



**FISCAL YEAR 2021 ANNUAL REPORT**

**OF THE**



**As required by §2.5-207(a), Economic Development Article,**

**Maryland Annotated Code**

**Respectfully submitted to the General Assembly of Maryland by**

Dr. Margaret Wood, PMP and J. Edward Coleman, Co-Chairs

Secretary Kelly M. Schulz, Commerce

401 East Pratt Street

Baltimore, MD 21202

December 2021



Larry Hogan, Governor | Boyd Rutherford, Lt. Governor

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## **MEDC Background**

On April 28, 2015, Governor Larry Hogan signed into law House Bill 943, which restructured the Maryland Department of Business and Economic Development and renamed it the Maryland Department of Economic Competitiveness and Commerce. The Department was renamed the Department of Commerce (Commerce) by Executive Order effective on October 1, 2015, the same date the legislation became effective. The legislation also reformed the Maryland Economic Development Commission (MEDC) by expanding its membership and role. Under the legislation, which became Sections 2.5-201 through 2.5-207 of the Economic Development Article of the Maryland Annotated Code, the purpose of the Commission is to:

- 1) establish economic development policy in the State;
- 2) advise the Commerce Secretary on economic policy in the State;
- 3) oversee the operations of the Department and its units including the Department's efforts to support the creation of, attract, and retain businesses and jobs; and
- 4) monitor the operations of the Maryland Technology Development Corporation, the Maryland Economic Development Corporation, and the Maryland Public-Private Partnership Marketing Corporation, including the efforts of those entities to support the creation, attraction, and retention of businesses and jobs.

## **Membership**

The MEDC is comprised of 25 voting members from all regions of Maryland, appointed by the Governor, Senate President, and House Speaker, two non-voting members, one appointed by the Senate President and one by the House Speaker; and four non-voting ex-officio members who represent Commerce, the Department of Labor, the Maryland Economic Development Corporation (MEDCO), and the Technology Development Corporation. (TEDCO). The Commission is responsible for developing economic policy recommendations that foster economic growth and increase Maryland's competitiveness. Commission members work with the Administration, the General Assembly, Maryland's business community and public to advocate pro-business policies. (See Appendix A for membership listing.)

Two (2) Co-Chairs lead the Commission: Dr. Margaret Wood, PMP, President/CEO, WOOD Consulting Services, Inc. a technology and strategic solutions firm and J. Edward Coleman, Board Member, Ameren, a regulated electric and gas delivery company. Secretary Kelly M. Schulz began leading the Department of Commerce in December of 2018. She directs the implementation of strategies to foster economic growth and increase Maryland's competitiveness.

New to 2021, Maryland Economic Development Commissioners began participating in the monthly calls of the five (5) Regional Resources Teams comprised of 11 State Agencies of the Commerce Subcabinet. Their participation enabled Commissioners to gain better understanding of business challenges and opportunities by regions and provide feedback to the Secretary at the Commission meetings.

## **Subcommittees**

The Commission has two standing informal Subcommittees. The Strategic Plan Subcommittee, co-chaired by Aris Melissaratos and Laura Neuman and the Rankings and Research Subcommittee, chaired by Elizabeth Rendón-Sherman.

As reported in the Commission's 2020 Annual report, upon a thorough review in 2019 of the 2016 Strategic Plan, the Commission endorsed the Plan goals and strategies. Additionally, in support of the Secretary's guiding principle of "Prosperity with a Purpose," the Commission recommended the Department focus on driving innovation/technology transfer, outreach, and increased storytelling of programs and advantages of a Maryland business location. These strategies continued to be the focus of the Department in 2021 in addition to business assistance and relief due to the COVID-19 pandemic.

Elizabeth Rendón-Sherman began leading the Rankings and Research Subcommittee in July of 2021. Under her leadership, the Subcommittee began to revisit the Scorecard to track relevant rankings as indicators of the State's competitiveness, business attraction and retention presented at Commission meetings. The reevaluation led to the development of a new Maryland Rankings Report, (see Appendix B for Draft Report) in addition to a dashboard of high-frequency economic data such as employment by industry, the housing market, venture capital, and a new index to assess the needs of Maryland's communities.

## **2021 Meetings**

The Commission held meetings on March 26, June 14, September 13 and November 16, 2021. The March and June meetings were held virtually due to the COVID-19 pandemic. The September meeting was held at the Music Center at Strathmore and the November meeting was held in the Governor's Reception Room in Annapolis. (Meeting Minutes found in Appendices C-F.)

## **2022 Meetings**

Commission meetings for 2022 will be February 15, May 17, August 16 and November 15. Meeting dates, agendas and minutes post on the Department of Commerce website.

## **Closing Statement**

Throughout 2021, as the State began recovery of the global COVID-19 pandemic, the Department of Commerce remained focused on driving innovation, increasing outreach and storytelling of business programs and opportunities while also assisting recovering businesses. Through these efforts under the leadership of Secretary Schulz, the State has received significant interest from out-of-state and international businesses, expansion opportunities by Maryland businesses and innovative new start-ups, all activity leading to job growth.

