



Meeting
Tuesday, September 13, 2016
World Trade Center, 21st Floor
401 E. Pratt Street, Baltimore, MD

Commission Members in attendance:

Anirban Basu	MEDC Chairman, Sage Policy Group
Marty Brunk	MEDC Vice-Chair, RSM
Ken Banks	Banks Contracting Company, Inc.
Howard Blackwell Bowen (call)	Ewing Oil Company, Inc.
Jim Brady	Dunbar Armored
Raymond Briscuso, Jr.	MedTech Conference Partners
Ed Coleman (call)	CIOX Health
Annemarie Dickerson	Francis Scott Key Family Resort
Martin Knott, Jr.	Knott Mechanical, Inc.
Manish Kothari	Sheladia Associates, Inc.
Julie Lenzer	Formerly Maryland Center for Entrepreneurship
Aris Melissararos	Stevenson University
Laura Neuman	Former Anne Arundel County Executive
Elizabeth Rendón-Sherman (call)	LG-TEK
Brian Rogers	T. Rowe Price
Susan Schwab	Mayer, Brown, LLP/University of Maryland
A.Nayab Siddiqui	Scientific Systems & Software International, Inc.
Brenda Smith	The Greater Cumberland Committee
Harold Stinger (call)	Stinger, Ghaffarian Technologies, Inc.
J. Blacklock Wills, Jr.	The Wills Group
Margaret Wood	WOOD Consulting Services, Inc.

Ex-Officio Members:

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

Guests:

Roy McGrath	Office of the Governor
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Roger Campos
Norm Augustine
Sally Guy
Jody Sprinkle
Brian Levine
Philip Cronin

Governor's Office of the Business Ombudsman
Formerly Lockheed Martin
Department of Legislative Services
Department of Legislative Services
Greater Baltimore Committee
Harris Jones & Malone, LLC

Commerce Staff:

Ben Wu
Brady Walker
Julie Woepke
Greg Derwart
Allison Mayer
Steve Pennington

Deputy Secretary/COO
Special Assistant to the Secretary
MEDC Executive Director
Managing Director, Administration and Technology
Managing Director, Marketing & Communication
Managing Director, Business & Industry Sector
Development
Managing Director, International Investment & Trade
Director, Office of Policy, Research & Government Affairs
Assistant Director, Policy, Research & Government Affairs
Director of Research
Executive Associate

I. Call to Order

Chairman Basu called the meeting to order, welcomed attendees and guests and introduced newest Commissioners Julie Lenzer and Dr. Margaret Wood.

II. Review and Acceptance of May 19, 2016 Minutes

Upon motion duly made and seconded, the minutes of the May 19, 2016 meeting were approved.

III. Chairman's Updates

Chairman Anirban Basu provided an overview of trends in the national and regional economies.

IV. Department of Commerce Update

Secretary Gill reported on several recent state rankings illustrating an improvement over 2015 cautioning the Commissioner that there are many rankings which remain unfavorable toward the state. He highlighted a new project – the Under Armour Distribution Center at Tradepoint Atlantic which will bring 1,000 jobs to Baltimore County. He then provided an brief overview on the status of the Strategic Plan addressing the six (6) Goals – 1) Achieve Operational Excellence; 2) Foster a Competitive Business Environment; 3) Advance Innovation & Entrepreneurship; 4) Expand Targeted Clusters; 5) Create One Maryland & Enhance Community Development; and 6) Improve Brand and Talent Attraction. (Presentation on file)

Commissioners discussed the importance of performance measures, particularly in the area customer service. Greg Dewart, Managing Director, Administration and Customer Experience described the elements of the Governor's Customer Service Initiative, planned online customer surveys and State Agencies' customer service components of strategic plans. He reported that the key Customer Service Team recently briefed with the Regulatory Reform Commission.

Continuing on the topic of the Regulatory Reform Commission, Jim Brady reported the Commission continues to meet and that four (4) Workgroups are examining the areas of Environment and Land Use; Financial Services; Occupations & Business Licensing; and Healthcare. Based on the Commission's findings, it is anticipated that reforms will be introduced in the next legislative session.

V. Maryland Economic Development & Business Climate Commission Update

Norm Augustine former CEO of Lockheed Martin and Chair of the Maryland Economic Development and Business Climate Commission addressed the members. Mr. Augustine described the bipartisan work of the Commission who produced its second report on taxes in January 2016. The Commission's first report of 2015 resulted in a number of actions impacting the role and structure of State Economic Development; Federal Government dependency; business climate; regulatory and tax structure; measurements of progress; workforce development and education and entrepreneurship. He expressed his satisfaction in the implementation of the restructuring of the Department of Commerce and the MEDC to date. He stressed the need to place emphasis on universities and translational research to bring more businesses and ideas into the marketplace.

Mr. Augustine referenced the State's many positive assets and recommended focus on becoming less reliant on the federal government, eliminate or amend regulations, improve infrastructure and reduce taxes to become more competitive. The Commission engaged in the conversation discussing the need for personal income and corporate tax reductions, competitiveness with surrounding states, education and outreach to legislators, engagements of state-wide business organizations and the role of businesses in outreach. The discussion also included the importance of start-up businesses and job growth that can be achieved from these businesses.

VI. MEDC Subcommittee Reports

Jim Brady, Chair of the Strategic Plan Subcommittee reported that the Subcommittee had met to discuss the legislative initiatives of the Strategic Plan. A meeting was then held with the Governor's Office to transmit the discussion of the Subcommittee.

Ed Coleman, Chair of the Rankings and Research Subcommittee provided an overview of the Scorecard. He noted improvement to unemployment rate, hotel/motel taxes, job growth and a reduction in venture capital investment and exports. He indicated that the State had improved its ranking from 36 to 30 in the CNBC Top States for Business 2016 List.

VII. Maryland Economic Development Corporation (MEDCO) & Maryland Technology Development Corporation (TEDCO)

MEDCO Executive Director Bob Brennan provided the Commission an overview of the Corporation and its uniqueness to hold real and personal real estate, issue revenue and tax exempt bonds and develop student housing. He highlighted a number of activities/projects financed through the Corporation which included studies and reports, One Maryland projects, Student Housing, Purple Line Light Rail and Incubators. (Presentation on file) He indicated that the annual Financial Report will be forwarded to the Commission in October.

TEDCO President and COO John Wasilisin provided background on the Corporation highlighting the focus on being a leading source in seed/early stage funding for technology transfer and development programs and entrepreneurial business assistance. He described the role of TEDCO in community support, networking, State funded programs, Federal funding programs, mentorship and education programs. (Presentation on file.) He indicated that the annual Financial Report will be forwarded to the Commission in October.

VIII. Future Meeting Date

Chairman Basu reported that the next meeting will be held in December in Annapolis.

IX. Adjournment

There being no further business and upon motion duly made and seconded, the meeting was adjourned at 2:15pm.