



News from Regional Manufacturing Institute!

Dear Drew,

Governor O'Malley met with the [Regional Manufacturing Institute's \(RMI\)](#) leadership at the Governor's Mansion recently to hear RMI's ideas to help expand manufacturing and increase job creation in Maryland. "We met with the Governor to discuss ways to create job growth by expanding and attracting manufacturing business." said Dr. Michael Galiazzo, President of RMI.

Senator Kathy Klausmeier and Senator Norman Stone joined, Dr. Galiazzo, [Drew Greenblatt, Chairman of RMI](#) and President of [Marlin Steel Wire](#) and Susan Ganz, Vice Chairman of RMI and President of Lion Brothers at the meeting with the Governor.

"Maryland has a unique opportunity to seize the moment and marshal our resources in such a way that we can create a renaissance in Maryland-based manufacturing,"

Senator Kathy Klausmeier

L-R Dr. Mike Galiazzo, Susan Ganz, Governor O'Malley, Drew Greenblatt Senator Kathy Klausmeier, Senator Norman Stone



RMI recently entered into a cooperative agreement with the University of Maryland's [Maryland Technology Enterprise Institute \(Mtech\)](#) (see [Mtech info below](#)) and the National Institutes of Standards and Technology (NIST) in creating the Maryland Manufacturing Partnership, a new public-private initiative aimed at helping to streamline resources and develop hands-on tools to aid Maryland-based manufacturers. Governor O'Malley endorsed the Maryland Manufacturing Partnership and was highly supportive of helping Maryland benefit from this NIST initiative, aimed at Maryland becoming a national showcase for the future of American manufacturing. " I'm on board with this," said O'Malley, who indicated he would call the director of NIST to request increased funding for Maryland manufacturers who want to modernized their operations and business strategies The Governor was also very supportive of RMI's green movement. For the past three years, RMI has galvanized the manufacturing community on the value of adopting sustainability practices to not only save on costs, but to produce earth- friendly products in an earth-friendly way. "We were very happy with the Governor's response," said Dr. Galiazzo. "The Governor said that he "gets it" and I believe

we can depend on his support to help us champion this effort," he said. Governor O'Malley was highly supportive of helping Maryland benefit from this NIST initiative, aimed at Maryland becoming a national showcase for the future of American manufacturing.

It is often not well appreciated that manufacturing provides the impetus for innovation and provides a vital role in American's global competitive position. "Maryland has a unique opportunity to seize the moment and marshal our resources in such a way that we can create a renaissance in Maryland-based manufacturing," said Maryland Senator Kathy Klausmeier, a strong advocate of Maryland manufacturing. Today's manufacturing is very high tech and the U.S. needs to constantly stay at the cutting edge of the value chain to ensure America's competitive edge. "This new initiative gives us the tools and platform to engage manufacturers as never before," said Drew Greenblatt, Chairman of the Regional Manufacturing Institute and President of [Marlin Steel Wire](#) from Baltimore Maryland. The RMI suggested to the Governor several other ideas to spur job growth in manufacturing jobs including:

- **Reducing Red Tape so projects hobbled by slow state permitting can be launched faster**
- **Promoting Good Banks that are lending money to small businesses and factories and award them monthly with a "Hall of Fame" lending award.**
- **Increasing exports by spurring foreign translation websites for all factories in Maryland and pushing for trade show cooperation.**
- **Suspending the Unemployment tax so new employees are easier to hire and existing employees are cheaper to retain.**

Greenblatt described these activities to the Governor as quick ways to get thousands of manufacturing jobs back to our state, "growing manufacturing jobs is critical because they pay well and have superb benefits like health insurance and 401k plans."

Suzy Ganz Vice Chairperson of RMI and President of Lion Brothers told the Governor "our employees are like family" and "we have to do things now to grow manufacturing in our state." Maryland has the top educated workforce in the country and a tremendous federal laboratory resource base. "This initiative will help us connect the dots from the research labs to commercialize emerging technologies and help Maryland manufacturers benefit. We will take Mtech's services as well as those resources from local, state and national government directly to the manufacturing community and provide hands-on help to get them over the hump," said Galiazzo.

RMI Website

www.whatsnextrmi.com

Mtech events, programs and services



View this newsletter [online](#).

