



December 20, 2023
401 E. Pratt Street, 17th Floor, Baltimore
9:00 -10:30am
Minutes

Members in Attendance:

Will Castleberry, Chair
Matthew Bjonerud
Loren Douglass
Reza Jafari
Mary Kane
Ambassador Karen Kornbluh
Brooke Lierman
Jerrod Moton
Charles Phillips
Brian Pieninck
Alec Ross
Sudhir Sekhsaria, MD
Herman Singh
Dana Stebbins, MSW, Esq.
Vernon Thompson
Christy Wyskiel

Netflix
Cerebro Capital
MKD Partners International
e-Development International
Maryland Chamber of Commerce
German Marshall Fund of the U.S. – Virtual
Comptroller- Virtual
Goldman Edwards
RECOGNIZE
CareFirst BlueCross BlueShield
Author, Bologna Business School
MedStar Union Memorial Hospital
Avar Consulting
The Cornelius Group
Strategic Path Forward Consulting Services – Virtual
Johns Hopkins University

Ex-Officio Members:

Lt. Governor Aruna Miller
Secretary Kevin Anderson
Secretary Portia Wu

State of Maryland
Department of Commerce
Department of Labor

Guests:

Meryam Bouadjemi
Brad Fallon
Andrew Schaufele
Ben Seigel
Signe Pringle
Heather Gramm
Jennifer LaHatte
Julie Woepke
Jerel Registre

Office of the Governor
Office of the Governor
Office of the Comptroller
Office of the Comptroller
Department of Commerce
Department of Commerce – Virtual
Department of Commerce
Department of Commerce
Department of Commerce

I. Meeting called to Order

Chair Will Castleberry called the meeting to order at 9:02am. He welcomed all attendees and thanked them for their service to the State. He then introduced Lt. Governor Aruna Miller who provided opening remarks on behalf of Governor Wes Moore. She thanked the Council members for serving and welcomed

their ideas and suggestions on how to grow this asset rich but strategy poor state. She emphasized the need to verbally and visually market the State's strong assets and stake out its newest industries such as artificial intelligence, quantum computing and green technology. She encouraged the identification of industries where the state can compete and be aggressive in attracting.

Chair Castleberry then opened the meeting to all members to provide a brief personal introductions.

II. Maryland Economic Council Mission

Chair Castleberry reviewed the mission of the Council. He stated that since the Council's creation, he has been working with the Governor's Office, the Department of Commerce and Comptroller's teams to conduct research, background and collect data to be reviewed by the Council for recommendations. He reviewed the packet of materials provided in advance of the meeting.

A general discussion occurred among the members which included: level of recommendations; number of economic development entities and crossover of missions; return on investment (ROI) of economic development incentives; dividing recommendations into short, mid and long term successes; level of policy advocacy; need for business advocacy; taxes and regulations; identifying key industries and hyper opportunities with policy makers; identifying and creating more ecosystems; retention and attraction of workforce; and transportation relationships to economic growth.

The consensus among members was to create informal workgroups to examine the data by topics and provide impactful recommendations. Chair Castleberry indicated a follow up email would be sent to members and requested those interested in serving on a workgroup to reply.

III. Commerce Overview

Secretary Kevin Anderson began his presentation by describing the mission and operations of the Department; functions of the Business and Industry Development office and the loan and grant programs; tax credits; impacts from incentives; composition and purpose of the Regional Business Growth and Retention Team; Office of International Investment and Trade; Military and Federal Affairs; Marketing and Public Relations; Maryland Marketing Partnership; Tourism; Maryland State Arts Council; Maryland Film Office; and the Boards and Commissions that partner with the Department. He also described several of the recent county visits and the engagement with local partners.

Secretary Anderson responded to questions and comments by the Council including: level of coordination among State Agencies; advocacy level with legislators to understand the impact of the Department programs; level of promotion of the State's assets and storytelling; current industry sector focus; best advocates for the State and Department; understanding of the local pipelines and articulating growth potential; what does success look like; and building the work from home workforce.

IV. Economy Snapshot

Due to time limits, this item was tabled for discussion.

V. Legislative Briefing

Brad Fallon, Deputy Legislative Officer, Office of the Governor, addressed the Council and reviewed broad legislative priorities of the Administration leading into the 2024 session.

VI. Good of the Order

In conclusion, Councilmembers discussed frequency, times and locations of meetings.

VII. Adjournment

Upon a motion duly made and seconded, the meeting was adjourned at 10:45am.