



Wednesday, December 13, 2017
Top of the 7's Ballroom, The Hotel at College Park, 7777 Baltimore Avenue, College Park
12:00pm – 2:00pm

Minutes

Commissioners in attendance:

Anirban Basu,	MEDC Chair, Sage Policy Group
Marty Brunk	MEDC Vice-Chair, RSM
Howard Blackwell Bowen	Ewing Oil, Co.
Jim Brady (call)	Dunbar Armored, Inc.
Ray Briscuso, Jr.	MedTech Conference Partners
Ed Coleman	CIOX Health
Annemarie Dickerson	Francis Scott Key Family Resort
Joshua Greene	O.A. Smith Corporation
Kai Hirabayshi	Caterpillar, Inc.
Manish Kothari	Sheladia Associates, Inc.
Julie Lenzer	UM Ventures
Aris Melissaratos	Stevenson University
Michael Miller	OGOS Energy, LLC
Laura Neuman	Former Anne Arundel County Executive
Jeanette Glose Partlow	Maryland Chemical Company
Elizabeth Rendón-Sherman (call)	LG-TEK
Robert Wallace	BITHGROUP Technologies
J. Blacklock Wills, Jr.	The Wills Group
Dr. Margaret Wood	WOOD Consulting Services, Inc.

Ex-Officio Members:

Robert Brennan	Maryland Economic Development Corporation (MEDCO)
George Davis	Maryland Technology Development Corporation (TEDCO)
Secretary R. Michael Gill	Department of Commerce
Benjamin Kramer	Delegate, District 19, Montgomery County
Secretary Kelly Schulz	Department of Labor, Licensing and Regulation (DLLR)

Guests:

Robert Caret	University System of Maryland
Dr. Wallace Loh	University of Maryland College Park
Ken Ulman	Margrave Strategies and University of Maryland Foundation

Tom Sadowski
John Wasilisin
Samantha O'Neil

University System of Maryland
TEDCO
University of Maryland Foundation

Commerce Staff:

Ben Wu
Julie Woepke
Steve Pennington

Deputy Secretary/Chief Operating Officer (COO)
MEDC Executive Director
Managing Director, Business and Industry Sector
Development

Allison Mayer
Emily Tocknell
Bret Schreiber
Nancy McCrea
Kris Shock
Sharon Markley
Jessica Reynolds
Morgan Green

Managing Director, Marketing and Communications
Assistant Director, Policy
Senior Director, BioHealth and Life Sciences
Director of Research
Senior Director, Strategic Industries and Entrepreneurship
Director, Education and Innovation
Regional Manager, International Investment and Trade
Executive Associate, Office of the Secretary

I. Call to Order

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

II. Welcome

Kelly Curry, Assistant Manager of The Hotel at College Park welcomed the Commission to the 297 room hotel and conference center. She provided an overview of the property which is one of three hotels owned by Southern Management. Ms. Curry reported that there are 300 employees of which 26% live within the local area and 98% live in Maryland. She then responded to questions of the Commission regarding room rate, food amenities and vacancy.

III. Consent Agenda

Upon motion duly made and seconded, the Consent Agenda Items were approved. (All reports are located on file.)

IV. Chairman's Updates

Chairman Basu reported that Maryland is experiencing a 3.8% unemployment rate, lower than the national rate. He stated Maryland is ranked 9th in job growth, the housing market is up 5.3% and median prices are up 5.5%. He indicated the uptick in housing is attributed to first time home buyers.

V. Commerce Secretary Update

Secretary Mike Gill provided an overview of 2018 Goals in support of the positive economic development momentum occurring in the state. The goals included improved national rankings, a business location decision, solution to a transportation project, confirmation of Maryland's foothold as the cybersecurity capital, successful special events and measureable success of the new marketing campaign, improved statistics and direction for Baltimore City, and the convention center and arena, a firm plan for Excel Maryland and the state becoming ranked as one of the best states to do business. (Presentation on file.)

VI. MEDC Subcommittee Reports

a. Strategic Plan Subcommittee

Jim Brady, Chair of the Strategic Plan Subcommittee encouraged Commissioners as business owners to be engaged in the upcoming legislative session. He indicated there would be a conference call in January for those interested in becoming involved in proposed legislation.

