



March 28, 2017  
401 E. Pratt Street, 17<sup>th</sup> Floor Conference Room,  
Baltimore  
9:00am – 11:00am

**Attendees:**

**Cabinet Members:**

R. Michael Gill, Secretary, Department of Commerce, Chair  
Ben Grumbles, Secretary, Maryland Department of the Environment (MDE)  
Wendi Peters, Secretary, Maryland Department of Planning (MDP)  
Jimmy Rhee, Special Secretary, Governor's Office of Minority Affairs (GOMA)  
Ken Holt, Secretary, Maryland Department of Housing and Community Development (DHCD)

**Guests:**

Earl Lewis, Jr., Deputy Secretary for Secretary, Maryland Department of Transportation (MDOT)  
Jim Rzepkowski, Assistant Secretary, Department of Labor, Licensing and Regulation (DLLR)  
Ben Wu, Deputy Secretary/COO, Department of Commerce  
Chris Maclarion, DLLR  
Linda Gilmore, DLLR  
Steve Pennington, Department of Commerce  
Greg Derwart, Department of Commerce  
Bret Schreiber, Department of Commerce  
Karen Glenn Hood, Department of Commerce  
Julie Woepke, Department of Commerce

**I. Call to Order/Introductions of Members**

Secretary Gill called the meeting to order and welcomed members and guests.

**II. Review and approval of January 23, 2017 Minutes**

Upon motion duly made and seconded, the minutes of the January 23, 2017 meeting were approved.

### **III. Chair Update**

Secretary Gill informed the Cabinet of the upcoming Governor's Business Summit scheduled for May 18, 2017 and the importance in engaging businesses, customers and partners at this event and encouraged the purchasing of tickets. He then presented the February jobs report which ranked Maryland eighth in the nation in job growth by adding 11,500 jobs. Secretary Gill reminded the Cabinet that the jobs growth and positive economic momentum is due in part by the Cabinet's "yes" attitude and recognition that economic development is a team sport.

Secretary Gill and Karen Glenn Hood jointly briefed the Cabinet on the opportunity to utilize the Pride of Baltimore II for business development, leadership/team building retreats and networking.

### **IV. Legislative Finish Line**

Cabinet Secretaries provided summaries of the status of pending legislation impacting their agencies' missions.

### **V. Cabinet Workgroups**

#### **a. Customer Service**

Greg Derwart, Managing Director, Administration & Customer Experience, Department of Commerce provided an update on the deployment of the state-wide Customer Service Survey and constituent services coordination; the release of a Request for Proposal (RFP) for customer services training support due March 31, 2017; the implementation of the Governor's monthly Customer Service Heroes awards; upcoming customer service liaison coordination meeting and outreach from other states to share best practices.

#### **b. Workforce**

Bret Schreiber, Director, Education and Innovation, Strategic Industries and Entrepreneurship, Department of Commerce reported that Commerce continues to coordinate with DLLR to provide seamless support to the customer for workforce development needs. The Workgroup is in the final stages of launching updated web links and cross marketing of programs.

Chris Maclarion, Director of Apprenticeship and Training, Office of Workforce Development at DLLR, addressed the Cabinet. Mr. Maclarion provided an update on the \$4.8 million U.S. Department of Labor (DOL) Grant for the One Baltimore for Jobs (1B4J) Demonstration Grant. The Grant, which was borne out of the civil unrest that occurred in Baltimore in 2015, is a partnership with DOL, DLLR and the Mayor's Office of Employment Development (MOED). Under the Grant, 1,024 individuals were enrolled in training programs with 634 receiving industry-recognized training. To date, 414 participants have been placed into unsubsidized employment. He concluded by stating that the Grant has been extended through the end of the 2017 calendar year. (Presentation on file.)

### **c. Mega Projects**

Ben Wu, Deputy Secretary/COO, Department of Commerce provided a brief update on the four (4) top Mega Projects: 1) Federal Bureau of Investigation (FBI) headquarters decision has been delayed by the General Services Administration (GSA) and there is a funding shortage; 2) Port Covington will be opening its first business in April and the Master Development is ongoing; 3) Tradepoint Atlantic's Chief Executive Officer (CEO) recently retired and the search is underway for new CEO. He added that the FedEx facility will open in July of 2017 and the Under Armour E-Commerce Distribution is under construction and Commerce is in discussions with several other prospective tenants for the project. Secretary Holt updated the Cabinet on the fourth Mega Project, Project C.O.R.E., and the briefing presented to U.S. Secretary Ben Carson, Housing and Urban Development (HUD). Governor Hogan and Secretary Holt briefed Secretary Carson and a Senior White House Advisor on Project C.O.R.E., which represents not just an urban construction project but community renewal, and the SMART Buy Program. Secretary Holt and Governor Hogan requested a \$100 million commitment for demolition to support Project C.O.R.E. A tour of Baltimore City is being planned for Secretary Carson.

### **d. Transformation and Renewal**

Ben Wu, Deputy Secretary/COO, Department of Commerce reported the newly formed workgroup met recently with Robert Neall, Senior Advisor and Director of the Governor's Office of Transformation and Renewal. He stated the Workgroup focused discussion on the human resources process, mandated services and the delivery of services, potential of co-locations and cross-training of agencies and staff and elimination of redundancy. Mr. Wu reported that the Workgroup will continue to meet to explore future actions.

## **VI. Business Development Activity**

Steve Pennington, Managing Director, Business & Industry Sector Development, Department of Commerce provided an update on recent wins including the new Amazon Distribution Center in Cecil County; HMS Host headquarters retention; new NAMMO manufacturing and research and development facility; EVAPCO manufacturing expansion; and the compilation of 23 companies adding between 25-100 new jobs. He proceeded to present the progress of new and retained jobs and business development activity compared to the previous year and a review of the top 10 opportunities on the horizon. (Presentation on file.)

## **VII. Good of the Order**

Open discussion occurred among the Cabinet on the value and direction of the meetings and Workgroups, frequency of meetings, and suggested improvements. It was concluded that the Cabinet found value in the meetings, particularly as it relates to jobs and that meeting summaries should be forwarded to the Governor's Chief of Staff. Additionally, MDP offered to develop a map of the Mega Projects to include capital expenditures to allow agencies to assess input and responsibilities. The Cabinet agreed to request a presentation by Comptroller Peter Franchot at its next meeting for an overview of budget, any shortfalls, and revenue projections that would provide for a window into the State's future budget. The Cabinet was also given updates on the Maglev, Purple Line and Norfolk Southern transportation projects and the upcoming Workplace

Charging Workshops. Finally, the Cabinet was updated on the increase in industry sectors from two (2) to nine (9) for the Apprenticeship Program as a result of the Apprenticeship Innovation Fund.

**VIII. Future Meeting Dates**

May, July, September, November

**IX. Adjournment**

There being no further discussion and upon motion duly made and seconded, the meeting was adjourned at 2:45pm by Secretary Gill.