



Thursday, March 1, 2018  
Governor's Reception Room, 100 State Circle, Annapolis  
11:00am – 12:30pm  
**Minutes**

**Commissioners in attendance:**

Anirban Basu	MEDC Chair, Sage Policy Group
Marty Brunk	MEDC Vice-Chair, RSM
Ken Banks	Banks Contracting Company
Howard Blackwell Bowen	Ewing Oil Company
Jim Brady	Dunbar Armored, Inc.
Ed Coleman	CIOX Health
Joshua Greene (call)	O.A. Smith Corporation
Kai Hirabayshi (call)	Caterpillar, Inc.
Manish Kothari	Sheladia Associates, Inc.
Michael Miller	OGOS Energy, LLC
Elizabeth Rendón-Sherman	LG-TEK
Susan Schwab	Mayer Brown, LLP, University of Maryland

**Ex-Officio Members:**

Robert Brennan	Maryland Economic Development Corporation (MEDCO)
Secretary R. Michael Gill	Department of Commerce
Brian Feldman	Senator, District 19, Montgomery County

**Guests:**

Chris Carroll	Office of the Governor
John Wasilisin	TEDCO
Brian Levine	Greater Baltimore Committee

**Commerce Staff:**

Ben Wu	Deputy Secretary/Chief Operating Officer (COO)
Julie Woepke	MEDC Executive Director
Steve Pennington	Managing Director, Business and Industry Sector Development
Allison Mayer	Managing Director, Marketing and Communications
Greg Derwart	Managing Director, Administration & Customer Experience
Brady Walker	Managing Director and Special Advisor

Nancy McCrea  
Morgan Green

Director of Research  
Executive Associate, Office of the Secretary

## **I. Call to Order**

Chairman Anirban Basu called the meeting to order, welcomed attendees and guests.

## **II. Chairman's Updates**

Chairman Basu provided an update on the December jobs growth report. While it appears that Maryland may have lost jobs in December of 2017 with the unemployment slightly increasing, Chairman Basu stated that he thought the decline was an anomaly and not reflective of the true growth occurring. He referenced the growth in Salisbury, Washington, Carroll, and Cecil Counties and the Baltimore Washington Corridor. He stated that future job numbers will reflect an increase.

## **III. Review and Acceptance of December 13, 2017 Minutes**

Upon motion duly made and seconded, the minutes of the December 13, 2017 meeting were approved.

## **IV. Commerce Secretary Update**

Commerce Secretary Mike Gill presented a Department update. He stated that staff remains focused on the culture of yes, not backing down on serving the customer first and reinforcing a positive business environment. Secretary Gill referenced the request for information phase for the Amazon HQ2 bid which Montgomery County is a finalist, and an unsolicited proposal to Apple Corporation who is seeking a new campus location.

Secretary Gill provided an update on the Commerce Cabinet which has proven to be a collaborative approach to customer assistance, sharing of best practices and strengthening customer service statewide. He described the recently enacted Maryland Healthy Working Families Act (HB1) – Paid Sick Leave and the Governor's Executive Order which creates the Office of Small Business Regulatory Assistance (OSBRA) in the Department of Labor, Licensing and Regulation to assist businesses with the Act and the responsibilities of the Governor's Business Ombudsman. He stated that the Department of Commerce would be transferring four (4) positions from the Small Business Office to OSBRA. He added that the Department is also undergoing a Department of Legislative Services Department Audit.

Secretary Gill announced the launching of the new Open for Business, <https://open.maryland.gov> website, a component of the Maryland Marketing Partnership initiative to promote the state, and attract new investments and jobs. He then referenced upcoming business events including the Governor's Business Summit scheduled for September of 2018. (Presentation on file.)

## **V. Legislative Update**

Brady Walker, Managing Director and Special Assistant provided an update on pending legislation: Senate Bill 67 – Advantage Maryland; Senate Bill 305/House Bill 363 – More Jobs for Marylanders 2.0; and Senate Bill 877/House Bill 989 – PRIME Act in support of the Amazon HQ2 project. Commissioners asked questions of Mr. Walker related to the criteria for eligibility for the PRIME Act and discussion occurred. Mr. Walker updated the Commission on the status of the Department’s Budget priorities which are scheduled to be heard before the Senate Finance Committee later this day. (Presentation and handouts available on file.)