Mtech News, Opportunities and Events

February 26, 2010

News

- **Entries are Due Sunday for the [University of Maryland \\$75K Business Plan Competition](#).** Drive Your Innovation, Launch a Venture and **Win Money** (for Your Company)! Enter With Just a 3-4 Page Executive Summary
- Tseai Energy Unlimited Solidifies Plans for Pilot Biofuel Plant in Sierra Leone



Video: Tseai Energy Unlimited's team, including Trevor Young, a Hillman Entrepreneurs Program student, and Nnenna Nwosu, an alumnus of the University of Maryland's department of agricultural and resource economics, [talk about their company](#).

Opportunities

- Go Green in 2010 with an Environmental Management System
- MIPS Funds for Technology Product R&D
- Free Legal Services on Intellectual Property and Related Matters for Entrepreneurs and Emerging Tech Companies
- Chesapeake Bay Seed Capital Fund: Financing Available for Qualifying Green Companies

Upcoming Mtech Events

- **March 9:** Free, Open Entrepreneur Office Hours for University of Maryland Students, Faculty and Staff, and Regional Entrepreneurs with Tech-Based Startups or Ideas
- **March 26:** Executive Education Course: Marketing in Technology-Driven Industries

Partner and Other Events

- **February 29:** Young Entrepreneurs' Academy

- **March 2:** Sales VPs Tell All on How Their Companies Continue to Bring In Business
- **March 3:** Tech Executive Media Relations
- **March 5:** Pitch Dingman
- **March 5:** Titans Series Featuring Enrique Salem, President and CEO, Symantec Corporation
- **March 9:** CyberMaryland Forum
- **March 10:** How to Write a Business Plan - Focus on the Market Research and Marketing Sections
- **March 11:** Startup Lab: Growing Through Buyers
- **March 11:** Maryland International Business Leadership Awards
- **March 12:** TEDCO Funding Briefing
- **March 23:** Startup Lab: Entrepreneurship Through Licensing
- **March 25:** 5th Annual Maryland Bioscience Awards
- **April 29:** Multinational Development of Women in Technologys (MDWIT) Annual Conference

Mtech venture programs' valued 2009-2010 sponsors are [Fish & Richardson P.C.](#) and [Nixon Peabody LLP.](#)

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News

Entries are Due Sunday for the [University of Maryland \\$75K Business Plan Competition](#). Drive Your Innovation, Launch a Venture and Win Money (for Your Company)! Enter with Just a 3-4 Page Executive Summary

Have you thought about starting a company based upon your idea or invention? Take the first step--enter the University of Maryland \$75K Business Plan competition. DRIVE your innovation by starting a company. LAUNCH your venture towards success with the prestige and credibility that comes from winning a major competition. WIN thousands in cash prizes to invest in your company.

Finalists receive personal coaching and expert feedback. Winners are eligible for a free year in the [TERP Startup Lab](#).

The Tenth Annual University of Maryland \$75K Business Plan Competition promotes the commercialization of innovative ideas and university-created technologies by offering faculty and students prizes for the best new venture plans.

Previous winners include five multi-million ventures; two of those were named as some of the 500 fastest growing private companies in America by Inc. Magazine in 2009. The competition emphasizes learning through coaching and

the experience of presenting ideas to an expert panel of judges.

[Visit the UM \\$75K Business Plan Competition Web site](#) to learn how to enter.

Tseai Energy Unlimited Solidifies Plans for Pilot Biofuel Plant in Sierra Leone

[Tseai Energy Unlimited](#), an early-stage company that develops biofuel-generating agricultural processing plants to bring electricity to underdeveloped countries and boost their economies, announced that its team is traveling to Sierra Leone to lay the foundation for its first pilot program.

TEU installs small-scale agricultural processing plants that take full advantage of abundant local crops, employ local farmers and make commercial products in underdeveloped communities. The company adds biomass digesters to the plants, which convert leftover agricultural waste into biogas. That biogas is then used to produce electricity for locally built schools.

The College Park, Md.-based company, founded in 2009 by Trevor Young, a student in Mtech's Hillman Entrepreneurs Program, plans to launch its first plant in the town of Mile 18 in Sierra Leone. The plant will process palm fruit, which is abundant in the region, into palm oil. Waste generated while making the palm oil is converted into biogas, which generates electricity. [Press release»](#)

Opportunities

Go Green in 2010 with an Environmental Management System

Environmental Management Systems (EMS) help organizations identify and manage their environmental impacts. Through free EMS trainings offered by the Maryland Department of the Environment (MDE) and Mtech's University of Maryland Manufacturing Assistance Program, companies can implement EMSs and prepare, if they choose, for ISO 14001 certification. This free, state-supported, six-month program assists manufacturing organizations in implementing an EMS through four one-day workshops, spaced six weeks apart, followed by specific work assignments and supported by field implementation assistance. Program participants are offered technical assistance on implementation of cost-saving pollution prevention technologies. Forty-seven Maryland companies have participated in the program since 2001. These facilities have implemented EMSs that are reducing their environmental impacts and saving them money. **The next EMS group training begins March 24.** Reserve your spot today! Call or e-mail Laura Armstrong at 410-537-4119, larmstrong@mde.state.md.us, or Paul Gietka at 410-706-3445, pgietka@umd.edu.

