		FULL	PART	FULL	PART	FULL	PART	FULL	PART
<u>General Fund</u>									
5201	Economic Development	1	13	1	14	1	14	0	0
8701	Workforce Development	0	0	0	3	0	3	0	0
	General Fund Total	1	13	1	17	1	17	0	0
<u>Special Fund</u>									
<u>Economic Development</u>									
EDGrant 21	Economic Development Financing	0	0	0	0	0	0	0	0
EDGrant 25	Job Connector Initiative	0	0	0	0	0	0	0	0
EDGrant 26	US Department of Commerce - Economic Development Administration Revolving Loan Fund	0	0	0	0	0	0	0	0
GR-1089	TIGER Grant	0	0	0	0	0	0	0	0
GR-1090	Tradepoint Atlantic Grant	0	0	0	0	0	0	0	0
GR-1088	Department of Commerce Restaurant Relief Grant	0	0	0	0	0	0	0	0
GR-1199	BOOST Program Income	0	0	0	0	0	1	0	1
GR-1200	MSAC Emergency Grant							0	0
GR-1201	Tourism Program	0	5	0	5	0	5	0	0
GR-1336	Department of Commerce Hotel Relief Grant	0	0	0	0	0	0	0	0
GR-1338	State Relief Grant - Tourism	0	0	0	0	0	0	0	0
GR-1339	State Relief Grant - Restaurants	0	0	0	0	0	0	0	0
GR-1340	State Relief Grant - Hotels	0	0	0	0	0	0	0	0
GR-1341	State Relief Grant - Online Sales & Telework	0	0	0	0	0	0	0	0
GR-1379	Tradepoint Atlantic Grant PIDP	0	0	0	0	0	0	0	0
GR-1381	State Relief Act Grant - Online Sales and Telework	0	0	0	0	0	0	0	0
<u>Special Fund</u>									
<u>Workforce Development</u>									
WDGrant 45	Opioid National Health Emergency Grant	0	0	0	0	0	0	0	0
GR-1110	Business Services	0	3	0	3	0	3	0	0
GR-1111	Central Office	0	5	0	5	0	5	0	0
GR-1112	DJS	0	0	0	0	0	0	0	0
GR-1113	Older Workers Demonstration Grant	0	0	0	0	0	0	0	0
GR-1114	Youth Program	1	5	1	5	1	4	0	(1)
GR-1221	Adult Program	0	0	0	0	0	0	0	0
GR-1222	Career Centers	4	25	4	25	2	25	(2)	0
GR-1223	Dislocated Worker Program	0	0	0	0	0	0	0	0
GR-1224	DSS Youth	0	0	0	0	0	0	0	0
GR-1225	Opioid Recovery through Workforce Development	0	0	0	0	0	0	0	0
GR-1354	MD Summer Youth Connections State	0	0	0	0	0	0	0	0
GR-1355	Cities for Financial Empowerment Fund Planning Grant	0	0	0	0	0	0	0	0
GR-1356	National Dislocated Worker Grant	0	0	0	0	0	0	0	0
GR-1357	Relief Act Workforce Development Grant	0	0	0	0	0	0	0	0
GR-1358	Cities for Financial Empowerment Fund - Implementation	0	0	0	0	0	0	0	0
GR-1376	DORS Youth	0	0	0	0	0	0	0	0
GR-1378	Baltimore Community Foundation	0	0	0	0	0	0	0	0
GR-1384	American Rescue Plan ARPA Workforce	0	0	0	0	0	0	0	0
	Special Fund Total	5	43	5	43	3	43	(2)	0
	Total All Funds	6	56	6	60	4	60	(2)	0