

**2021 MEDA SPRING CONFERENCE**  
**LOOKING AHEAD: THE NEXT NORMAL**  
**Tuesday, April 27, 2021**  
**8:30a.m. – 12:00p.m.**  
**Virtual**

**Sponsored by:**

Maryland Department of Commerce  
Maryland Department of Housing and Community Development  
Scheer Partners, Inc.

Businesses and economic developers have spent much of the last year scrambling to adapt to extraordinary circumstances. While the fight against the COVID-19 pandemic is not over, with vaccine distribution under way, there is a light at the end of the tunnel. 2021 will be the year of transition. Barring any unexpected catastrophes, individuals, businesses, and society can look forward to shaping their futures rather than just grinding through the present. The next normal is going to be different. MEDA takes a look at some of the factors that economic development and business leaders should keep in mind as they prepare for the next normal.

**8:30–9:00 WELCOME MEDA ANNUAL BUSINESS MEETING**

All MEDA members are encouraged to attend as we vote in the new slate of officers.

**Year in Review:** Heather Gramm, CEcD, President

**Approval of Minutes:** Richard Griffin, CEcD, Secretary

**Treasurer's Report:** Steve Primosch, Treasurer

**Membership Report:** Ebony Stocks, Membership Co-Chair

**Election of Officers:** Kim Clark, Past President

**9:00–10:00 LOOKING AHEAD: REAL ESTATE PREDICTIONS**

The pandemic has significantly impacted the real estate sector. With a surge in the number of employees who work from home, has the demand for office space softened? At the same time, growth in e-commerce has exploded, resulting in further disruption of traditional retail business. As the post-COVID effects of the pandemic continue to challenge the real estate market, hear directly from those currently in the trenches about ways that we can prepare for what's next.

**Moderator:** Claudia Yates, Chief Operating Officer, Scheer Partners

**Panelists:**

Vince Bagli, Leasing and Portfolio Manager, Merritt Properties, LLC

Vicki Davis, Managing Partner, Urban Atlantic

Rob Ferree, President, Bowman Development Corporation

Merry Mears, Principal, NAI Coastal

**10:00-11:00    LOOKING AHEAD: GROWING DEMAND FOR WAREHOUSE SPACE**

Unlike many other segments of the economy, warehouse and distribution center development is not only withstanding the widespread economic impact of COVID-19, it's thriving. In fact, it's red hot. Companies can't find space fast enough and developers can't build distribution centers quickly enough to meet demand. Not only are retailers and third-party logistics companies increasing their distribution center footprints, but many are also shifting from a just-in-time inventory model to a just-in-case strategy as they seek to avoid the product shortages experienced throughout 2020. Hear firsthand about several distribution center projects actively under development throughout Maryland.

**Moderator:** Karen Cherry, Board Director, NAIOP

**Panelists:**

Aaron Tomarchio, Executive Vice President Corporate Affairs, Tradepoint Atlantic

Jim Lighthizer, Principal/Managing Partner, Chesapeake Real Estate Group, LLC

P. David Bramble, Managing Partner, MCB Real Estate, LLC

**11:00–12:00    KEYNOTE ADDRESS**

Jim Glassman, Managing Director and Head Economist, J. P. Morgan Chase

**Introduction By:** Doug Krinsky, Relationship Executive, J.P. Morgan Chase

During challenging economic times, government and industry leaders look to leading economists like Jim Glassman to provide key insights on current trends and views of the future. Now more than ever, the expansive research and insight that Mr. Glassman shares from his years of experience and ongoing analysis is critical to understanding the changing economy and its impact on business. Financial market outlooks, the changing world of work, and potential future economic transformations will be explored in this talk to help all of us to better prepare for The Next Normal.