



December 13, 2022

Governor's Reception Room, State House, 100 State Circle, Annapolis

12:00pm-2:00pm

**Minutes**

**Commissioners in attendance:**

Ed Coleman	Co-Chair, Ameren
Margaret Wood, D.A. PMP	Co-Chair, WOOD Consulting Services
Kenneth Banks	Banks Contracting Company
Susan Chambers	Strouse
August "Augie" Chiasera	M&T Bank
Annemarie Dickerson	King Cole Farm – Call in
Jeanette Glose Partlow	Maryland Chemical Company
Kai Hirabayshi	Amazon – Call in
Manish Kothari	Sheladia Associates, Inc.
Julie Lenzer	Advanced Regenerative Manufacturing Institute
Melissa Noel	Noel's Fire Protection, LLC – Call in
Laura Neuman	Entrepreneur
Leon Pinkett III	Baltimore Arts Realty Corporation (BARCO)
Elizabeth Rendón-Sherman	LG TEK – Call in
Gary Ruddell	Total Biz Fulfillment
Shawn Salta	DirectMail.com
Eugene Silverman, PhD	Berkeley Springs Instruments – Call in

**Ex-Officio Members:**

Secretary R. Michael Gill	Department of Commerce
Tom Sadowski	Maryland Economic Development Corporation (MEDCO) – Call in
Troy LeMaile-Stovall	Maryland Technology Development Corporation (TEDCO)

**Guests:**

Allison Mayer	Office of the Governor
Emily Haskel	Maryland Department of Legislative Services

**Commerce Staff:**

Julie Woepke	MEDC Executive Director
Tom Riford	Assistant Secretary
Kyle McColgan	Chief of Staff
Jennifer LaHatte	Managing Director
Jessica Reynolds	Senior Director
Michael Siers	Economist

**I. Call to Order**

Co-Chair, Ed Coleman called the meeting to order at 12:00 pm and welcomed Commissioners and guests. He introduced the newest Commissioner, Shawn Salta, President, DirectMail.com. Commissioner Salta was given time to provide his background and interest with the Commission.

**II. Consent Agenda**

Co-Chair Coleman presented the background and recommendation of item b., the Maryland Economic Development Assistance and Authority Fund (MEDAAF) – Advantage Maryland, industry sector annual review. Commissioner Susan Chambers noted that manufacturing was left off the list in the memorandum and staff indicated it was an error and remains included as a permitted industry sector for funding and would be included in the letter to the MEDAAF Chair. He then offered Mr. Troy LeMaile-Stovall, Executive Director/CEO Technology Development Economic Development Corporation (TEDCO) and Mr. Tom Sadowski, Executive Director, Maryland Economic Development Corporation (MEDCO) to provide brief overview of their FY22 Annual Reports.

Upon a motion duly made and seconded, items a. the August 16, 2022 Meeting Minutes and item b., the Maryland Economic Development Assistance Fund and Authority (MEDAAF) Advantage Maryland – Annual Industry Sector Review were approved and items c. Maryland Agricultural & Resources Based Industry Development Corporation (MARBIDCO) FY22 Annual Report, item d., the Maryland Economic Development Corporation (MEDCO) FY22 Annual Report and Financials, and item e., the Technology Development Economic Development Corporation (TEDCO) FY Annual Report and Financials were accepted.

**III. Rankings & Research Subcommittee**

Elizabeth Rendón-Sherman, Chair, Rankings and Research Subcommittee requested that Commerce Economist Michael Siers provide an update on the Rankings Report. He stated that overall, the State is doing well. However, it is not always reflected in several national rankings due to the continuous adjustments to indicators by the issuing entity. He indicated that the online dashboard of key indicators has been updated with all of the most recently available data and is available at:

<https://commerce.maryland.gov/commerce/dashboard-of-key-economic-indicators-tracked-by-medc>

Mr. Siers stated that since the last MEDC meeting, Maryland has added 13,600 jobs. However, the State's rankings have fallen a bit. Unemployment rate is 4.5 percent, which is ranked 47th in the country and is down from 39th since August. The State's 3-month growth in total non-farm jobs has also slowed and is ranked 44th. In October, Maryland lost 10,500 jobs and had the 50th ranked growth rate and the worst change in the unemployment rate.