As required by Statute, the Commission will continue to review of Annual Reports of the Maryland Economic Development Corporation (MEDCO), Maryland Technology Development Corporation (TEDCO) and the Maryland Agricultural and Resource Based Industry Development Corporation (MARBIDCO); and monitor the new Maryland Rankings Report,

Economic Data Dashboard and Needs Assessment Report. These reviews while engaging with the Department will allow the Commission to evaluate and advise the Department and Administration on strategies and tactics to position the Department as an operational center of excellence to support robust economic prosperity with a purpose throughout the state.

## **APPENDIX A**

### **MEDC VOTING AND NON-VOTING MEMBERS**

Margaret Wood, D.A., PMP, Co-Chair, President/Chief Executive Officer, WOOD Consulting Services, Inc.

J. Edward Coleman, Co-Chair, Board Member Ameren

Kenneth R. Banks, President, Chief Executive Officer and Founder, Banks Contracting Company, Inc.

Howard B. Bowen, Chief Executive Officer, Ewing Oil Company

Susan Chambers, President/Chief Executive Officer, Strouse

Augie Chiasera, Regional President, M&T Bank

Annemarie Dickerson, Former Owner, Francis Scott Key Family Resort

Kai Hirabayashi, Senior Manager of Public Policy, Amazon

Arnold Jablon, Esq., Former Senior Counsel, Venable, LLP

Manish Kothari, President/Chief Executive Officer, Sheladia Associates, Inc.

Julie Lenzer, Chief Innovation Officer, University of Maryland

Gwen McCall, President, F&L Construction and Solid Waste, LLC

Aris Melissaratos, Vice President of Corporate Education and Leadership Development, St. John Properties

Michael Miller, President, OGOS Energy, LLC

Laura Neuman, Entrepreneur

Jeanette Glose Partlow, President, Maryland Chemical Company

Leon Pinkett, III, Executive Director, Baltimore Arts Realty Corporation (BARCO)

Saif Rehman, PhD, Chief Executive Officer, NextGen Consulting, Inc.

Elizabeth Rendón-Sherman, Chief Executive Officer/Chief Financial Officer, LG-TEK

Gary Ruddell, CEO, President, Total Biz Fulfillment, Inc.

Paul Silber, PhD, Principal, Blu Ventures Investors

Eugene Silverman, PhD, Founder and President, Berkeley Springs Instruments

Geoffrey Turner, President/Chief Executive Officer, Choptank Transport, Inc.

Robert L. Wallace, President and Chief Executive Officer, BITHGROUP Technologies

### **Non-voting ex-officio Members**

Kelly M. Schulz, Secretary, Department of Commerce

Tiffany Robinson, Secretary Department of Labor

Brian J. Feldman, Senate, District 15, Montgomery County

Brian Crosby, Delegate, District 29B, St. Mary's County

Tom Sadowski, Executive Director of Maryland Economic Development Corporation (MEDCO)

Troy LeMaile-Stovall, Chief Executive Officer and Executive Director, Maryland Technology Development Corporation (TEDCO)

### **Commerce Support:**

Julie Woepke, Executive Director, MEDC, Office of the Secretary

**APPENDIX B – DRAFT Maryland Rankings Report - Attached**

## APPENDIX C



March 26, 2021

Via Google Meet, [meet.google.com/kbn-fthb-mzg](https://meet.google.com/kbn-fthb-mzg), Phone Numbers: (US)+1 240-428-7959 PIN: 460  
466 281#

12:00pm – 2:00pm

Minutes

### Commissioners in attendance:

Margaret Wood, D.A.	Vice Chair, WOOD Consulting
Ken Banks	Banks Contracting Company, Inc.
Howard Blackwell Bowen	Ewing Oil Company, Inc.
Susan Chambers	Strouse
Augie Chiasera	M&T Bank
Ed Coleman	Ciox Health
Annemarie Dickerson	Formerly Francis Scott Key Family Resort
Kai Hirabayshi	Amazon
Arnold Jablon	Venable, LLP
Manish Kothari	Sheladia Associates, Inc.
Julie Lenzer	UM Ventures
Gwen McCall	F&L Construction and Solid Waste, LLC
Aris Melissaratos	St. John Properties
Mike Miller	OGOS Energy, LLC
Laura Neuman	Entrepreneur
Jeanette Glose Partlow	Maryland Chemical Company, Inc.
Leon Pinkett III	Baltimore Arts Realty Corporation (BARCO)
Elizabeth Rendón-Sherman	LG-TEK
Gary Rudell	Total Biz Fulfillment
Saif Rehman	NexGen Consulting
Paul Silber, PhD	Blu Venture Investors
Goeff Turner	Choptank Transport, Inc.
Eugene Silverman, PhD	Berkeley Springs Instruments
Robert Wallace	BITHGROUP Technologies

### Ex-Officio Members:

Secretary Kelly Schulz	Department of Commerce
Robert Brennan	Maryland Economic Development Corporation (MEDCO)
Troy LeMaile-Stovall	Maryland Technology Development Corporation (TEDCO)

### Guests:

Allison Mayer	Office of the Governor
Meredith Wimbrow	Office of the Governor
Emily Haskel	Maryland Legislative Services



**Commerce Staff:**

Julie Woepke	MEDC Executive Director
Signe Pringle	Deputy Secretary
Tom Riford	Assistant Secretary
Kyle McColgan	Chief of Staff
Rhonda Ray	Managing Director
Jayson Knott	Senior Director
Heather Gramm	Senior Director
Jessica Reynolds	Senior Director
Nancy McCrea	Research Director
Michael Siers	Economist
Roger Venezia	Director, Operations & Special Projects
Allyson Redpath	Director, Entrepreneurship

**I. Call to Order**

Vice Chair Dr. Margaret Wood called the meeting to order at 12:02 pm and welcomed attendees and guests. Roll call of the Commissioners was taken.

