

# **BUSINESS TAX CREDIT SEMINAR**

*December 8, 2009*

*bwtech@UMBC*

## **AGENDA**

8:20 – 8:55 am

### **CONTINENTAL BREAKFAST**

8:55 – 9:00 am **WELCOME**

Pamela J. Ruff, Executive Director  
Maryland Economic Development Association (MEDA)

**MODERATOR/FACILITATOR:** D. Gregory Cole, Finance Director  
Maryland Department of Business and Economic Development

9:00 – 9:15 am **INTRODUCTION – WHY TAX CREDITS?**

David S. Iannucci, Executive Director  
Baltimore County Department of Economic Development

9:15 – 10:15 am

### **AGENCY DISCUSSION**

Do you know and understand the tax credits that should be in your economic development toolbox? This panel State Agency experts will identify the credits and provide an overview of how they work.

Mark A. Vulcan, Esq., CPA, Director, Tax Incentives  
Maryland Department of Business and Economic Development

Andy Moser, Assistant Secretary  
Maryland Department of Labor, Licensing and Regulation  
Division of Workforce Development

J. Rodney Little, Director of the Maryland Historical Trust and State  
Historic Preservation Office  
Maryland Department of Planning

Amy E. Seitz, Director, Community Access & Partnership  
Maryland Department of Housing and Community Development  
Division of Neighborhood Revitalization

10:15 – 10:30 am

### **BREAK**

10:30 – 11:00 am      **COMPTROLLER’S OFFICE - PITFALLS & MISUNDERSTANDINGS**

What happens to a company’s application for tax credits after they have located or expanded in Maryland? How is their application processed? And what are the most common errors made by applicants?

Wallace A. Eddleman, Esq., CPA, Assistant Director - Legal  
Comptroller of Maryland, Revenue Administration Division

11:00 – 11:45 am      **CLEAN AND GREEN**

This panel will focus on tax credits for energy efficiency, renewable energy, and sustainability. You’ll hear about state and federal credits in this area and learn about the resources available for assisting your business with accessing these credits.

Christopher A. Davis, Esq., Associate  
Miles & Stockbridge P.C.

Geri Nicholson, President  
Sage Energy Consulting, LLC

11:45 – 1:00 pm      **WORKING LUNCH**

**HOW COUNTIES AND CITIES CREATE JOBS USING TAX CREDIT**

Local economic development partners have some innovative revitalization and attraction efforts and you can learn how to apply them to your area?

Timothy R. Troxell, CEcD, Executive Director  
Hagerstown-Washington County Economic Development

Commission

Kathy Maher, Director of Planning for the City of Hagerstown -  
Partners in Economic Progress (PEP)

Richard G. Griffin, AICP, CEcD, Director  
City of Frederick Economic Development

1:00 – 2:00 pm

**CONSULTANTS PANEL/MARYLAND COMPARISONS**

Site selection consultants are working with companies, states, and local communities to find the perfect fit for a business. Our consultants will address how the tax credits in Maryland have impacted economic development in the state, how they stack up against other states, and who does it best. There will be a discussion of Federal Tax Credits as well.

Thomas T. Dubel, Jr., CPA, Senior Manager  
Stout Causey & Horning, PA – State & Local Tax

Steven K. Bamford, Senior Manager  
Ernst & Young LLP  
State and Local Tax – Business Incentives & Credits