



**MARYLAND
TECH COUNCIL**
ADVANCING LIFE SCIENCES AND TECHNOLOGY

**A UNIFIED
VOICE TO
CREATE
CHANGE.**



2023 POLICY PLATFORM

For more information on how to get involved, contact Michelle Ferrone at Michelle@mdtechcouncil.com or 240.243.4047

DEAR MEMBERS AND POLICYMAKERS,

The Maryland Tech Council (MTC) believes in the ability of the private sector to improve quality of life through technology and innovation. MTC is Maryland's leading technology and life sciences trade association, and works on behalf of more than 600 members to promote, connect, and advocate for companies in key industry sectors such as life sciences, biotechnology, telecommunications, advanced manufacturing, and information technology. Our vision is for Maryland to become the top innovation economy in the nation. We drive toward that goal by connecting companies, communities, and governments, combined with our relentless advocacy before policymakers at the local, state, and federal levels.

MTC had a busy and successful year in 2022. We secured nearly \$5 million in State and Federal funding for BioHub Maryland – MTC's signature initiative to grow the state's life sciences workforce. With this funding, we are working to identify current workforce gaps and to generate stronger local demand for life sciences careers. BioHub Maryland will gradually expand to include increased access to international capital for small businesses, a focus on increasing technology transfer, and providing access to flexible laboratory space for startups and for workforce training. Also in 2022, MTC launched three new regional chapters representing the Baltimore region, Prince George's County, and the Chesapeake Bay region, respectively. These chapters are designed to serve the unique needs of our growing technology and life science industries in these three critical innovation hubs in our state. Finally, I am honored and humbled to have taken over the role of

CEO of MTC after the greatly successful and productive tenure of Marty Rosendale over the last four years. I know all will join me in thanking Marty for his leadership in moving us forward during a critical time for our members.

MTC is looking to build on our momentum and progress in 2023. This coming year will bring much change as Maryland welcomes a new gubernatorial administration and new members and leadership changes in the Maryland General Assembly. Rest assured, MTC will connect with new leadership on behalf of our companies and continue to communicate the enormously beneficial impact our member companies have in the State and across the globe. We will continue our work to position Maryland as the pre-eminent location for technology and innovation in the United States. Specifically, we will continue to accelerate our sharp focus on policies, programs, and initiatives that bolster our innovation economy, ensure Maryland's competitiveness, and that enhance our workforce pipeline.

Sincerely,



Kelly Schulz

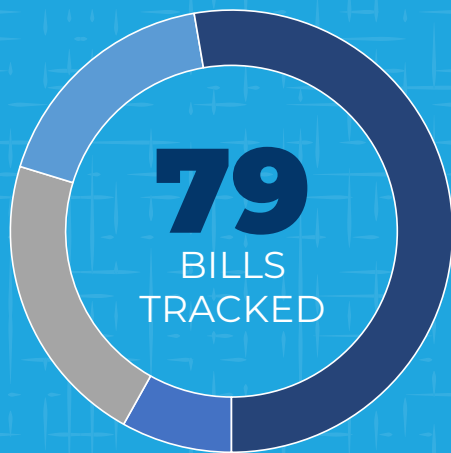
Chief Executive Officer, Maryland Tech Council

LEGISLATIVE COALITION



2022 ADVOCACY OVERVIEW

MTC had a successful 2022 legislative session, aggressively advocating for legislation and policies to protect Maryland jobs and preserve the innovation economy on several fronts, including:



- **8 LIFE SCIENCES**
- **15 TECHNOLOGY**
- **14 TAXES**
- **42 ADDITIONAL BILLS**
Economic Development, Workforce Development, Diversity, Equity, and Inclusion, and Other Relevant Issues to Our Members

INTELLECTUAL PROPERTY

MTC advocates for policy solutions that protect future investments in innovative solutions and developments. MTC advised Maryland federal legislators against supporting the World Trade Organization (WTO)'s proposal to issue a temporary IP waiver for technologies and medications related to COVID-19, called a Trade-Related Aspects of Intellectual Property Rights (TRIPS) waiver. Strong intellectual property protections enable Maryland companies to eventually recoup their huge upfront costs and earn returns that can be put back into future research and development projects. Ultimately, the WTO decided to support the TRIPS proposal. MTC will continue to monitor the development of IP proposals.