**II. Introduction of New Commissioners**

Vice Chair Wood announced that since the last meeting, one (1) Senate Appointee had been named and several Governor Appointees. She welcomed all new Commissioners and introduced each Commissioner who provided a brief background.

**III. Review and approval of December 14, 2020 Meeting Minutes**

Upon a motion duly made and seconded, the December 14, 2020 meeting minutes stood approved.

**IV. Scorecard Review**

Commissioner Ed Coleman, Chair, Rankings and Research Subcommittee, reviewed the updated Scorecard highlighting the areas of job growth; gross domestic product (GDP); business climate rankings; education and innovation; venture funding; workforce and wages; population; and City of Baltimore indicators. Discussion occurred among the Commissioners on the process developed to select the indicators; race and ethnicity of the labor force and unemployed; migration and the results of the Subcommittee's study on migration; and additional measures for Baltimore City.

Subcommittee Chair Coleman welcomed the discussion and encouraged Commissioners to provide feedback. Nancy McCrea, Director of Research was available to answer any questions.

Ms. Allyson Redpath, Director of Entrepreneurship addressed 2020, a record year for venture funding. She stated there was an increase in investments such as crowdfunding and from investors outside the state. Ms. Redpath noted an increase in investments into artificial intelligence and quantum computing industries. She then reviewed findings of a study conducted by the Ewing Marion Kauffman Foundation on entrepreneurship, startups and job creation. Ms. Redpath selected specific state comparisons to discuss. There was discussion among the Commissioners and Ms. Redpath on the types and racial and ethnic background on the businesses reflected the study and whether the State has data on technology related startups versus the retailers, service providers and other common startups. Ms. Redpath indicated she would work with the State Department of Assessments and Taxation (SDAT) for the data.

Presentation and Scorecard on file.

## **V. Department of Commerce Update**

Secretary Kelly Schulz began her presentation by reporting new internal communication activities enacted to support the team that included a reflection and celebration of the anniversary of teleworking. She then presented the Bi-Partisan Relief Act of 2021 programs to support businesses.

Economist Mike Siers continued the Department's presentation by reviewing an overview of the State's economic recovery. He highlighted unemployment rate, monthly payroll, labor force drops, most impacted industries, and indicators for a stronger economy moving forward. Discussion occurred with the Commissioners related to attraction of seasonal workforce to the Eastern Shore and State support to assist businesses impacted; impact of unemployment benefits to labor force participation; and the shift in industries most impacted by the pandemic.

Senior Director Jayson Knott continued the presentation by providing an update on major opportunities representing at least 50 new jobs since the last meeting. He highlighted five (5) recent wins, pending business attractions, expansion announcements and projects in the current pipeline. He then introduced Roger Venezia, Director of Operations & Special Projects to provide an update on the Federal Bureau of Investigation (FBI) Headquarters relocation from the District of Columbia.

Senior Director Jessica Reynolds began her presentation by providing an overview of the Office of International Investment and Trade to orient the new Commissioners. She described the Office's strategic initiatives, and locations throughout the world that provide assistance to Maryland businesses. She concluded by describing upcoming virtual events. Ms. Reynolds answered questions from the Commissioners related to previously participated trade shows and the effectiveness of virtual meetings and trade shows.

Assistant Secretary Tom Riford addressed the Commission and provided an update on the Maryland Marketing Partnership (MMP). The MMP currently has 30 partners ranging from large corporations to entrepreneurs. He described the placement of digital and new print ads to reflect Maryland Innovators; the introduction of ads to niche trade publications; increased ad buy; and a custom supplement on Maryland in partnership with FORBES Magazine. Mr. Riford continued by describing the impact of the pandemic on the tourism industry. While the pandemic continues to have negative impacts on tourism, he stated that Deep Creek reported its best year ever as did State and National Parks in the state. He concluded by providing an update on the upcoming tourism advertising campaign.

Commissioners discussed the impact the pandemic has had on the creative economy. Mr. Riford cited the involvement and engagement of the Maryland State Arts Council noting many of the programs including funding.

Senior Director Rhonda Ray then provided a legislative update on the Department's priorities, many focusing on the tax credit programs, alterations to the Arts and Entertainment District, and Partnership for Workforce Quality Programs and authorization of distribution of grants in states of emergency. She then described the FY22 budget priorities that keep intact the Department's funding programs.

All presentations on file.

**VI. TEDCO – Quarterly Report**

Mr. Troy LeMaile-Stovall, CEO/Executive Director gave a brief update on the Q2 FY21 report of investments noting two (2) were made. Given that the program reopened in November, Mr. Stovall indicated that applications and investment expect to increase. He also provided an update on the Rural Underserved Business Recovery from the Impact of COVID-19 (RUBRIC) Program that attracted 40 applications of which 17 were awarded funds.