Ms. Emily Tocknell, Assistant Director Policy, provided an update on the Department of Commerce priorities for the 2018 Legislative Session: Maryland Economic Development Assistance Authority and Fund (MEDAAF) Restructuring and Renaming to Advantage Maryland and an amendment to the Maryland Wineries, Breweries, and Distilleries Tasting Rooms laws. She also discussed concepts in development: One Maryland Simplification and Alteration, legislation to assist cybersecurity businesses (staff seeking input) and Biotechnology Investment Incentive Tax Credit and Research and Development Tax Credit. She also indicated that Governor Hogan has a planned press conference today regarding economic development measures in support the economy.

Ms. Tocknell answered questions from the Commissioners regarding paid sick leave legislation and a matrix on cybersecurity to address the needs and support for the industry.

b. Rankings and Research

Mr. Ed Coleman, Chair, Rankings and Research Subcommittee reviewed notable updates to the Scorecard – the State moved from #30 in 2016 to #25 for the 2017 CNBC Top States for Business, #26 for Forbes Best States for Business in 2017 from #31 in 2016. He then referenced the unemployment rate, job participation and population growth, emphasizing the need to increase population.

VII. University of Maryland and Greater College Park Redevelopment Update

Dr. Wallace Loh, President, University of Maryland College Park provided welcoming remarks and an overview of the University. He explained that since his arrival on campus, there has been a transformation within the University to be an integrated partner of the community. He explained three (3) important components to the transformation – safety, public school improvements and private investment. He highlighted the average grade point average for

students entering the University is 4.25% and that 20% of the students upon graduation leave the state. He emphasized the importance to reverse this brain drain and investments underway to create a more multifaceted community to encourage graduate retention.

Mr. Ken Ulman President, Margrave Strategies and Chief Strategy Officer for Economic Development, University of Maryland College Park Foundation presented an overview of a number of development projects underway in Greater College Park, the purple line mass transit route which traverses the University with five (5) stops, and State approvals along Baltimore Avenue (Route 1) that will further support improved vehicular and pedestrian traffic. He highlighted the pent up demand for new residential and a number of the projects, the new innovation and entrepreneurial center, dynamic new academic space, and the establishment of the Terrapin Development Corporation, an arm of the University of Maryland Foundation with is assisting with the partnering of private investment. He concluded by stating that the first Class A speculative building in Prince George's County in over 20 years is now underway and a critical mass is occurring which drives more private investment. (Link to video presentation: <https://www.youtube.com/watch?v=cqEsYa9g-Lk&feature=youtu.be>)

VIII. University System of Maryland and UM Ventures Update

Mr. Tom Sadowski, Vice Chancellor for Economic Development, University System of Maryland (USM) presented the USM objectives of culture of collaboration, leveraging of USM resources, talent development, strengthening entrepreneurial ecosystem and marketing the USM story. He described the practice of developing strong USM partnerships internal and externally, growing collaborations, commercialization and entrepreneurship and amplifying success. Mr. Sadowski reviewed innovation, key technology transfer indicators, business formations, start up activity, talent development and pipeline, innovation districts and examples of activities addressing the USM Strategic Plan and Goals. He closed by emphasizing the keys to unlocking USM's innovation capacity – culture, capital, talent and place. He then answered questions from Commissioners. (Presentation on file.)

Julie Lenzer, Associate Vice President for Economic Development and Co-Director, UM Ventures briefed the Commission on the strategic initiative of MPower, a collaboration of the UMCP and University of Maryland Baltimore (UMB) to identify, drive and nurture technology transfer and commercialization to unleash innovation. Ms. Lenzer described ecosystem building, start up support, campus connections, and next level tech transfer to activate fearless ideas for transformational impact. She reviewed the number of start up businesses and licenses over a five (5) year, highlighting a few of the businesses and a new collaborations. (Presentation on file.)

IX. Future Meeting Dates – 2018

Chairman Basu noted announced the 2018 meetings will be held March 2nd, May 31st, September 5th and December 6th.

X. Adjournment

There being no further business and upon motion duly made and seconded, the meeting was adjourned at 1:50 pm.