

Lawrence F. Twele, CEcD

PROFESSIONAL EXPERIENCE

Chief Executive Officer March 2013 - Present

Executive Vice President July 2011-Feb 2013

Howard County Economic Development Authority

Responsibilities

- Responsible for business attraction and development programs on behalf of Howard County, MD
- Lead strategic direction and development of programs and policies for Authority
- Manage \$3M operating budget and \$2M discretionary loan funds
- Direct activities of 22 person professional staff

Accomplishments

- Successfully raised \$2.4M of additional funding for new programming for initiatives such as 3D Maryland and Accelerator for Commercialization of Technology
- Since 2013 – completed projects pledging almost 3,000 new jobs and over \$200M in capital investment
- Part of team helping to maintain county's AAA bond rating from all three rating agencies
- Successfully won bid to become \$1.5M small business loan fund manager

Director Jan 2005 to June 2011

Carroll County Department of Economic Development

Responsibilities

- Develop and implement economic development strategy for Carroll County, MD (pop. 180,000)
- Direct activities of 22 person staff in areas of business development, business retention, workforce development, tourism, and marketing
- Administer \$3 million infrastructure and incentive program
- Develop and manage operational budget of \$400,000
- Managing Director of Carroll County Industrial Development Authority

Accomplishments

- Attracted two major development firms currently constructing two business parks bringing over 1.2 million sq. ft. of industrial space to the Carroll market
- Upgraded bond rating from Standard and Poor's to AA+
- Managed and served as ex-officio member of Carroll County Industrial Development Authority - a five member board with responsibility for real estate development portfolio of over \$8M
- Proposed legislation to initiate the *Gateway Tax Credit Program* to encourage redevelopment along major thoroughfares entering the county

- Led county-wide customer service initiative for staff which created Priority Review process resulting in 10-day turnaround of site plans for economic development projects
- Modified zoning regulations that led to formation of two new wineries helping to create the Carroll County Wine Trail, encouraging a new tourism attraction
- Developed *Enterprise Carroll*, an investment program designed to assist resident businesses upgrade and develop new technologies
- Led redevelopment to create the Carroll County One Stop Workforce Development Center
- Initiated the Small Business Training Network, a cooperative effort with Carroll Community College training over 1400 prospective entrepreneurs
- Marketing Awards –
 - Northeast Economic Developers Association Literature and Promotion Awards
 - 2008 – Excellent – Annual Report
 - 2008 – Best of Class – Newsletter
 - 2007 – Superior – Internet Home Page

Director of Regional Offices	Feb 2001 - Jan 2005
Economic Development Advisor	Jul 2000 - Jan 2001
Business Development Specialist	Nov 1998 - Jun 2000

Maryland Department of Business & Economic Development

Responsibilities

- Directed activities of statewide regional office system and performance of 21 person staff
- Administered \$4 million workforce training grant program
- Developed and managed operational budget of \$400,000
- Implemented and oversaw operation of statewide business retention program
- Department representative to private sector CEO's and local government officials
- Recommended economic development policy to Division Assistant Secretary
- Managed and coordinated business expansion projects
- Member of Division's Executive Staff to develop policy and guide strategic focus

Accomplishments

- Increased productivity of regional office staff performance by 20%
- Developed standardized work plans and measures to better control unit performance
- Initiated, launched and marketed formal business retention program in cooperation with local governments of Western Maryland
- Coordinated business outreach program and activities for Department Secretary and executive staff
- Designed and built Access database for monitoring and reporting of regional office prospect and project information

PROFESSIONAL CERTIFICATES, AWARDS and AFFILIATIONS

- Certified Economic Developer (CEcD) – Since April 2009
- Maryland Economic Development Association (MEDA) - Member, 1998 to present
 - President (2013-2015)

- Vice President (2012-2013)
- Secretary (2010-2011);
- Chair, Program Committee (2008 - 2010)
- Economic Alliance of Greater Baltimore, Advisory Committee - Member 2005 to present
 - Chair - 2007
- Howard County Chamber of Commerce – Board Director – 2013 to present
- BWI Partnership – Board member - 2014-present
- Town of Hampstead Mayoral Commendation in support of economic development - 2010
- International Economic Development Council (IEDC) - Member
- National Association of Office and Industrial Properties (NAIOP) - Member

ACADEMIC CREDENTIALS

Master of Business Administration, Sellinger School of Business and Management
Loyola University, Maryland

Bachelor of Science, Production Management, Robert H. Smith School of Business
University of Maryland, College Park