**VII. Good of the Order**

No additional exchange of information provided.

**VIII. 2021 Meetings:** June 14, September 13, December 6

**IX. Adjournment**

Upon a motion duly made and seconded, the meeting adjourned at 2:00 pm.

## APPENDIX D



June 14, 2021

Via Google Meet: Meeting ID [meet.google.com/fqf-qanr-ssr](https://meet.google.com/fqf-qanr-ssr), Phone (US)+1 570-634-6195, PIN: 752

385 851#

12:00pm – 2:00pm

Minutes

### Commissioners in attendance:

Ed Coleman	Co-Chair, Ciox Health
Margaret Wood, D.A. PMP	Co-Chair, WOOD Consulting
Howard Blackwell Bowen	Ewing Oil Company, Inc.
Susan Chambers	Strouse
Augie Chiasera	M&T Bank
Annemarie Dickerson	Formerly Francis Scott Key Family Resort
Kai Hirabayshi	Amazon
Arnold Jablon	Venable
Manish Kothari	Sheladia Associates, Inc.
Aris Melissaratos	St. John Properties
Mike Miller	OGOS Energy, LLC
Laura Neuman	Entrepreneur
Leon Pinkett III	Baltimore Arts Realty Corporation (BARCO)
Gary Rudell	Total Biz Fulfillment
Saif Rehman, PhD	NexGen Consulting
Paul Silber, PhD	Blu Venture Investors
Geoff Turner	Choptank Transport, Inc.
Eugene Silverman, PhD	Berkeley Springs Instruments
Robert Wallace	BITHGROUP Technologies

### Ex-Officio Members:

Secretary Kelly Schulz	Department of Commerce
Secretary Tiffany Robinson	Department of Labor
Robert Brennan	Maryland Economic Development Corporation (MEDCO)
Troy LeMaile-Stovall	Maryland Technology Development Corporation (TEDCO)

### Guests:

Meredith Wimbrow	Office of the Governor
Erika Schissler	Maryland Legislative Services
Kenrick “Rick” Gordon	Office of Statewide Broadband
Amanda Engel	WMAR News
Brian Levine	Montgomery Chamber of Commerce
Michael Harrison	Department of Labor

**Commerce Staff:**

Julie Woepke	MEDC Executive Director
Tom Riford	Assistant Secretary
Kyle McColgan	Chief of Staff
Jayson Knott	Senior Director
Nancy McCrea	Research Director
Michael Siers	Economist
Liz Fitzsimmons	Managing Director

**I. Call to Order**

Upon a quorum present, Co-Chair Ed Coleman called the meeting to order at 12:03 pm and welcomed attendees and guests. He reported that he and Co-Chair Dr. Margaret Wood would alternate chairing the meetings going forward.

Co-Chair Coleman acknowledged the numerous years of economic development contribution of Maryland Economic Development Corporation (MEDCO) Executive Director Bob Brennan and congratulated him on his retirement as of 7/30/21. He also acknowledged the contributions of Research Director Nancy McCrea who was instrumental in guiding the Commission's Rankings and Research Subcommittee and congratulated her on her retirement. Both addressed the Commission.

**II. Review and approval of March 26, 2021 Meeting Minutes**

Upon a motion duly made and seconded, the March 26, 2021 meeting minutes stood approved.

**III. Rankings & Research Subcommittee**

Co-Chair Ed Coleman, Chair, Rankings and Research Subcommittee, announced that he would like to offer the opportunity for a Commissioner to take over as Chair of the Subcommittee as he served for five (5) years. He asked that any Commissioner who is interested to contact him.

**Scorecard Review**

Co-Chair Coleman reviewed the updated Scorecard noting:

- #38 Chief Executive Best & Worst States 2021; was #35 in 2020
- Maryland Business Conditions Index shows a lot of increased activity and confidence
- Maryland has the 2nd highest concentration of workers in STEM occupations at 10.2%, totaling 252,930 workers in 2020. Maryland was #1 in 2019 with 9.8%. Washington State is now #1.
- Venture capital investment in 2021 Q1 was \$562.2 million, the largest quarter investment since 2000, and almost half of all investment in 2020.

He continued by noting the addition of regional maps and data as a result of discussion at the April Rankings and Research Subcommittee. He stated that the scorecard will continue to be reviewed by the Subcommittee to assist in developing performance measures to evaluate prosperity throughout the state. He welcomed Commissioners to attend the next meeting Subcommittee meeting scheduled for July 29,

2021. Ms. Nancy McCrea, Director of Research and Michael Siers were available to answer any questions. Scorecard is on file.

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

Secretary Kelly Schulz began her presentation by continuing the discussion of regionalism by reporting that she discussed Commissioners participating in the Commerce Subcabinet Regional Resources Team meetings. The Commerce Subcabinet welcomed Commissioners to participate in the monthly calls to gain perspective of business needs in a region, discuss economic development priorities, and challenges. She encouraged any Commissioner wanting to participate to contact Executive Director Julie Woepke.

Secretary Schulz then reported on recent improvement to the State's economy ranking by WalletHub and the entry of three (3) Baltimore region businesses joining the Fortune 500 List. She continued by stating the Department is back on the road to market the State to site selection consultants and businesses.