MIPS Funds for Technology Product R&D

Mtech's Maryland Industrial Partnerships (MIPS) program provides research funding, matched by participating companies, for university-based research projects that help companies develop new products.

Benefits to Maryland companies include:

- cost-effective research through university collaboration;
- access to expert university faculty, students, state-of-the-art facilities, laboratories and equipment;
- efficient transfer of technology from university to companies; and
- the opportunity to work with students--potential future hires.

Benefits to Maryland faculty include:

- research leads directly to new product development;
- potential for published papers and improved university facilities;
- students gain valuable experience working on commercial technologies; and
- rapid proposal evaluations.

[Read more and learn how to apply!](#)

Free Legal Services on Intellectual Property and Related Matters for Entrepreneurs and Emerging Tech Companies

The Maryland Intellectual Property Legal Resource Center (MIPLRC), which offers free legal services on intellectual property and related matters to entrepreneurs and emerging technology companies and explores relevant legal, ethical and policy issues in the high technology and intellectual property areas, is now at the university and Mtech. MIPLRCs legal services are **available at no charge to university faculty and students**, as well as to regional entrepreneurs and startup companies. The MIPLRC is part of the University of Maryland School of Law. For more information, visit www.mtech.umd.edu/miplrc/.

Chesapeake Bay Seed Capital Fund: Financing Available for Qualifying Green Companies

If your company or technology could improve air or water quality around the Chesapeake Bay area, consider applying for investment from the Chesapeake Bay Seed Capital Fund. Supported by the Maryland Department of Natural Resources and administered by Mtech, the fund will invest \$250,000 annually over a three-year period into Maryland-based startup companies with innovative technologies that may help improve air and water quality in the Chesapeake Bay area. Fund recipients are jointly selected by Mtech and the Maryland Department of Natural Resources. [More»](#)

Upcoming Mtech Events

with tech-based startups or ideas get advice on how to:

- build and finance a startup company
- develop and protect intellectual property
- navigate the technology transfer process
- refine your business strategy for rapid growth
- tap into other entrepreneurial resources

Representatives from the following organizations and groups are typically on hand to speak with you one-on-one regarding any questions you might have about starting a company:

- [Mtech VentureAccelerator Program](#)
- [Mtech Technology Advancement Program](#)
- [Office of Technology Commercialization](#)
- [Dingman Center for Entrepreneurship](#)
- [Maryland Intellectual Property Legal Resource Center](#)
- [Maryland Biotechnology Center](#)
- Experienced Entrepreneurs
- Representatives from the following investment and grant organizations are also often on campus to participate in Entrepreneur Office Hours or other Mtech events for new ventures: [RedShift Ventures](#), [CNF Investment](#), [New Markets Growth Fund](#), [Amplifier Venture Partners, LP](#), [Novak Biddle Venture Partners](#), [HIG Ventures](#), [LLC](#), [Grotech](#), [Maryland Venture Fund](#), and [TEDCO](#).

Location: Room 1103, Technology Advancement Program building

Read more and register at: www.eoh.umd.edu

March 26: Executive Education Course: Marketing in Technology-Driven Industries

Faculty: [Judy Frels, Ph.D.](#)

Getting your product out to your customers and effectively communicating its benefits is only part of the challenge of marketing. Choosing the right group of customers to approach first, ensuring those customers will be delighted with your offering and formulating a plan of attack for follow-on waves of customer acceptance are key to the long-term success of your venture. You'll leave this module with a step-by-step approach for each of those phases as well as a strong elevator pitch. You will also gain a deeper understanding of why branding matters in the high-tech arena. In this module, you'll learn:

- About the psychology and motivations behind early, mid and late adopters and how each group reacts to innovations
- How to uncover the segments of customers who need your innovation most
- How to craft an elevator pitch that will guide your product development plans and marketing strategy, and help communicate the benefits of your innovation to investors
- The importance of developing a complete working solution to win over skeptical adopters

- Why branding matters--more than ever--in the marketplace of innovations and technology

This course can be applied towards the Certificate in Innovation Management. Register for the course and read more about the Certificate in Innovation Management Program at: www.innovation.umd.edu.

