



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	Senior Director
James Palma	Acting Research Director
Michael Siers	Economist
Jennifer LaHatte	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 met several times since the September meeting and the Research Team has spent significant time 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 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%. The State is 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. Commissioners suggested 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, and breakdown of opportunities by industry sector, county, and jobs. Mr. Knott answered questions from 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's positioning 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, 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 an exception.

X. Adjournment

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