Secretary Schulz continued by giving highlights of the 2021 legislative session. She reviewed the budget and the changes to tax credit programs to address the needs of businesses. She then introduced the new Maryland Innovation Investor Incentive Tax Credit (MIITC) and sought input from the Commissioners on the recommended list of technology areas to be eligible for the program. As part of the State Statute, the Commission is to review the list annually and make recommendations. Commissioners were requested to provide input to the Department by the June 18<sup>th</sup>. She then introduced Economist Michael Siers who presented an overview of the unemployment rate, recovery growth by industry and factors being watched related to the labor shortage: supplement benefits; industry-switching; and pent up demand for summer travel.

Senior Director Jayson Knott continued the presentation by providing an update on major opportunities representing at least 50 new jobs since the last meeting. He highlighted five (5) recent wins, noting 13 additional wins pending announcement. He reported a pipeline of 55 opportunities representing 19,965 potential new and retained jobs totaling over \$31 billion in capital expenditure. He described the opportunities by region, industry and capital expenditure.

Assistant Secretary Tom Riford addressed the Commission and provided an update on the Maryland Marketing Partnership (MMP). He reviewed the 2021 Media Plan, the website focus on innovation, new print, digital banner and outdoor ads. Mr. Riford reported on four (4) public relations successes as result of the partnership with Abel Communications.

Managing Director Liz Fitzsimmons then provided an update on the tourism spring summer ad campaign focused on 'Open for It.' She reported on over \$5.2 million value in public relations coverage in print, online, and television. Ms. Fitzsimmons announced a couple film projects underway with 20<sup>th</sup> Television and HBO Max.

Assistant Secretary Riford presented information related to the pandemic impact to the creative economy. He noted attendance for events had decreased from 15 million in FY19 to 5.5 million in FY20. He reviewed the drop in employment, and an economic impact study which reflected significant declines. He stated areas of concern that remain include audience hesitancy, artist recovery, and visitor spending and engagement. He described the State's response of grants, programs, webinars and communications. He then introduced the new Independent Artist Network launched recently to connect artists with venues and networking.

Secretary Schulz and the presenters responded to questions and comments of the Commissioners which included the impact of housing shortage on unemployment, particularly in Ocean City; number of business opportunities in Baltimore City; and marketing to digital nomads in ad campaigns.

All presentations on file.

#### **V. Office of Statewide Broadband Update**

Mr. Kenrick “Rick” Gordon, Director, Office of Statewide Broadband provided an update on the progress of extending broadband throughout the state. He highlighted FY20 funding and projects; COVID-19 related FY20 programs; FY21 programs for rural unserved areas; and FY22 broadband plans. He answered questions from Commissioners related to measurements of success; FY21 awardees and number in Baltimore City; eligibility for individual grants; disparity in speeds in regions; the greatest needs for subsidies; and engaging electric companies in servicing.

Presentation on file.

#### **VI. TEDCO – Quarterly Report**

Mr. Troy LeMaile-Stovall, CEO/Executive Director gave a brief update on the Q1 FY21 report of investments noting nine (9) were made in the industries of cybersecurity, technology and biotechnology. He also stated that there will be an announcement of the 45 businesses that are being funded through the Rural Underserved Business Recovery from the Impact of COVID-19 (RUBRIC) Program in the near future.

Report on file.

#### **VII. Good of the Order**

Commissioner Rudell reported that the lack of childcare in Garrett County is restricting employees returning to work. Secretaries Schulz and Robinson reported that 92% of the child care centers have reported open and capacities have been lifted. He also reported that the Maryland Public Policy Institute is undertaking a Business Climate Survey and that the Commission may be interested in a presentation in the future.

Commissioner Aris Melissarotos commented that in his 30 years in economic development, including being Secretary of the Department, he found the presentations fantastic.

**VIII. 2021 Meetings:** September 13, December 6 were announced.

#### **IX. Adjournment**

Upon a motion duly made and seconded, the meeting adjourned at 2:00 pm.

## APPENDIX E



September 13, 2021

Lockheed Martin Lobby, The Music Center at Strathmore, 5301 Tuckerman Lane, North Bethesda  
12:00pm – 2:00pm

### Commissioners in attendance:

Margaret Wood, D.A. PMP	Co-Chair, WOOD Consulting
Ed Coleman	Co-Chair, Ameren
Howard Blackwell Bowen	Ewing Oil Company, Inc. – call in
Susan Chambers	Strouse – call in
Kai Hirabayshi	Amazon – call in
Arnold Jablon	Venable – call in
Manish Kothari	Sheladia Associates, Inc.
Julie Lenzer	UM Ventures – call in
Aris Melissaratos	St. John Properties – call in
Gwen McCall	F&L Construction and Solid Waste, LLC
Mike Miller	OGOS Energy, LLC – call in
Laura Neuman	Entrepreneur – call in
Leon Pinkett III	Baltimore Arts Realty Corporation (BARCO)
Elizabeth Rendón-Sherman	LG TEK
Gary Rudell	Total Biz Fulfillment
Saif Rehman, PhD	NexGen Consulting – call in
Paul Silber, PhD	Blu Venture Investors – call in
Geoff Turner	Choptank Transport, Inc. – call in
Eugene Silverman, PhD	Berkeley Springs Instruments
Robert Wallace	BITHGROUP Technologies – call in

