



Thursday, December 6, 2018
Maryland Technology Development Corporation (TEDCO) Board Room
7021 Columbia Gateway Drive, Suite 200
Columbia, MD 21046
12:00pm – 2:00pm
Minutes

Commissioners in attendance:

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| Anirban Basu | MEDC Chair, Sage Policy Group |
| Marty Brunk | MEDC Vice Chair, RSM |
| Jim Brady | Dunbar Armored, Inc. |
| Annemarie Dickerson | Francis Scott Key Family Resort |
| Kai Hirabayshi | Caterpillar, Inc. |
| Manish Kothari | Sheladia Associates, Inc. |
| Julie Lenzer | UM Ventures |
| Aris Melissaratos | Stevenson University |
| Mike Miller | OGOS Energy, LLC |
| Laura Neuman | Entrepreneur |
| Jeannete Glose Partlow | Maryland Chemical Company |
| Elizabeth Rendón-Sherman | LG-TEK |
| Brian Rogers | T. Rowe Price Group |
| Susan Schwab | Mayer Brown, LLC, University of Maryland |
| J. Blacklock Wills | The Wills Group |

Ex-Officio Members:

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| Robert Brennan | Maryland Economic Development Corporation (MEDCO) |
| George Davis | Maryland Technology Development Corporation (TEDCO) |
| Secretary R. Michael Gill | Department of Commerce |
| James Rzepkowski for Kelly Schulz | Department of Labor, Licensing and Regulation (DLLR) |

Guests:

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| John Wasilisin | TEDCO |
| Sally Guy | Johns Hopkins University |
| Tom Tuttle | Tuttle Group International |
| Tracy Lingo | Unite Here |

Commerce Staff:

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| Ben Wu | Deputy Secretary/Chief Operating Officer (COO) |
| Julie Woepke | MEDC Executive Director |
| Brady Walker | Managing Director and Special Advisor |

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| Steve Pennington | Managing Director, Business and Industry Sector Development |
| Greg Derwart | Managing Director, Administration and Customer Experience |
| Rhonda Ray | Managing Director, Policy, Research and Government Affairs |
| Signe Pringle | Managing Director, Office of International Investment and Trade |
| Allison Mayer | Managing Director, Marketing and Communications |
| Nancy McCrea | Director of Research |
| Julie Miller | Digital Marketing Manager |
| Jim Palma | Senior Research Manager |
| Andrea Salizzoni | Executive Associate |

I. Call to Order

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

I. Welcome

Mr. George Davis, CEO of TEDCO welcomed the Commission and guests. Mr. Davis provided a brief background on his career which led him to lead the organization which focuses on fostering an inclusive entrepreneurship and innovation ecosystem. He proceeded to describe a number of the TEDCO programs which have had to an impact of over \$100 million deployed for innovation and more than 400 seed investments since 1998 and over 4,350 jobs created at an average of \$74,700. Mr. Davis engaged with the Commissioners on TEDCO programs, successes and funding needs stating that a recent economic impact study on the organization resulted in the conclusion that it is underfunded. (Presentation on file.)

II. Chairman's Updates

Chairman Basu stated that than while the state is in a good economic position, the state needs to focus on initiatives for where it wants to be in five (5) years. The State is not changing fast enough and must remain focused on taxes, Howard Street tunnel, wind energy, tourism, and job growth. Comments made led to a discussion on the need to increase TEDCO funding to grow the innovation ecosystem, higher education linkage to employers, rural initiatives to support employment and quality of life and the impact of Baltimore crime and unemployment on perception of the state. Commissioners agreed on the need to promote success stories in the City, reduce crime, address workforce challenges and recruitment, improve education system, police enforcement, inclusion of churches and community associations on City Boards, and the need to invest in the City as there is untapped potential to create jobs and opportunities. Commissioners were in agreement that the State should evaluate successful national initiatives to address Baltimore City issues and that Johns Hopkins University should be given authority for its own police force for the safety of students, faculty, residents, patients and visitors.

III. Consent Agenda

Chairman Basu called for any questions or discussion on the consent agenda items. There were several questions and discussion related to the MEDCO and TEDCO reports. Mr. Bob Brennan, Executive Director of MEDCO answered inquiries on projects and debt and Mr. George Davis responded to inquiries stating a financial statement will be provided to Commissioners. Upon motion duly made and seconded, the Consent Agenda items were approved.

IV. Commerce Secretary Update

Commerce Secretary Mike Gill addressed the Commissioners. His comments included the importance of staying focused and recognizing economic development as a team sport. He noted that in the past four (4) years, the dialogue has changed, and a positive culture has been cultivated. Secretary Gill then presented the Department highlights guided by the Commission since January of 2015. Commissioners commended Secretary Gill on his success in changing the attitude in state government and the business community. (Presentation on file.)

V. Department of Commerce Updates

a. Customer Service and Experience

Mr. Greg Derwart, Managing Director, provided an update on the Governor's Customer Service Initiative citing submission of the 39 State Agency Annual Customer, celebration of International Customer Experience Day October 2, 2018, and highlighted a Maryland State Highway Administration program – Project Green Light focused on process improvements. (Presentation on file.)

b. Business and Industry Sector Development

Mr. Steve Pennington, Managing Director, provided an overview of the business development activities since 2015 which included the performance measures of the Advantage Maryland, Incentive Tax and Platinum 500 Programs, business and stakeholder outreaches, and new and retained jobs. (Presentation on file.)

c. International Investment and Trade

Ms. Signe Pringle, Managing Director, provided an update on strategic initiatives, export promotion and foreign direct investment and highlighted upcoming 2019 initiatives – Arab Health in Dubai, Avalon in Australia and Expo Seguridad in Mexico. (Presentation on file.)

VI. MEDC Subcommittee Reports

Mr. Jim Palma, Senior Manager of Policy, Research and Government, presented the final Migration Study and recommendations on behalf of MEDC Subcommittee Chair Ed Coleman. The Study, which is found on file, led to the key recommendations of retention and attraction of 18 to 21 year olds, retention and attraction of retirees and the need to provide more affordable housing. Discussion occurred among Commissioners to identify strategies to implement these recommendations.

VII. Good of the Order – No additional information was exchanged.

VIII. Adjournment

There being no further business and upon motion duly made and seconded, the meeting was adjourned at 2:00pm.