Meeting  
Tuesday, September 13, 2016  
World Trade Center, 21st Floor  
401 E. Pratt Street, Baltimore, MD

Commission Members in attendance:

Anirban Basu  
MEDC Chairman, Sage Policy Group

Marty Brunk  
MEDC Vice-Chair, RSM

Ken Banks  
Banks Contracting Company, Inc.

Howard Blackwell Bowen (call)  
Ewing Oil Company, Inc.

Jim Brady  
Dunbar Armored

Raymond Briscuso, Jr.  
MedTech Conference Partners

Ed Coleman (call)  
CIOX Health

Annemarie Dickerson  
Francis Scott Key Family Resort

Martin Knott, Jr.  
Knott Mechanical, Inc.

Manish Kothari  
Sheladia Associates, Inc.

Julie Lenzer  
Formerly Maryland Center for Entrepreneurship

Aris Melissararos  
Stevenson University

Laura Neuman  
Former Anne Arundel County Executive

Elizabeth Rendón-Sherman (call)  
LG-TEK

Brian Rogers  
T. Rowe Price

Susan Schwab  
Mayer, Brown, LLP/University of Maryland

A. Nayab Siddiqui  

Brenda Smith  
The Greater Cumberland Committee

Harold Stinger (call)  
Stinger, Ghaffarian Technologies, Inc.

J. Blacklock Wills, Jr.  
The Wills Group

Margaret Wood  
WOOD Consulting Services, Inc.

Ex-Officio Members:

Robert Brennan  
Maryland Economic Development Corporation (MEDCO)

Secretary R. Michael Gill  
Department of Commerce

Benjamin Kramer  
Delegate, District 19

Secretary Kelly Schulz (call)  
Department of Labor, Licensing and Regulation (DLLR)

John Wasilisin  
Maryland Technology Development Corporation (TEDCO)

Guests:

Roy McGrath  
Office of the Governor
I. Call to Order

Chairman Basu called the meeting to order, welcomed attendees and guests and introduced newest Commissioners Julie Lenzer and Dr. Margaret Wood.

II. Review and Acceptance of May 19, 2016 Minutes

Upon motion duly made and seconded, the minutes of the May 19, 2016 meeting were approved.

III. Chairman’s Updates

Chairman Anirban Basu provided an overview of trends in the national and regional economies.

IV. Department of Commerce Update

Secretary Gill reported on several recent state rankings illustrating an improvement over 2015 cautioning the Commissioner that there are many rankings which remain unfavorable toward the state. He highlighted a new project – the Under Armour Distribution Center at Tradepoint Atlantic which will bring 1,000 jobs to Baltimore County. He then provided an brief overview on the status of the Strategic Plan addressing the six (6) Goals – 1) Achieve Operational Excellence; 2) Foster a Competitive Business Environment; 3) Advance Innovation & Entrepreneurship; 4) Expand Targeted Clusters; 5) Create One Maryland & Enhance Community Development; and 6) Improve Brand and Talent Attraction. (Presentation on file)
Commissioners discussed the importance of performance measures, particularly in the area customer service. Greg Dewart, Managing Director, Administration and Customer Experience described the elements of the Governor’s Customer Service Initiative, planned online customer surveys and State Agencies’ customer service components of strategic plans. He reported that the key Customer Service Team recently briefed with the Regulatory Reform Commission.

Continuing on the topic of the Regulatory Reform Commission, Jim Brady reported the Commission continues to meet and that four (4) Workgroups are examining the areas of Environment and Land Use; Financial Services; Occupations & Business Licensing; and Healthcare. Based on the Commission’s findings, it is anticipated that reforms will be introduced in the next legislative session.

V. Maryland Economic Development & Business Climate Commission Update

Norm Augustine former CEO of Lockheed Martin and Chair of the Maryland Economic Development and Business Climate Commission addressed the members. Mr. Augustine described the bipartisan work of the Commission who produced its second report on taxes in January 2016. The Commission’s first report of 2015 resulted in a number of actions impacting the role and structure of State Economic Development; Federal Government dependency; business climate; regulatory and tax structure; measurements of progress; workforce development and education and entrepreneurship. He expressed his satisfaction in the implementation of the restructuring of the Department of Commerce and the MEDC to date. He stressed the need to place emphasis on universities and translational research to bring more businesses and ideas into the marketplace.

Mr. Augustine referenced the State’s many positive assets and recommended focus on becoming less reliant on the federal government, eliminate or amend regulations, improve infrastructure and reduce taxes to become more competitive. The Commission engaged in the conversation discussing the need for personal income and corporate tax reductions, competitiveness with surrounding states, education and outreach to legislators, engagements of state-wide business organizations and the role of businesses in outreach. The discussion also included the importance of start-up businesses and job growth that can be achieved from these businesses.

VI. MEDC Subcommittee Reports

Jim Brady, Chair of the Strategic Plan Subcommittee reported that the Subcommittee had met to discuss the legislative initiatives of the Strategic Plan. A meeting was then held with the Governor’s Office to transmit the discussion of the Subcommittee.

Ed Coleman, Chair of the Rankings and Research Subcommittee provided an overview of the Scorecard. He noted improvement to unemployment rate, hotel/motel taxes, job growth and a reduction in venture capital investment and exports. He indicated that the State had improved its ranking from 36 to 30 in the CNBC Top States for Business 2016 List.
VII. Maryland Economic Development Corporation (MEDCO) & Maryland Technology Development Corporation (TEDCO)

MEDCO Executive Director Bob Brennan provided the Commission an overview of the Corporation and its uniqueness to hold real and personal real estate, issue revenue and tax exempt bonds and develop student housing. He highlighted a number of activities/projects financed through the Corporation which included studies and reports, One Maryland projects, Student Housing, Purple Line Light Rail and Incubators. (Presentation on file) He indicated that the annual Financial Report will be forwarded to the Commission in October.

TEDCO President and COO John Wasilisin provided background on the Corporation highlighting the focus on being a leading source in seed/early stage funding for technology transfer and development programs and entrepreneurial business assistance. He described the role of TEDCO in community support, networking, State funded programs, Federal funding programs, mentorship and education programs. (Presentation on file.) He indicated that the annual Financial Report will be forwarded to the Commission in October.

VIII. Future Meeting Date

Chairman Basu reported that the next meeting will be held in December in Annapolis.

IX. Adjournment

There being no further business and upon motion duly made and seconded, the meeting was adjourned at 2:15pm.