### Ex-Officio Members:

Senator Brian Feldman	Senate, District 15 – call in
Secretary Kelly Schulz	Department of Commerce
Secretary Tiffany Robinson	Department of Labor – call in
Tom Sadowski	Maryland Economic Development Corporation (MEDCO) – call in
Troy LeMaile-Stovall	Maryland Technology Development Corporation (TEDCO) – call in

### Guests:

Greg Slater	Secretary, Maryland Department of Transportation (MDOT)
Samantha Biddle	MDOT
Allison Mayer	Office of the Governor – call in



Meredith Wimbrow  
Hunter Marsh  
Monica Jeffries Hazangeles  
Pauleesha Rivera

Office of the Governor – call in  
Office of Delegate Brian Crosby, District 29B – call in  
President and CEO, Strathmore  
WOOD Consulting

**Commerce Staff:**

Julie Woepke  
Tom Riford  
Jayson Knott  
Janes Palma  
Michael Siers  
Jennifer LaHatte

MEDC Executive Director  
Assistant Secretary  
Senior Director  
Acting Research Director  
Economist  
Director, Policy & Program Development

**I. Call to Order**

Upon a quorum present, Co-Chair Dr. Margaret Wood called the meeting to order at 12:00 pm and welcomed attendees and guests. She gave a special welcome to new Commissioner Tom Sadowski who replaced Bob Brennan as Executive Director of MEDCO and thanked Ms. Monica Jeffries Hazangeles and the Strathmore Board for hosting the meeting.

**II. Strathmore Welcome**

Dr. Wood introduced Ms. Monica Jeffries Hazangeles, President and CEO, Strathmore, and referenced that her bio is in the folders. She stated Monica joined the staff in 1994 as special events coordinator, named Executive VP in 2005, the same year the Music Center opened and became President in 2011. She assumed the role of CEO in September 2018.

Ms. Jeffries-Hazangeles addressed the Commission and provided an overview of the venue, attributed its success to a public private partnership, which continues to support the facility. She noted that during the pandemic, continuous programming occurred in creative ways to include an outdoor stage, and invited the Commissioners to attend future events and programs. Ms. Jefferies-Hazangeles arranged for the Music Center to be open and a volunteer available to allow Commissioners to experience the concert hall.

**III. I-495 & I-270 Traffic Relief Plan (TRP) and Purple Line Updates**

Secretary Greg Slater, Maryland Department of Transportation, addressed the Commission. Recognizing transportation is an economic driver, Secretary Slater provided an update on the Purple Line Project, a 16-mile light rail line that will extend from Bethesda in Montgomery County to New Carrollton in Prince George’s County. He stated the line would have 21 stations connecting the University of Maryland to more of the state with dedicated rail. He said the Purple Line creates the first east-west rail connection across District of Columbia suburbs. Engaging 150 different contractors, he stated the project is 44% complete. He described several aspects of the project and emphasized the project has already led to \$2 billion in economic impact and development, adding the project has the potential to grow more than 20,000 permanent jobs over the life of the project. Presentation on file.

Secretary Slater then presented an overview of the I-495 & I-270 Traffic Relief Plan. He described the project will facilitate the efficient movement of goods and people as 1.3 million more people and 1 million more jobs come to the region by 2045. He stated private investment would offset more than \$1.2 billion in costs. He described the phases of the project, high occupancy lanes, commuter bus service, toll rates, and next steps. Presentation on file.

Secretary Slater answered questions from the Commissioners. Discussion focused on construction contract announcements for small business; resources for small businesses along the Purple Line; job opportunities from this project and the Port of Baltimore benefiting from the TRP; expansion of BWI Airport and need for a new air traffic control tower; and the number of projects simultaneously under construction throughout the state.

Secretary Slater departed the meeting.

#### **IV. Review and approval of June 14, 2021 Meeting Minutes**

Upon a motion duly made and seconded, the June 14, 2021 meeting minutes stood approved.

#### **V. Rankings & Research Subcommittee**

Dr. Wood welcomed Elizabeth Rendón-Sherman to her new role as chair. She stated that she has actively participated in this Subcommittee since its formation in 2016.

Ms. Rendón-Sherman reported that a Subcommittee meeting was held July 29th and the discussion centered on the development of a hybrid reporting system for the rankings and economic indicators based on the MEDC's June meeting and further research. The Subcommittee is working with the Secretary to develop a scorecard and/or a dashboard that addresses the rankings and indicators needed by the Governor, Secretary and Commission. She stated that there would likely be a format to review at the Commission's next meeting.

In lieu of a scorecard, Ms. Rendón-Sherman reported the following:

- Maryland's unemployment rate fell to 6.0% in July as the state continues to recover from COVID-19.
- In July, Maryland added 22,200 total nonfarm jobs and 6,800 private sector jobs.
- BWI Airport saw 1.8 million passengers in June 2021, the most since the pandemic and above even February 2020 (pre-pandemic) levels.
- According to new data, with 138 of the nation's fastest growing private sector firms, Maryland ranks third among the states for Inc. 5000 companies as a percentage of total companies.
- According to new data from the Cyberstates 2021 report, Maryland ranks first in the new Cyberstates Diversity Index which measures diverse representation in tech.
- According to data from fDi Intelligence, Baltimore moved up five (5) spots on their list of top big cities for connectivity. Baltimore now ranks second among large cities for connectivity, which includes internet speed; mobile phone subscribers; airport access and flights; and number of ports and performance.