## **VI. MEDC Subcommittee Reports**

### **a. Rankings and Research**

Ed Coleman, Chair, Rankings and Research Subcommittee referred to Chairman Basu’s opening remarks regarding the negative job growth recently reported. He conferred that observing year to year vs month to month, the job growth number remains strong. The Commissioners then discussed potential factors for the negative job growth and agreed to wait for the latest figures to be reported. He then reported that at his request, the Commerce Research Team is compiling data in more detail on in and out migration and possible impacts. The data will be shared among the Subcommittee and a meeting may be scheduled for further analysis and recommendations.

Nancy McCrea reviewed the latest Scorecard highlighting recent changes that included US News Best States Ranking of Maryland #13 from #8 in 2017. She explained that the indicators used to rank states had changed and that Maryland remains in a strong position. She noted the increase in Baltimore Washington Thurgood Marshall International Airport passengers and venture capital.

### **b. Strategic Plan**

Jim Brady, Chair, Strategic Plan Subcommittee reported that the Regulatory Reform Commission has concluded its work in December of 2017 submitting a report to the Governor. The report identifies over 650 amendments or repeals of regulations that would provide a more efficient and business friendly environment. (Press release on file.)

Mr. Brady then discussed the importance of the Commission’s 2016 Strategic Plan and the filing of annual Progress Reports to benchmark progress, adjust strategies if needed, and focus the efforts of the Department. He reported that that 2018 Draft Progress Report and Report Card was distributed and welcomed Commissioners input.

## **VII. Strategic Plan Progress Report**

Ben Wu, Deputy Secretary and COO reviewed the Draft Progress Report and Report Card. He highlighted that the Department has improved in the Agribusiness, Energy, Environment and Professional Services industries over last year. He brought to the attention of the Commission the

areas where the Department is excelling. He advised the Commissioners that the Report is in draft form and that it would be updated at the conclusion of the Legislative Session to include legislative progress and updated rankings. He welcomed feedback.

Discussion occurred among the Commissioners and staff regarding a more in depth review of economic indicators by county that could provide assistance as to whether current strategies of the Plan need adjustments, where opportunities exist, and perhaps the identification of tactics to make the state more robust. As referenced in the 2016 Strategic Plan, the overall goal is for prosperity for all Marylanders. Deputy Secretary Wu indicated this data will be compiled for inclusion in the report.

## **VIII. Department of Commerce Updates**

### **a. Customer Service and Experience**

Greg Derwart, Managing Director, Administration and Customer Experience provided an update on the Governor's Customer Service Initiative citing the Annual Customer Service Plans required of 39 State Agencies; the Master Training Contract which is also available to local jurisdictions; Governor's Customer Service Heroes Recognition Program; a statewide survey which reflects an overall 80% customer satisfaction rating; workgroups and customer service liaisons meetings; and the branding of the State's customer service efforts. He added that Maryland is being tapped by the private sector, consultants and other states to share best practices. He then answered questions of the Commission.

### **b. Business and Industry Sector Development**

Steve Pennington, Managing Director, Business and Industry Sector Development reported on the new and retained jobs since January 2015 to February of 2018 which reflect a strong upward trend noting the largest two (2) projects – Northrop Grumman and Marriott. He illustrated that the Department is seeing steady incline and on target to reach similar job counts this fiscal year. He then highlighted several of the larger projects. (Presentation on file.)

## **IX. Good of the Order**

Senator Feldman updated the Commission on pending legislation impacting the funding for Maryland's share to the Washington Metropolitan Area Transit Authority (WMATA) to support regional transit. He emphasized the importance in light of regional employers such as the potential Amazon HQ2. Discussion occurred among the Commissioners and Senator Feldman.

## **X. Adjournment**

There being no further business and upon motion duly made and seconded, the meeting was adjourned at 12:40pm.