



2019 SUMMER CONFERENCE
ECONOMIC DEVELOPMENT FINANCING TOOLS
A Tutorial for Business Assistance



The Arc at Market
555 S. Market Street, Frederick

Sponsored by:

The Business Finance Group
Leveque Intellectual Property Law, P.C.
Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO)

Our Summer Conference will focus on the nuts and bolts of core Federal, State and Local finance programs, with an emphasis on Traditional Tools, Access to Capital and Lending, Innovative Projects, Investment, and Federal Support Tools. Hear from speakers who will address the types of programs that are available and identify how they work independently and together. Attendees will learn how to determine the right program for their specific business's need and how to connect the resources available to them.

8:00am – 8:45 **NETWORKING and Continental Breakfast**

8:45 – 8:55 **WELCOME TO FREDERICK**

Michael O'Connor, Mayor, Frederick
Margaret Nusbaum, Chief of Staff, Frederick County

8:55 – 9:05 **MORNING OVERVIEW:** The efforts of all federal, state and local development finance agencies are to foster job creation and economic growth using tax-exempt and other public-private partnership finance programs. Hear about the significant role the finance industry plays in economic development and the importance of growing relationships among both industries.

Darla Garrett, Program Manager, Office of Finance, Maryland Department of Commerce

9:05 - 10:00 **STATEWIDE PANEL**

Maryland supports each stage of business development with robust business financing programs – from start-up capital access through major business relocation and expansion financing. Hear from finance specialists about their programs, including the Opportunity Zone Tax Credit administered by the U.S. Treasury. You will learn about the programs that can help businesses in your area to start, grow and prosper.

Moderator: Laurie Boyer, CECD, Economic Development Manager, Montgomery County Department of Finance

Panelists:

Tim Doyle, Program Manager, Office of Finance Programs, Maryland Department of Commerce
Matthew Heckles, Assistant Secretary, Finance, Maryland Department of Housing & Community Development
Frank Dickson, Director of Strategic Business Initiatives, Maryland Department of Housing & Community Development

10:00 – 10:15 **BREAK**

10:15 – 11:15 **STATE/LOCAL TOOLS**

Maryland's innovation ecosystem is supported by organizations who work to support the financing needs of entrepreneurs and growing enterprises. Specialists in Pre-venture and early stage funding, advancement of real estate development and bonds issuance to create contemporary financial solutions are all available through some very innovative State programs. Many of these programs can bring small and large projects to life!

Moderator: Shelly Gross-Wade, President & CEO, FSC First

Panelists:

Amy Wallace Yingling, Regional Director, Maryland Small Business Development
Steve Primosch, Vice President of Financial Services, Anne Arundel Economic Development Corporation

John Genakos, Director of Development, MD Economic Development Corporation (MEDCO)
Neil Davis, Director, Entrepreneurial Development, MD Technology Development Corporation (TEDCO)

11:20 – 12:20 **FEDERAL SUPPORT TOOLS**

Federal financing programs include the Economic Development Administration programs and the Small Business Administration's financial services that provides loan guarantees - often with better terms and extended re-payment plans. Some federal programs target the small and minority business community, focus on specific industry-sector growth or offer federal tax incentives for investment in distressed communities. Panelists will discuss these federal financing programs citing some successful case studies.

Moderator: Kelly R. Slagle, Director of Economic Development, Calvert County

Panelists:

Mitchell Harrison, Program Analyst/Coordinator, Economic Development Administration
Linda Reilly, Office of Finance Assistance, US Small Business Administration
William Atkinson, Director & ARC Manager, Appalachian Regional Commission
Steve McHenry, Executive Director, MARBIDCO

12:30 – 1:30 **LUNCHEON AND MEDA BUSINESS MEETING**

MEDA BUSINESS MEETING

Heather Gramm, CEcD, President, Approval of Minutes
Kiesha Haughton, MEDA Membership Co-Chair, Induction of New Members

KEYNOTE ADDRESS

Our keynote will provide a look at macro trends in capital markets, provide some real-life examples of how finance programs work, and share his strategies and practical advice for using the finance tools we discussed today. As a legal and strategic advisor to both leaders of Fortune 500 companies and founders of rapid growth, Andrew has an in depth understanding of the collaborative efforts of the finance community for economic development.

Andrew Sherman, Seyfarth Shaw

1:30pm Adjourn