#### **VI. Commerce Subcabinet Regional Resources Team Calls**

Dr. Wood reminded the Commissioners that during the June meeting, discussion occurred on identifying economic drivers and challenges on a regional level. Secretary Schulz suggested and invited Commissioners to participate in the monthly five (5) regional resources team calls with State Agency representatives of the Commerce Subcabinet. Several Commissioners participated in meetings over the summer and she invited those Commissioners to share feedback. Overall, most participating noted the cross collaboration among state agencies; need for workforce and engaging universities such as Frostburg State University in Western Maryland; impact of transportation on local economies; and the importance of outdoor recreation opportunities.

## **VII. Department of Commerce Update**

Secretary Kelly Schulz began her presentation by updating the Commission on the Department's space consolidation plans that will lead to a \$700,000 per year savings. She stated the mission is to reduce the leased space from seven (7) floors to five (5) floors and bring the Maryland State Arts Council (MSAC) operations to the World Trade Center. She added that standard operation procedures, which have been in place for a number of years, are in the process of being updated.

Secretary Schulz then introduced Mike Siers, Economist, to provide an overview of the State's economy. Mr. Siers highlighted the factors that lead to the State's improved ranking to 12<sup>th</sup> Best State for Business by CNBC. He illustrated that State's strengths and then reviewed economic recovery slides that included employment by county, industries, mothers in the labor force, and factors that are being watched that impact the economy.

Mr. Siers and Secretary Schulz then took questions and comments by the Commissioners including the impact of Federal mandate for vaccination on contractors; broadband connectivity for children, particularly in low income and rural areas; importance of last mile broadband connectivity; confirmed Covid-19 cases/testing tracking; and restaurant and leisure workforce.

Assistant Secretary Tom Riford then addressed the Commissioners and presented the economic impact of the arts in Fiscal Year 2020. He reported that 228 arts organizations throughout the state received funds and the importance of the grants. Mr. Riford described the channel for funding; attendance levels, and operations spending. He then reported that the arts support 10,624 jobs resulting in an impact of over \$848 million. He added that operations and visitor spending supported \$20.2 million in state and local taxes in Fiscal Year 2020.

Mr. Jim Palma then addressed the Commissioners and explained the State's Federal allocation of \$1 million from the U.S. Economic Development Administration for planning. Working collaboratively with State Agencies, the application for funding was submitted September 10<sup>th</sup> and included projects ranging from broadband, statewide resiliency planning, an industry cluster analysis and supply chain analysis.

Mr. Jayson Knott continued the Commerce presentation by highlighting the recent business attraction and expansion opportunities. He described recent wins; other announcements and groundbreakings; existing pipeline and breakdown of jobs by region; and industry and capital expenditure for both at least 25 and 50 jobs respectively.

All Presentations on file.

## **VIII. Good of the Order**

Co-Chair Wood announced the TEDCO quarterly report was included in the meeting materials. She inquired whether there were any questions on the report. No questions asked. No further information exchanged.

## **IX. 2021 Meetings**

Co-Chair Wood announced the next meeting scheduled for November 16, 2021.

## **X. Adjournment**

Upon a motion duly made and seconded, the meeting adjourned at 2:00 pm.

**APPENDIX F – DRAFT\*\* - To be reviewed and voted on at the February 15, 2022 Meeting**



November 16, 2021  
Governor's Reception Room  
100 State Circle, Annapolis  
12:00pm – 2:00pm

**Commissioners in attendance:**

Margaret Wood, D.A. PMP	Co-Chair, WOOD Consulting
Ed Coleman	Co-Chair, Ameren
Susan Chambers	Strouse – call in
Augie Chiasera	M&T Bank – call in
Annemarie Dickerson	Former owner, Francis Scott Key Family Resort
Arnold Jablon	Venable – call in
Manish Kothari	Sheladia Associates, Inc.
Julie Lenzer	UM Ventures
Aris Melissaratos	St. John Properties – call in
Gwen McCall	F&L Construction and Solid Waste, LLC
Mike Miller	OGOS Energy, LLC – call in
Leon Pinkett III	Baltimore Arts Realty Corporation (BARCO)
Elizabeth Rendón-Sherman	LG TEK
Gary Ruddell	Total Biz Fulfillment
Saif Rehman, PhD	NexGen Consulting
Paul Silber, PhD	Blu Venture Investors
Eugene Silverman, PhD	Berkeley Springs Instruments
Robert Wallace	BITHGROUP Technologies – call in

**Ex-Officio Members:**

Secretary Kelly Schulz	Department of Commerce
Tom Sadowski	Maryland Economic Development Corporation (MEDCO)

**Guests:**

Allison Mayer	Office of the Governor
Alex Choi	Office of the Governor
Hunter Marsh	Office of Delegate Brian Crosby, District 29B – call in
Pauleesha Rivera	WOOD Consulting
Erika Schissler	Maryland Legislative Services – call in
Emily Haskel	Maryland Legislative Services – call in
Travis Nelson	Maryland State Police

**Commerce Staff:**

Julie Woepke	MEDC Executive Director
Signe Pringle	Deputy Secretary
Tom Riford	Assistant Secretary- call in

Jayson Knott  
Janes Palma  
Michael Siers  
Jennifer LaHatte

Senior Director  
Acting Research Director  
Economist  
Director, Policy & Program Development – call in

## **I. Call to Order**

Co-Chair Ed Coleman called the meeting to order at 12:00pm.

