



Thursday, May 31, 2018
Guinness Open Gate Brewery and Barrel House
5001 Washington Boulevard, Halethorpe
12:00pm – 2:00pm
Minutes

Commissioners in attendance:

Anirban Basu	MEDC Chair, Sage Policy Group
Howard Blackwell Bowen	Ewing Oil Company
Scott Burger	Formerly with Pandora
Ed Coleman	CIOX Health
Annemarie Dickerson	Francis Scott Key Family Resort
Kai Hirabayshi	Caterpillar, Inc.
Manish Kothari	Sheladia Associates, Inc.
Jeannete Glose Partlow	Maryland Chemical Company
Julie Lenzer	UM Ventures
Aris Melissaratos	Stevenson University
Elizabeth Rendón-Sherman	LG-TEK
Robert Wallace	BITHGROUP Technologies
J. Blacklock Wills	The Wills Group
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
James Rzepkowski for Kelly Schulz	Department of Labor, Licensing and Regulation (DLLR)

Guests:

Oliver Gray	Guinness Open Gate Brewery and Barrel House
Al Hutchinson	Visit Baltimore
Jim Smith	City of Baltimore
John Wasilisin	TEDCO
Mike Morello	Governor's Office of Performance Improvement
Amanda Yeager	Baltimore Business Journal
Eric Bryant	Rifkin, Weiner, Livingston, LLC

Commerce Staff:

Ben Wu	Deputy Secretary/Chief Operating Officer (COO)
Julie Woepke	MEDC Executive Director

Brady Walker	Managing Director and Special Advisor
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
Liz Fitzsimmons	Managing Director, Tourism, Film and the Arts
Signe Pringle	Managing Director, Office of International Investment and Trade
Sherri Diehl	Managing Manager, Marketing and Communications
Nancy McCrea	Director of Research
Emily Tocknell	Assistant Director, Policy
Jennifer LaHatte	Policy Analyst
Jim Palma	Senior Research Manager
Morgan Green	Executive Associate

I. Call to Order

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

II. Welcome

Mr. Oliver Gray, Marketing Manager, Guinness Open Gate Brewery and Barrel House, provided welcoming comments and presented an overview of the facility. The manufacturing facility will become a tourist destination with tours, tasting room, restaurant, and special occasion events and an outdoor music venue. Due to open in August of 2018, it is expected to draw over 300,000 in the next year. He added \$80 million has been invested in construction and 250 employees will be on site at completion. Initial marketing will be to the immediate community and state, then expanding. He concluded by citing a number of community initiatives undertaken.

III. Chairman's Updates

In light of the recent severe flooding in Ellicott City, Chairman Basu noted the importance to accelerate assistance to businesses and residents affected. Commissioner Lenzer noted that the Small Business Development Center (SBDC) has been working with many of the affected businesses and many had expressed not returning to the historic downtown.

IV. Consent Agenda

Upon motion duly made and seconded, the Consent Agenda items were approved.

V. 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 last three years, the dialogue has changed, and a positive culture has been cultivated. He added the importance of building the business tax base which funds infrastructure, schools and improves quality of life.

VI. Baltimore Update

Mr. Jim Smith, Chief of Strategic Alliances with the Office of Baltimore Mayor Catherine Pugh, highlighted a number of new project announcements, groundbreakings, investments and initiatives. He announced that a major investment at Port Covington is expected soon, and that a number of substantial

retailers such as Target and several groceries are revisiting Baltimore as a result of participation in the International Council of Shopping Centers (ICSC) Annual Conference.

Mr. Smith noted that the City will benefit from the recent designations of Opportunity Zones as a part of the December 2018 Federal Tax Law which could attract significant redevelopment and investment in low income areas. He cited the new Tourism Development Zones in partnership with hotels. Mr. Smith acknowledged that the City needs to improve communication of positive news and that it struggles with media challenges. He emphasized the need to retain the Preakness Race at Pimlico Race Course which is a major tourism attraction and that the request for proposal (RFP) for market rate housing on the adjacent 60 acres in Park Heights will be released in June 2018.

