

Meeting Agenda

Date: Wednesday, August 27th, 2025
Time: 1:00pm EST
Location: Virtual



Attendees: **Delegate Ken Kerr (Chair)**, Maryland House of Delegates
Erin McNeally (Vice Chair), Senior Business Consultant
Michael Lore, Deputy Secretary of State
Ricardo Benn, Deputy Secretary, Maryland Department of Commerce
Brian Castleberry, Senior Regional Manager, Office of International Investment and Trade, Maryland Department of Commerce
Rebecca Bellinger, Executive Director, Center for Global Business, Smith School at the University of Maryland
Chris Frech, SVP Global Government Affairs, Emergent Bio Solutions
Laura Merritt, President, Diageo
Cassie Folk, Director of Government Relations, Diageo
Kevin Ryan, Head of US East Coast, Enterprise Ireland

1. New Member Introductions
 - The group held a quick round table session where each commissioner introduced themselves and gave a quick summary of their background.
2. Review/Approve Updated Bylaws
 - **Delegate Ken Kerr** and **Erin McNeally** will connect after the meeting and send the updated bylaws to all commissioners prior to our next meeting.
3. Review/Approve July Meeting Minutes
 - The group took a few minutes to review the meeting minutes from July 8, 2025.
 - A quorum was present and the group voted to approve the minutes.
4. Enterprise Ireland
 - Kevin Ryan, Head of US East Coast for Enterprise Ireland (EI), gave the group an overview of EI's mission and goals.
 1. EI invests in and supports the development of Irish-owned companies at every stage on their journey to achieving greater scale and becoming global leaders in their field.
 2. Their goal is to help provide a platform for strong economic growth, and to support the creation of sustainable jobs in communities around the globe.
 3. The US is a vital market and the EI is working to maximize export to the states.
 4. EI is a metric driven organization and they rely on partners on the ground to help achieve their goals.
 5. The east coast organizational structure includes team leads for each business sector. **Rebecca Bellinger** and **Erin McNeally** will

work with Kevin to introduce MITC's subcommittee leads to EI's corresponding sector leads.

5. Global Gateway/Soft Landing Event

- **Rebecca Bellinger** has created an event to promote Ireland as a market and entry point into the EU for Maryland companies, while also supporting the goals of the Maryland-Ireland Trade Commission.
- The event will be called **Exporting to the EU: Opportunities in the Irish Market** and will take place on September 30, 2025 from 9am-12pm at the Guinness Open Gate Brewery.
- The Center for Global Business at UMD and Diageo are co-sponsoring the event, and it will be promoted as a District Export Council, MD Commerce, US Commerce, and the Center for Global Business activity.
- Proposed Agenda:
 1. Coffee/Continental Breakfast
 2. MD's Lighthouse Sectors: Ricardo Benn
 3. MITC: Delegate Ken Kerr
 4. Global Gateway Soft Landing Program (for MD companies): Brian Castleberry
 5. The Irish Market: Kevin Ryan of Enterprise Ireland and/or someone from the Irish Embassy
 6. Irish Market Intelligence: 1) Gold Key Service - Jose Maciel, 2) MD Global Consulting Program - Rebecca Bellinger, 3) DEC Sponsorship - Kimberly Brown
 7. MD Companies Finding Success in Ireland: Tenable (tentative)
 8. Platform94: Marie Donnellan via zoom
 9. Closing, Networking, Light Lunch
- Next steps are to finalize logistics, i.e. agenda, speakers, speaking order, and day of support, as well as market the event.

6. MVA Foreign Reciprocity Agreement w/ Ireland

- Following up on an action item from last month's meeting, **Erin McNeally** had a call with Joe O'murchadha of SAP a few weeks ago as **Delegate Kerr** had suggested.
- One topic that was discussed and has come up several times with the Commission is the driver's license recognition challenge, i.e. Maryland does not recognize and accept an Ireland driver's license.
- The Maryland Vehicle Administration (MVA) has entered into a license reciprocity agreement with the following countries:
 1. Republic of Korea (South) (December 16, 2010).
 2. France (December 16, 2010)
 3. Federal Republic of Germany (May 10, 2011)
 4. Taiwan (Republic of China) (June 17, 2013)
 5. Japan (January 4, 2016)

- The Commission is exploring a similar reciprocity agreement with Ireland.
- As a next step, **Michael Lore** is working with a contact at the Maryland Department of Transportation to determine what they need to move ahead with a request like this. Part of this due diligence includes determining the specific requirements for obtaining a driver's license in Ireland and whether or not Maryland would deem those acceptable. Once this information is compiled the Commission will make a final determination and request.
- **Cassie Folk** recommended we look at other states' agreements and legislation.

7. Next Meetings

- The Commission agreed to hold our next monthly meeting at the Guinness Open Gate Brewery on September 30, 2025 from 12-2pm following the Global Gateway/Soft Landing event.
- Targeting Wednesday, October 15 and Tuesday, November 4 for our final two meetings for 2025.

8. Commissioner Comments

- **Erin McNeally** met with Kelly Schultz (CEO) and Michelle Ferrone (COO) of the MD Tech Council on August 12, 2025. They discussed how the Tech Council could get involved with and support the MITC. Seeing that the Tech Council already has a BioHub Training Center for workforce in Life Sciences and is a member of the National Institute for Bioprocessing Research and Training (NIBRT), Kelly and Michelle thought it made the most sense for the Tech Council to support the MITC's Pharmaceuticals and Life subcommittee. **Chris Frech** leads this subcommittee and will follow up with Kelly and Michelle if applicable.
- **Rebecca Bellinger** was approached by the Global Chamber about partnering to cross-promote Maryland and Ireland as trade and investment markets. **Rebecca Bellinger**, **Brian Castelberry**, and **Erin McNeally** are meeting with the Global Chamber to gather more information before bringing the initiative back to the MITC for consideration.
- **Brian Castleberry** and **Erin McNeally** are working to have a leader from PRONAV and/or Brightbeam join the Cybersecurity, Information Technology, Artificial Intelligence, Quantum subcommittee. This would be beneficial as they could provide insight into their experiences expanding and scaling in Maryland, and what resources would be helpful to improve that process.
- **Michael Lore** recommended Section 899 from the One Big Beautiful Bill be tracked for any effects on the work the MITC is doing, specifically with tax implications on foreign government and its residents and entities.

9. Adjournment