## **II. Consent Agenda**

Upon a motion duly made and seconded, items a. and b. were approved and item c. accepted.

## **III. Rankings & Research Subcommittee**

Ms. Elizabeth Rendón-Sherman, Chair, Rankings and Research Subcommittee addressed the Commission. She reported the Subcommittee had met several times since the September meeting and the Research Team has spent a deal of time in preparing three (3) items for the Commission to review. First is a rankings document that looks similar to the previous scorecard. One of the main changes is an “update” section that includes key ranking updates since the previous meeting. In this case, looking at two (2) quarters worth of data. Some updates to note here include:

- Maryland’s recovery has continued. Over the last three (3) months, the state has added jobs and has a 1.1% growth rate, the 17th best in the nation.
- Maryland’s unemployment rate has continued to decline, though the decline has been a bit slower than some other states. Between May and September, the unemployment rate fell from 6.1% to 5.9%. We are now ranked 40th in terms of unemployment rate.
- Good news for the tourism industry is that BWI Thurgood Marshall Airport saw 1.9 million passenger flights in August 2021, the most since the start of the pandemic.
- Maryland ranks third in terms of the number of Inc. 5,000 fastest growing companies as a share of all firms.

Ms. Rendón-Sherman then introduced Economist Michael Siers who presented a dashboard of high-frequency economic data looking at things like employment by industry, the housing market, and venture capital. Finally, Michael shared a draft of a new index to assess the needs of Maryland’s communities. She stated all materials are in draft stages and the Subcommittee seeks the Commission’s input and also recommends that the materials be presented to the Commerce Subcabinet to evaluate how other agencies could use or improve upon this data.

Mr. Siers then answered questions from the Commissioners that included employment trends; workforce and wages by race by county; start-ups by county; factors that influence various rates; connectivity and education; highlighting specific Baltimore City data; and area needs for policy recommendations. The Chair stated the dashboard link will be distributed after the meeting for the Commissioners to review at their leisure and provide input. She thanked the Research Team for the work conducted.

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

Secretary Kelly Schulz addressed the Commission by introducing Deputy Secretary Signe Pringle and the Governor’s Deputy Chief of Staff Allison Mayer. She began the Commerce presentation by describing a number of marketing activities and new travel to promote the State. The Secretary gave an update on the Marketing Partnership activities highlighting the *Forbes Magazine* insert distributed to over 6 million

readers and pushed out via social media over 40 million others. She then presented a Quantum Video produced by the Department in partnership with the University of Maryland and Connected DMV for an inaugural Quantum conference.

Secretary Schulz then introduced Jayson Knott, Senior Director, Office of Business and Industry Sector Development to review business attraction and expansion opportunities since the last meeting. He described recent wins, existing pipeline, the breakdown of opportunities by industry sector, county, and jobs. Mr. Knott answered questions from the Commissioners and concluded by stating that the pipeline of projects has never been so robust.

Secretary Schulz then introduced Deputy Secretary Signe Pringle to present the update from the Office of International Investment and Trade. She began the presentation by giving an update on strategic initiatives, and highlighting the State's recent award of a Presidential E Star Award. Ms. Pringle gave a brief overview of the export promotion and foreign direct investment programs and concluded with an overview of upcoming events. All presentations are on file.

#### **V. Quantum Computing Guest Speaker**

Julie Lenzer, Chief Innovation Officer, University of Maryland and MEDC Commissioner, gave a comprehensive presentation on quantum computing providing an overview of the industry, Maryland and regional assets, and the opportunity to be in the forefront of this new revolution. She provided application examples of opportunities in sensing, computing, and communications. Ms. Lenzer described the Mid-Atlantic Quantum Alliance coordinated to accelerate quantum innovations and build the quantum workforce. She presented broad-based market opportunities and the unique position that Maryland has in being the leader in the industry. She then answered questions from the Commissioners. Presentation on file.

#### **VI. MEDCO Update MEDCO FY21 Annual Report**

Tom Sadowski, Executive Director, addressed the Commission and gave a broad overview of the organization and its mission, FY 21 activities described in the Annual Report that was distributed, and highlighted a few projects and opportunities. Upon a motion duly made and seconded, the MEDCO FY21 Annual Report and Financials were accepted. Presentation on file.

#### **VII. TEDCO Quarterly Report and FY21 Annual Report**

Co-Chair Ed Coleman announced that Troy LaMaile-Stovall was unable to attend the meeting. The FY21 Annual Report and Financials and the Quarterly Report will be forwarded to the Commission when available.

#### **VIII. Good of the Order**

No additional information shared.

#### **IX. 2022 Meetings: 2/15/22, 5/17/22, 8/16/22, 11/15/22**

Co-Chair Ed Coleman noted that Commissioners are to attend meetings in person, with calling in the exception.

#### **X. Adjournment**

Upon a motion duly made and seconded, the meeting adjourned at 2:00pm.