Partner and Other Events

February 29, 8:30 a.m.-noon: Young Entrepreneurs' Academy

The Young Entrepreneurs Academy is an annual event bringing aspiring entrepreneurs together to learn practical business skills and apply the entrepreneurial spirit in pursuit of their career goals. Offering a blend of keynote presentations and workshops, participants gain first-hand advice and insights from seasoned entrepreneurs. This event focuses on teaching budding entrepreneurs the key business skills and strategies that are critical for successful business development. Guest speakers also offer insights on their own ventures and the "lessons learned" from their experiences. Participants are given the opportunity to network with successful entrepreneurs as well as work with their peers to explore opportunities for future ventures.

Location: George Mason Fairfax Campus, Johnson Center

More information: [event Web page](#)

March 2, 8-9:30 a.m.: Sales VPs Tell All on How Their Companies Continue to Bring In Business

The sales vice presidents on this remarkable panel will share what is making their sales teams win business and blow out their numbers. Made up of sales veterans who know what it takes to identify and close business, this panel of true Rainmakers will provide valuable insights on what works and what doesn't in the sales arena.

Location: Northrop Grumman, 7575 Colshire Dr., McLean, VA

More information: [NVTC event page](#)

March 3, 1-5 p.m.: Tech Executive Media Relations

Your reputation demands effective Tech Executive Media Relations. Get it wrong and watch your reputation, trust quotient and business suffer. A recent report indicates Americans trust in companies and celebrities is at an all time low and dropping. The same study shows that consumers will go out of their way to purchase products and services from those they trust, they'll refer those companies and they'll pay more. Effective media relations play a vital role in maintaining and enhancing your reputation especially in a crisis. Learn from two of the best in Tech Executive Media Relations training. Retired Vice Admiral John Stufflebeem and Stuart McNish bring you insight from both sides of the camera.

Location: TCM Offices, 9713 Key West Avenue Suite 100, Rockville, MD 20850

More information: [TCM events page](#)

March 5, 11 a.m.-1 p.m.: Pitch Dingman

Do you have a good idea for a venture but need some help from the experts to transform it into a thriving business? Pitch Dingman is a great program for UMD students who want to explore the opportunity to own and operate their own business. The first three Fridays of the month, between 11 a.m. and 1 p.m., the Dingman Center team makes its professional investment staff and Entrepreneurs in Residence available to hear and evaluate new business ideas. Students give a short (3-5 minute) "pitch" or a persuasive overview of their idea and we provide actionable feedback based upon The Dingman Process. On the last Friday of the month, students can compete for \$2,500 in start-up funding at the Pitch Dingman Competition. If you're interested, bring your "A" game and a polished pitch. Not ready to compete? Attend one of the competitions to see how other students do it.

Location: 3570 Van Munching Hall (Smith School of Business)

Sign up: PitchDingman@rhsmith.umd.edu

March 5, noon-1:15 p.m.: Titans Series Featuring Enrique Salem, President and CEO, Symantec Corporation

As the amount of information created and shared each year increases dramatically, securing and managing this data becomes a more complex challenge for today's businesses and consumers. With escalating cyber attacks, malware targeting end users and digital devices, and more and more data being stored in the cloud, are traditional security approaches enough to protect against today's threats? Join NVTC for a special Titans Luncheon Event with Enrique Salem, President and CEO of Symantec Corporation, a global leader in providing security, storage and systems management solutions to help consumers and organizations secure and manage their information-driven world. In his speech, Salem will discuss trends in storage and systems management, strategies for protecting business and consumer information, and the public policy implications of today's cyber security challenges. This is a must-attend event for anyone concerned about cyber security or information management!

Location: The Ritz-Carlton, Tysons Corner, 1700 Tysons Blvd., McLean, VA

More information: [NVTC event page](#)

March 9, 8:30-11 a.m.: CyberMaryland Forum

Understanding that the conversation about cyber security needs to continue among all stakeholders, the Tech Council of Maryland is launching a CyberMaryland Forum open to anyone with an interest in the cyber security industry. The CyberMaryland Forum is a bi-monthly roundtable discussion to continue the conversation started at TCMs Business of Cyber Security Conference and will help promote Maryland as the Epicenter for Information Security and Innovation. It is sponsored by the law firm of Morrison and Foerster.