Mr. Smith described an initiative to lease three (3) City parking garages to MEDCO that will net \$52 million in trust funds for the surrounding communities for loan distribution. He also noted the establishment of Neighborhood Subcabinets with Housing and Community Development as lead to engage all City Departments and non-profits. He then took questions of the Commission. When asked what the State could do for the City, Mr. Smith responded: 1) transportation investments such as the red line connector; 2) continued funding and support of demolition of vacant, dilapidated, blighted housing units – citing that the City was built for a population 1 million and currently has a population of 680,000; and 3) technology improvements for the police force and government functions. After discussion, it was concluded that improved communication was needed from the Mayor's office to residents and the business community.

VII. Visit Baltimore

Mr. Al Hutchinson, President and CEO of Visit Baltimore addressed the Commission. He focused his comments on the importance in rebuilding visitor population from adjacent counties; using sales teams located outside of Maryland; improving the Baltimore story; need for an upgraded convention center and challenges; and improved marketing and advertising. He noted that of the 84,000 hospitality employees in the state, 54,000 work in the city. (Presentation on file.)

VIII. Department of Commerce Updates

a. Tourism Film and the Arts

Ms. Liz Fitzsimmons, Managing Director, provided the latest tourism economic impact figures, citing the increase of visitors in state travel, spending, and employees in the tourism industry. She then reviewed tourism sales tax revenue and highlighted a number of notable new activities of the Department to include: 50th Anniversary of the Maryland State Arts Council; record funding from the Governor to support the arts; Tourism Development Board increased budget; Film Tax Credit Program to begin in Fiscal Year 2019; and the Maryland Fleet Week and Air Show which is scheduled for October 5-8, 2018. Ms. Fitzsimmons then previewed the new tourism video "Open for It." (Presentation on file.)

b. Maryland Marketing Partnership (MMP)

Ms. Sherri Diehl, Director of Marketing, provided an overview of the latest activities of the MMP. She highlighted that the Partnership is 36 partners strong with \$4.335 million in funding committed through 2021 and presented the 2018 media mix and samples. She gave an update on the September 12th planned Business Summit, and concluded by viewing the latest "Open for Business" video. (Presentation on file.)

c. International Investment and Trade

Ms. Signe Pringle, Managing Director, provided an update on a number of the strategic initiatives including the global consulting project, the Maryland Midlands Partnership, Maryland Quebec collaboration, and the anticipated Small Business Administration State Trade and Export Promotion (STEP) Award. The STEP award assists Maryland businesses in participating in overseas marketing activities and events. She then reviewed recent trade missions, investments and prospects. (Presentation on file.)

d. Legislative Update

Ms. Rhonda Ray, Director, Policy, Research and Government Affairs, provided an update on the 2018 Legislative Session. She reviewed the outcomes of the Administration’s legislative priorities related to Commerce which included the Promoting the extraordinary Innovation in Maryland’s Economy (PRIME) Act, CyberMaryland Act of 2018, and Small Business Relief Tax Credit. She then reviewed the status of the Department legislative priorities and the 2019 Budget. (Detailed Legislative Report is on file.)

IX. MEDC Subcommittee Reports

a. Rankings and Research

Mr. Ed Coleman, Chair, Rankings and Research Subcommittee, referenced the May Scorecard while Ms. Nancy McCrea, Director of Research at Commerce, highlighted updates. Mr. Coleman then described research conducted on behalf of the Subcommittee on Migration. He then introduced Mr. Jim Palma of the Research Team who reviewed data collected and evaluated that reflects Maryland as a major exporter of individuals between the ages of 18-21 and 55-84. He highlighted the states which Marylanders tend to move to most often – Florida, the Carolinas, and Texas. It was then explained that research continues and the Subcommittee will be performing subsequent research this summer. Members asked for the Draft Report to be distributed. (Presentation on file.)

X. Strategic Plan Progress Report

Mr. Ben Wu, Deputy Secretary and COO at Commerce, briefly reported that the revised Progress Report Draft Report Card was distributed to Commissioners and welcomed any comments and questions. He stated that the Strategic Plan Subcommittee and staff will be finalizing the Progress Report within the next month and it will be distributed this summer.

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

XII. Future Meeting Dates – September 5, 2018, December 6, 2018

XIII. Adjournment

There being no further business and upon motion duly made and seconded, the meeting was adjourned at 2:20pm.