

Maryland Tech Council
Policy Platform

**A Unified Voice
to Create Change**



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

Dear Members And Policymakers,

The Maryland Tech Council (MTC) is driven by a core principle: innovation has the power to improve the quality of life for all Marylanders. As Maryland's leading technology and life sciences trade association, we work every day to promote, connect and advocate for the hundreds of companies that are building the next generation of advanced therapies, digital infrastructure, and transformative technologies.

Over the past year, our team has worked tirelessly to connect with innovators, both those already here and those hoping to call Maryland their home soon. Based on these conversations, we have developed a policy platform that reflects the experiences and perspectives of those at the leading edge of the innovation economy in Maryland. It is informed by what we hear in labs and on manufacturing floors, inside data centers and at Maryland's universities, and from entrepreneurs, investors, and industry leaders. Our goal is that this platform can serve as a valuable guide for policymakers who are weighing difficult decisions and members who are seeking to engage with the legislative process.

Maryland is at an important moment. Advances in life sciences, cybersecurity, quantum, artificial intelligence, advanced manufacturing, and digital infrastructure are creating extraordinary opportunities. Whether Maryland captures those opportunities depends on policy choices that support responsible innovation, encourage investment and risk-taking, build and modernize infrastructure, and develop the workforce and research talent that our innovation economy requires.

I encourage you to give due consideration to this platform and the immense potential in Maryland.

Thank you for your continued partnership and for all that you do to support life sciences and technology in Maryland.

Sincerely,



Kelly Schulz
CEO, Maryland Tech Council

MTC Legislative Coalition



Energy Affordability and Abundance in Maryland

Maryland's lighthouse industries rely on a robust supply of energy to power laboratories, manufacturing facilities, and data centers. MTC supports policies that enable the development and deployment of next-generation energy technology, supporting greater grid capacity and more new generation in the state. MTC believes that the goal of providing the electrons needed to support advanced industries can be achieved while also meeting our state's ambitious climate targets. By tapping into all available avenues of supply, Maryland can keep energy affordable for residential consumers and businesses alike. To achieve this, the state should enact reforms that improve access to interconnection and align state permitting timelines with the realities of private investment. A predictable and transparent energy policy framework will signal that Maryland is open for business to companies that require energy-intensive operations.

Enabling Responsible AI Usage

Artificial intelligence has begun to radically change the ways that businesses, governments, and everyday people interact with the digital world. Many of the recent breakthroughs behind new life-saving drugs and groundbreaking technologies became possible with the assistance of cutting-edge AI tools. AI has immense potential to improve efficiency and support the work of Marylanders in both the private and public sectors. Maryland can capture that potential by regulating the harmful uses of AI rather than the technology itself. MTC supports a risk-based approach that targets demonstrated harms in high-stakes applications and builds on existing consumer protection and civil rights law rather than layering a parallel regime on top of it. Broad developer mandates and duplicative impact assessments fall hardest on the startups that make up most of Maryland's AI ecosystem. The state should align any new requirements with established frameworks and lead by example through thoughtful adoption of AI tools across state agencies.

Building a Beacon for Advanced Industry

Maryland needs to set itself apart from its regional competitors as a world-class environment to establish and grow a business. The state's budget challenges are a direct result of declining private-sector growth and employment, especially in the technology and life sciences industries. Maryland's "tech tax" on vital services has dramatically increased the cost of research, production, and basic operations for firms across the state, contributing to the current stagnation. MTC supports repealing the "tech tax" to put Maryland on a competitive footing in the race to attract cutting-edge industries, along with the jobs and revenue they provide for the state. MTC will also strongly oppose any new proposals that seek to expand the existing tax or regulatory burden on the life sciences and technology sectors, as we cannot afford to further harm Maryland's standing as a viable home for innovation.

Sustained Investment in Local Innovation

Investment in the institutions and startups that represent the emerging homegrown innovation economy is critical, now more than ever. As leaders are faced with difficult budget decisions, sustained targeted investments through Maryland's existing funding ecosystem will deliver substantial returns for the state in the long term, both in revenue and job creation. Critical lifelines, such as the Build Our Future grant, the Talent Innovation Fund, and other grant programs aimed at improving Maryland's workforce and start-up climate, should remain intact. Maryland should also continue to support fundamental research in life sciences and technology at our state's universities, as well as specialized workforce development programs across our education system. Continuing these programs will help ensure that Maryland remains on the cutting edge of new developments in technology and life sciences.

Protecting Patient Access to Cures

MTC opposes the implementation of Upper Payment Limits (UPLs) on pharmaceuticals, as they have not been shown to lower out-of-pocket costs for patients. Price controls threaten the private investment needed to develop new cures while failing to address the root causes of high drug prices. Additionally, a recent federal court decision has called into question the legal authority for UPLs initiated by a Prescription Drug Affordability Board. MTC urges policymakers to reject UPLs and instead focus on regulating Pharmacy Benefit Managers (PBMs) to ensure that negotiated rebates are passed directly to patients. Maryland should seek solutions that promote value-based care and preserve the incentives that have made our state a national leader in life sciences. MTC stands ready to work with policymakers and patient advocates on approaches that reduce costs at the pharmacy counter without undermining access to current or future treatment.

Building the Next Generation of Digital Infrastructure

As the capability of computing continues to advance, technology and life sciences firms are increasingly reliant on physical computing infrastructure to support their operations. Enabling responsible data center development in the state will act as a foundation for additional growth in Maryland's innovation economy. Data center investment will drive gains in both tax revenue and employment, just as it has in neighboring states. To maintain Maryland's climate of innovation, MTC opposes wholesale moratoria or bans on development in favor of measures that allow well-planned projects with demonstrated economic benefits to locate in the state. By establishing expectations for data center development rather than closing the door altogether, Maryland can set a gold standard for how to attract smart investment that complement growth in the many industries that rely on data centers.

Maryland Tech Council Members Driving Innovation Across the State

We are a collaborative community that is actively engaged in building strong technology and life sciences industries by supporting the efforts of our individual members. We are the largest technology and life sciences 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 national 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. We offer an array of benefits that have been chosen to help your business grow.

800+
Members

- Life Sciences
- Technology
- Solution Providers
- Affiliates
- Government Institutions
- Academic Institutions



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