



COMMERCE SUBCABINET

July 31, 2023  
10am, World Trade Center, 17<sup>th</sup> Floor Conference Room  
401 E. Pratt Street, Baltimore  
Minutes

Subcabinet:

Kevin Anderson Secretary, Department of Commerce, Chair  
Kevin Atticks, Secretary of Agriculture  
Y. Maria Martinez, Special Secretary, Governor’s Office of Small, Minority & Women Business Affairs (GOSBA)  
Rosa Cruz, Chief of Staff for Jake Day, Secretary, Department of Housing and Community Development (DHCD) – Call in  
David Goshorn, PhD, Deputy Secretary for Joshua Kurtz, Secretary, Department of Natural Resources  
Michael Higgs, Director, State Department of Assessments and Taxation (SDAT)  
Paul Wiedefeld, Secretary, Maryland Department of Transportation (MDOT) – Call in  
Portia Wu, Secretary, Department of Labor  
Rebecca Flora, Secretary, Maryland Department of Planning (MDP)  
Sanjay Rai, Acting Secretary, Maryland Higher Education Commission (MHEC)  
Serena McIlwain, Secretary, Maryland Department of the Environment (MDE)  
Susan C. Lee, Secretary of State (SoS)

Guests:

Tunji Adenekan, Office of the Governor  
Samantha Biddle, Deputy Secretary, MDOT – Call in  
Joe Griffiths, MDP, Regional Resources Workgroup Leader  
Ashley Sharp, Deputy Chief of Staff, Department of Labor  
Eduardo Hayden, Small Business Outreach Manager, GOSBA  
Alexandria Liu, Chief of Staff, SoS  
Julie Woepke, Executive Director, Maryland Economic Development Commission  
Heather Gramm, Assistant Secretary, Department of Commerce – Call in  
Jayson Knott, Senior Director, Department of Commerce  
Jennifer LaHatte, Managing Director, Department of Commerce

I. Meeting called to Order

Commerce Secretary Kevin Anderson called the meeting to order at 10:00am and welcomed attendees and invited anyone who was not in attendance at the June meeting to introduce themselves.

II. Minutes

Upon a motion duly made and seconded, the minutes of the June 30, 2023 meeting approved.

III. Department of Commerce – Business Development Update

Secretary Kevin Anderson presented the Department of Commerce mission statement emphasizing the attraction of new businesses, and growing and retaining existing businesses. He then introduced Jayson Knott, Senior Director of the Office of Business Attraction. Mr. Knott presented five (5) major wins since the start of the new Administration in January, 2023. He explained that his team's tracking represents business opportunities or wins of 50 or more jobs. He described close collaborations with Subcabinet Agencies in business development activities emphasizing MDE, MDOT and Labor in particular when competing among multi-states. He added when businesses are seeking new locations or expansion, particular attention is given to their 10 year operating costs.

Mr. Knott then reviewed the existing pipeline which represents 43 total opportunities representing 24,287 new and retained jobs, and \$3.9 billion in new capital expenditure. He reviewed the opportunities by region, and industry sector. Presentation on file.

Mr. Knott then took questions from the Subcabinet. Among the comments made included breakout of opportunities in Baltimore region vs included in corridor region; inclusion of state agencies' expansions in the data; factors influencing decision makers, i.e. importance of diversity, equity, and inclusion in the state, access to consumers, port access, regulations impacting costs; distribution becoming a proving ground for workers as a pipeline into manufacturing; green ecosystems; agriculture marketing; and importance of working with industry, NAIOP, the commercial real estate development organization.

#### IV. Regional Resources Workgroup – Reporting Discussion

Joe Griffiths, AICP, Leader for the Regional Resources Workgroup reported on the updates to the Team Rosters since the last meeting, and two (2) options for the reporting forms. The Subcabinet discussed the purpose of the forms, formatting and frequency of reporting. He answered questions from the Subcabinet.

#### V. Good of the Order

Secretary Anderson requested Ms. Julie Woepke, Executive Director, Department of Commerce to describe a request from a consultant with the U.S. Department of Energy to provide a presentation to the Subcabinet on a clean energy financing program, Title 17 for a future date. It was the consensus of the Subcabinet to schedule the presentation for the September meeting.

Secretary Wu announced the reformation of the Governor's Workforce Development Board and invited suggestions for industry representatives.

#### VI. Adjournment

There being no further discussion and upon motion duly made and seconded, the meeting adjourned at 1:30 pm.

Future 2023 Meeting dates: August 28, September 25, October 23, November 14, and December 18