He explained some of this weakness is due to short-term seasonal adjustment issues in the data. But over the past year, Maryland's total jobs growth rate still lags the national average and ranks 42nd. Two (2) interrelated reasons for Maryland's slower recovery are the rise of remote work and child care. He stated that as the economic recovery continues, paying special attention to struggling industries and workers outside the labor force will help us rebuild and improve our rankings.

Mr. Siers then answered questions from the Commissioners related to labor force participation; percentage of discouraged workers; retired workers rejoining the workforce; income levels data for labor force participation; creative class indicators and marketing; and green energy rankings. Subcommittee

Chair Rendón-Sherman, concluded by stating the Subcommittee has been meeting and that the Research Team has been very responsive in gathering data requested of the Subcommittee.

#### **IV. Department of Commerce Update**

Secretary Mike Gill began the Commerce presentation by reporting on the successful All Hands First Monday meeting held on Tuesday December 5<sup>th</sup> with over 150 attendees. He was proud to announce that Governor Hogan, who attended the Department's initial First Monday in 2016 to kick off Open for Business and Change Maryland, attended the meeting on December 6<sup>th</sup>. The Governor gave heartfelt thanks to the Department for changing Maryland for the better, improving the culture, supporting and retaining businesses, creating opportunities and jobs and improving the State's economy.

Secretary Gill reflected on the last eight (8) years of the Hogan-Rutherford Administration stating that under the guidance of the Commission developing the initial strategic plan, the State has made significant strides in improving the culture of State government; focusing on customer service; eliminating taxes and regulations detrimental to businesses and residents; and achieving growth from retention. He stated the Commerce Subcabinet was successful in collaborations among State agencies who impact businesses and the Regional Resources Teams are the boots on the ground for collaborations.

He then reviewed the State's economic performance from January 2015-present. He emphasized the need to improve Baltimore for the sake of the entire state and believes that the City could be the best comeback story. He encouraged Commissioners to stay together and continue to make recommendations to improve the State's economy, support businesses and tell the State and Department successful stories.

He then introduced Ms. Julie Woepke, MEDC Executive Director to review the latest business attraction and expansion opportunities on behalf of the Office of the Business and Industry Sector Development. Ms. Woepke reported on the recent wins; existing pipeline; breakdown by region of the number of opportunities, prospective jobs and capital expenditures; and breakdown of the number of opportunities by industry and region.

Secretary Gill then introduced Jessica Reynolds, Senior Director, International Investment and Trade to provide updates to the strategic initiatives; details of the Maryland Global Gateway Program launched in September, 2022; and review the upcoming international events for business development.

All Presentations on file.

#### **V. Infrastructure Subcabinet Update**

Ms. Allison Mayer, Deputy Chief of Staff, Office of the Governor was introduced by Co-Chair Coleman. Ms. Mayer serves as the State's Infrastructure Director for the national bipartisan infrastructure law. She is charged with leading the implementation of the Federal funds and provided an overview of the law; priority funding areas; funds to be received by Maryland; membership of the Subcabinet; and current and upcoming funding opportunities.

Ms. Mayer answered questions from the Commissioners including funding formulas and local matching funds requirements.

Presentation on file.

**V. Good of the Order**

Co-Chair Coleman on behalf of the Commission thanked Secretary Gill for his leadership of the Department through the Hogan-Rutherford Administration stating he has made a significant positive impact on the State. He then opened the floor to any updates from the Commissioners. No Commissioners had additions.

Assistant Secretary Tom Riford announced the upcoming Military Bowl to be played in Annapolis on December 28<sup>th</sup> – the only Bowl game to be played that day that will provide significant press coverage for Maryland and described a number of film projects underway in the State.

**VI. Adjournment**

Upon a motion duly made and seconded, the meeting adjourned at 1:45pm.