

MEDA 2009 Annual Conference

Maryland's Economic Development Forum

May 31 – June 2

*Responding to Challenging Times
Solutions for Maintaining Our Economic Base*

Hyatt Regency Chesapeake Bay

THIS AGENDA IS SUBJECT TO CHANGE

Solutions-driven economic development is the key for business retention and job growth, particularly during these turbulent times. The 2009 MEDA Annual Conference is designed to make an impact on the day-to-day jobs of the practitioner and provide business with the necessary tools to weather the storm. Hear about Maryland's competitiveness from the site selection consultants that research location decisions for businesses; Learn what the Stimulus Package really means to job creation in Maryland on State and Federal terms; Understand what is required for a successful state-wide small business response effort; Participate in a first-ever candid discussion with economic development leaders from bordering states; and Discover the impact public-private partnerships and regional efforts can have on your attraction and retention deals.

Sunday, May 31, 2009

11:00am – 2:00 pm Explore Denton!

Through the Main Street Maryland program, our towns and cities are experiencing revitalization and growth that allow us to celebrate and build upon our rich past. Designated a Main Street Maryland community in 1999, Denton, the seat of Caroline County and an Arts & Entertainment District, is steeped in history. The Maryland Department of Housing and Community Development, the Town of Denton and Denton Main Street invite you to explore downtown Denton's on-going revitalization efforts that include small business development, commercial and residential rehab and arts and culture. See how Denton is balancing the demands of new development and growth while retaining the historic rural charm that benefits both residents and visitors alike.

Location: Meet in hotel lobby to board trolley

Sponsored by: Maryland Department of Housing & Community Development

12:30 – 5:00 PM

MEDA ANNUAL GOLF TOURNAMENT (Shotgun Start)

Dress: Soft spikes and collared shirts are required, no denim pants or cutoffs.

Join a foursome or bring your own. Prizes awarded for 1st, 2nd, and 3rd place teams; individual prize for closest to pin and longest drive. Players must be registered for the conference to play golf.

Chair: John M. Wasilisin, Deputy Executive Director, Maryland TEDCO

Co-Chair: Christopher P. Moyer, Sr. Economic Development Officer

Location: Meet at clubhouse, River Marsh Golf Club

Sponsored by: Baltimore Gas & Electric Company

PenMar Development Corporation

Prince George's County Economic Development Corp.

Monday, June 1, 2009 continued

12:30 – 2:00 pm LUNCHEON PANEL

Members of Governor Martin O'Malley's cabinet will be on hand to take your questions and to share with you how the stimulus package will affect Maryland and specific programs within their agency.

Moderated by: Eliot Pfanstiehl, Director, Strathmore Hall

Speakers: Richard Eberhart Hall, Secretary, Maryland Department of Planning
Luwanda Jenkins, Special Secretary, Governor's Office of Minority Affairs
Christian Johansson, Secretary, Maryland Department of Business and Economic Development
John P. McDonough, Secretary, State of Maryland
Thomas E. Perez, Secretary, Maryland Department of Labor, Licensing & Regulation
Raymond A. Skinner, Secretary, Maryland Department of Housing & Community Development
Beverley Swaim-Staley, Deputy Secretary, Maryland Department of Transportation
Shari Wilson, Secretary, Maryland Department of the Environment

2:00 – 3:00 pm REGIONAL PARTNERSHIPS

Nothing is more important than having the right partner as you work to help existing business or prepare to attract a new one. Successful regional marketing partnerships are a vital part of Maryland. In this session we hear from both local and out of state groups that are leading the way in partnerships. Primary discussion: How to build on best practices to cooperatively and regionally survive and recover from the recession. **Moderated by:** J. Thomas Sadowski, President/CEO, Economic Alliance of Greater Baltimore

Speakers: Laura L. Gamble, Chair, Economic Alliance of Greater Baltimore/Former President, Bank of American
Herbert S. Miller, Chair, Western Development Corporation, Chair, Chesapeake Crescent Initiative
James Dinegar, President & CEO, Washington Board of Trade

3:15 – 4:00 pm SMALL BUSINESS CHALLENGES AND SOLUTIONS

Maintaining the viability of our small businesses has never been more challenging and never more important. In this session learn about the new federal, state, and local resources available to small businesses, who has the answers to guide the small business in the right direction and how to get access to capital. **Moderated by:** Charlotte Ducksworth, Small Business Development Coordinator, Prince George's County Economic Development Corporation

Speakers: Nicholas P. Lambrow, President, Chesapeake Region, M&T Bank,
Stephen D. Umberger, District Director, Baltimore District Director, U. S. Small Business Admin
Casey Willson, Retail Industry Manager, Lead Center, Small Business Development Center

5:30 – 6:30 pm RECEPTION (Dress Reminder: Business casual)

6:30 – 8:00 pm MEDA AWARDS PROGRAM BANQUET, sponsored by Miles & Stockbridge P.C.
Keynote Address: Lt. Governor Anthony G. Brown
Featured Speaker: Gary Williams, UM Terrapins Basketball Coach

8:00 – 9:00 pm SILENT AUCTION RECEPTION
Hosted by: MEDA Past Presidents

Tuesday June 2, 2009

8:00 am – MEDA REGISTRATION

8:00 am – 8:30 am PRE-FUNCTION COFFEE

8:30 – 9:45 am LEADERSHIP BREAKFAST

This corporate strategist is also a professional speaker and inspirational writer. In this capstone presentation, our enthusiastic speaker ties together the conference in an effective and entertaining style to present his step-by-step approach to leadership and management success - practical tools you can use during these difficult times to produce results.

Keynote: John T. Kennedy

10:00 – 11:00 pm STATE OF THE BORDERING STATES UPDATE

Ever wonder how other states land the deal? Led by our own Secretary of Business & Economic Development, our guests will share their practical tools for success and talk about how partnerships across borders are critical to moving forward. **Moderated by:** Eliot Pfanstiehl, Director, Strathmore Hall

Speakers: Kelley Goes, Secretary, West Virginia Department of Commerce
Christian S. Johansson, Secretary, Maryland Department of Business & Economic Development
Alan B. Levin, Director, Delaware Economic Development Office
David Smith, Deputy Secretary, Commerce and Trade, Commonwealth of Virginia

11:00 – 11:15 am BREAK

Take this opportunity to network and meet the exhibitors. Silent Auction items will be on display.
Location: Chesapeake Foyer

11:15 am – 12:00 pm CLOSING SESSION

Location: Chesapeake Ballroom

12:00 pm ADJOURN ANNUAL CONFERENCE