DRUG PRICING

MTC continued to protect patients across the state by ensuring they can access and afford the innovative health solutions they deserve. MTC engaged with lawmakers at the state and federal level in order to curb harmful policy proposals that would jeopardize future investments in critical innovation, including Medicare drug price negotiation. Protecting Maryland's ability to deliver lifesaving cures to patients across the state remains a top priority.

ECONOMIC DEVELOPMENT

MTC remains committed to supporting policies that will foster economic growth and development. MTC supported – and the legislature passed – several bills that increase the growth of statewide manufacturing and encourage development in rural areas. In particular, House Bill 478 amended current Enterprise Zone Program provisions and intends to attract, retain, and encourage commercial development in economically distressed areas of the state by incentivizing capital investment and job creation through real property and income tax credits.

MAINTAINING MOMENTUM

1

CONTINUOUS ADVOCATE ENGAGEMENT AND LEGISLATOR EDUCATION

The Maryland Legislature is responsive to efforts to educate lawmakers about the overwhelming benefits of the life sciences and technology industries as well as the innovation economy. MTC will work with advocates to continue sharing this message.

2

TURNING MTC MEMBERS INTO LIFE SCIENCES AMBASSADORS

MTC's best advocates are the life sciences members committed to developing world-class patient solutions in Maryland. MTC will educate members about the importance of advocacy and equip them to be effective life sciences champions.

3

ELEVATING THE UNIQUE, AUTHORITATIVE VOICE OF MTC

MTC has a unique voice as both an innovative leader and a patient advocate. MTC will continue to establish its reputation as a thought leader in championing the contributions of the life sciences and technology industries.

TOP PRIORITIES

PRESERVING ACCESS TO INNOVATION

Maryland is a leader in innovation, research, and development for lifesaving medications, critical cybersecurity, and advanced manufacturing. MTC is committed to supporting policy solutions that protect Maryland's ability to create solutions to the great medical and societal challenges of our time and ensure Maryland's residents can access them.

STIMULATING THE WORKFORCE PIPELINE

MTC will advocate for increased and ongoing support for BioHub Maryland – our signature life sciences workforce development initiative. MTC will also support policies that increase local workforce development programs, and any initiatives to increase resources for businesses, universities, community colleges, and other academic institutions to promote curriculums, internships, and apprenticeships that deliver trained and talented workers to our members.

BOLSTERING DIGITAL INFRASTRUCTURE

The COVID-19 pandemic led to a digital revolution as we experienced an explosion in remote workforce management and virtual engagements and experiences across our daily lives. MTC will continue to advocate for Maryland to have the necessary technology infrastructure to provide high-speed internet and technology services for all residents, with a particular focus in increasing 5G deployment and broadband expansion.

BOOSTING LOCAL COMPETITION & ACCESS TO CAPITAL

Ensuring a competitive local business landscape remains a top priority for MTC. We are committed to supporting legislation that enhances local businesses across the state, protects access to capital, and supports investment in innovative companies, including various tax credit incentives.

STRENGTHENING DATA PRIVACY

MTC strongly supports policies that protect data privacy and do not unintentionally weaken consumer privacy, increase security threats, raise costs, or introduce operational problems that may lead to confusion and frustration for consumers or businesses.

ABOUT THE MARYLAND TECH COUNCIL

We are a collaborative community that is actively engaged in building strong life sciences and technology industries by supporting the efforts of our individual members. We are the largest life sciences and technology trade association in the state of Maryland and we provide value by giving members a forum to learn, share, and connect.

Members of MTC are provided with educational programming taught by industry leaders with a focus on key topics, advocacy at the state and federal levels, and a variety of opportunities to participate in both large and small events. Members also have access to our Cost Savings Program where they can choose from our list of reputable companies that provide discounts for business services.

MTC is also able to serve the life sciences and technology communities with assets like the Maryland Health Care Product Development Corporation (MHCPDC). MHCPDC's goal is to stimulate growth of the biomedical industry in the state through "early stage" investment with promising Maryland biomedical and medical technology companies.

OUR MISSION

At MTC, we believe in saving lives, securing our nation and improving the quality of life through innovation. We support our member companies who are driving innovation through advocacy, education, workforce development, cost savings, and connecting entrepreneurial minds.

OUR VISION

The vision for MTC is to propel Maryland to become the number one innovation economy for life sciences and technology in the country.

THE VALUE

MTC brings the region's community together into a single, united organization that empowers our members to achieve their business goals through advocacy, networking, and education.



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