



January 12, 2021

The Honorable Anne R. Kaiser, Chair
Ways and Means Committee
House Office Building, Room 131
Annapolis, MD 21401

Oppose: HB 278 Economic Development – Job Creation Tax Credit – Qualified Position

Dear Chair, Kaiser and Committee Members:

The NAIOP Maryland Chapters, representing more than 700 companies that develop, and own commercial, industrial and mixed-use real estate oppose HB 278.

NAIOP member companies generally do not utilize the job creation tax credit but businesses that occupy our buildings sometimes do.

It is our experience that economic development incentives influence location decisions made by out of state companies and relocation within Maryland.

While we understand that there may be concerns about the quality of jobs created by this tax credit, we believe reform of economic development incentives should be comprehensive and coordinated with other policy actions.

NAIOP is concerned that HB 278's requirements for a qualified position will serve as a disincentive to job creation at a time when every job opportunity should be cultivated.

For these reasons, NAIOP respectfully requests your unfavorable report on House Bill 278.

Sincerely,

Tom Ballentine, Vice President for Policy
NAIOP Maryland Chapters -*The Association for Commercial Real Estate*

cc: House Ways and Means Committee Members
Nick Manis – Manis, Canning Assoc.