

Maryland's Unique Economic and Innovation Driver
Demystifying Doing Business with the Military
Sponsored By: St. Mary's County Department of Economic Development

Maryland's military installations throughout the State help to strategically position all of our private sector industries for increased growth and profit margins. While many innovations and advancements take place 'on base' in areas outside of our local jurisdictions, every community can identify opportunities to acquire these advancements and turn them into commercial applications for our companies. *The 2017 MEDA Fall Conference* is designed to address the many ways economic developers can position the companies in their region to take full advantage of these economic drivers and the variety of networking opportunities available to all businesses throughout the State of Maryland.

8:30 – 9:00 am **REGISTRATION AND CONTINENTAL BREAKFAST**

9:00 – 9:05 am **WELCOME TO ST. MARY'S COUNTY**
Thomas H. Jarboe, Vice-President, Commissioners of St. Mary's County

9:05 – 9:20 am **MEDA BUSINESS MEETING**
Governor's Proclamation for Economic Development Week – Steve Pennington, Managing Director of Business & Industry Sectors, Maryland Department of Commerce
Welcome and Secretary's Report - Daniel Thompson
Membership Report – Renee Winsky

9:20– 9:40 am **OPENING COMMENTS**
Brigadier General Mike Hayes USMC (Ret.), Director, Office of Military Affairs,
Maryland Department of Commerce, Executive Director of the Maryland Military Installation
Council and Chair of the BRAC Advisory Group

Understanding how Maryland's military installations can benefit businesses in your community – regardless of your location - is the first step to making connections for future profits. General Hayes will set the tone for the conference as he shares a close up look at the various bases throughout Maryland, identifies the key sectors for your businesses, employment impact, and the expansive role economic developers can play in their region. General Hayes will also bring us up to date on the federal facilities impact study. This is interesting information that may not be on your radar...but should be.

9:45 – 10:15 am **ALLIANCES FOR COOPERATION**

Designed to create connections and collaborations between the federal installations and individuals, businesses and organizations in Maryland. These unique organizations are focused on expanding on the initiatives taking place 'on base' to create partnerships for job creation.

Moderator: Bonnie Green, Executive Director, The Patuxent Partnership

Rear Admiral Tim Heely USN (Ret.), Executive Vice President, Southern Maryland Navy Alliance
Tim O'Ferrall, General Manager, Ft. Meade Alliance

10:15 – 10:30 am **BREAK**

10:30 – 11:30 am

LEVERAGING INSTALLATIONS AS INNOVATION DRIVERS

Amazing technologies are developed by research labs on federal sites, especially military bases, throughout the United States every day. These technologies are designed to support the warfighter as well as improve life for the general public. Many of these technologies are developed here, in Maryland, and they await further development for military and non-military application. Our local, private sector, corporations can take advantage of the opportunities available for further commercialization of these technologies. Learn how economic development can foster connections and collaborations between the two sectors.

Moderator: Christopher Wilhelm, PhD, Customer Advocate for Science and Technology Lead, Office of Research and Technology Applications (ORTA)

Ron Kaese, Director, Federal Programs, Maryland Technology Development Corporation, TEDCO

Charles Daitch, PhD, CEO and Founder, Akonni Biosystems

Tom Sanders, Managing Director and CEO, Coherent Technical Services, Inc. (CTSi)

11:35 – 12:35 pm

EFFECTIVE MILITARY DRIVERS FOR ECONOMIC DEVELOPMENT

No Base? No Problem! There are ways to connect your businesses to the bases that exist, even if you are counties away from the physical site. Here's how...

Moderator: Helga Weschke, CECD; Director, Federal Business Relations, MD Department of Commerce

Ashley Buzzeo, Managing Director at the Center for GIS, Towson University

Mary Lee Kolich, Procurement Specialist & Certified CVE Counselor, Procurement Technical Assistance Centers

Rick Decker, Executive Director, Regional Additive Manufacturing Partnership of Maryland (RAMP MD)

12:35 – 1:15 pm

LUNCH AND CLOSING KEYNOTE

Introduction: Christopher Kaselemis, Director, St. Mary's County Department of Economic Development

Leslie D. Taylor

Deputy Assistant Commander for Test and Evaluation

Executive Director, Naval Air Warfare Center Aircraft Division (NAWCAD)

Leslie Taylor shares insight into the "busiest flight test center in the world." How is naval aviation faring in this climate of increased global threats, readiness challenges and defense budget uncertainty? What is taking place at the Naval Air Warfare Center Aircraft Division (NAWCAD) to address these challenges and maintain technical superiority?

Ms. Taylor will also speak to the importance of partnering with industry and academia to assist in the commercialization of NAWCAD inventions for use in the private sector and the importance of educational partnerships for workforce development.

1:15 pm

CLOSING COMMENTS