Location: Tech Council of Maryland Offices, 9713 Key West Avenue Suite 100, Rockville, MD 20850

More information: [TCM events page](#)

March 10, 9 a.m.-noon: How to Write a Business Plan - Focus on the Market Research and Marketing Sections

Instructor: Susan Prince, President, Cadence Marketing

Location: Rockville Library, 21 Maryland Avenue, Rockville

More information: [event page](#)

March 11, 6:30-9 p.m.: Startup Lab: Growing Through Buyers

This event is focused on "growing through customers" as opposed to through government grants/contracts or investors. As grant sources become more competitive and investors are funding less and asking for more ownership, the idea of growing organically through real, live, paying customers is even more appealing. While it is always challenging to find customers with application needs that fit your offering, there are some common factors that most buyers use in evaluating potential vendors. This event will highlight some of these decision drivers by placing a small group of presenting companies in front of a group of panelists made up of decision makers. The theme of the event is technologies that have multiple applications in both government security and the private sector.

Location: Center for Advanced Research in Biotechnology (CARB), 9600 Gudelsky Dr., Rockville, MD 20850

More information: [MITEF event page](#)

March 11, 5-8:30 p.m.: Maryland International Business Leadership Awards

WTCI is proud to continue the tradition established by the International Business Leadership Awards that define and celebrate vision, the spirit of global ambition and excellence in international leadership. Please join us in honoring 2010's winners that have guided their companies and the state of Maryland to new global heights!

Location: Jim Rouse Visionary Center, 800 Key Highway, Baltimore, MD 21230

More information: [event page](#)

March 12, 2-3:30 p.m.: TEDCO Funding Briefing

TEDCO Funding briefings provide detailed information about TEDCOs primary funding programs for seed stage companies, including:

- Fort Detrick Technology Transfer Initiative (FDTTI)
- Maryland Technology Transfer Fund (MTTF)
- TechStart
- Johnson and Johnson Joint Investment Program
- University Technology Development Fund (UTDF)
- Working Capital Loan Fund (WCLF)
- Maryland Stem Cell Research Fund (MSCRF)
- Rural Business Initiative (RBI)
- NAVAIR Technology Insertion (NAVTI) Initiative

Attendees will learn about eligibility requirements, proposal submission guidelines, review processes, award conditions, reporting requirements and payback (MTTF, UTDF, and WCLF only). These briefings should be of interest to economic development professionals, angel investors, entrepreneurs, small technology-based businesses, small defense contractors and university faculty inventors. Briefings are free, however registration is required.

Location: 5565 Sterrett Place, Suite 214, Columbia, MD 21044

More information: [TEDCO event page](#)

March 23, 6:30-9 p.m.: Startup Lab: Entrepreneurship Through Licensing

How do you become an entrepreneur by licensing an award-winning product? What is the strategy for raising funds when that product is still in a prototype stage? How do you entice potential strategic partners and prevent them from bypassing you to work directly with the inventor? Dr. Phillip Myers, a former professor and serial entrepreneur, recognized the potential and licensed the Cyclone engine, gaining exclusive access to selected markets. The Cyclone engine is a highly-efficient external combustion engine that is capable of running on virtually any liquid or gaseous fuel. The Cyclone engine is being considered as the prime mover of DARPA's robotic mule and is the winner of the Society of Automotive Engineers Innovation of the Year and Popular Science Top Ten. Dr. Myers will discuss his challenges and successes and lessons learned.

Location: National Rural Electric Cooperative Ass. (NRECA) Conference Center, 4301 Wilson Blvd., Arlington, VA 22203

More information: [MITEF event page](#)

March 25, 9-10 a.m.: 5th Annual Maryland Bioscience Awards

Join us for the fifth annual Bioscience Awards Ceremony, the state's premier bioscience awards event. The Fifth Annual Maryland Bioscience Awards, sponsored by the Greater Baltimore Committee, recognizes outstanding achievements in Maryland's bioscience industry. Companies and individuals are strongly encouraged to self nominate. Nominations are open from January 11, 2010 until February 26, 2010.

Location: Renaissance Harborplace Hotel 202 East Pratt Street Baltimore, MD 21202

More information: [GBC event page](#)

April 29, 9 a.m.-5p.m.: Multinational Development of Women in Technologys (MDWIT) Annual Conference

Multinational Development of Women in Technology (MDWIT) invites you to participate in the 2010 women and technology conference, "Global Diversity: Enriching Technology." Now in its 4th year, this conference is expected to draw more than 250 women technology professionals from state and federal agencies, educational institutions, nonprofits and the business community.

Location: Columbia Sheraton, 10207 Wincopin Circle, Columbia, Maryland 21044

More information: [event site](#)

Mtech Sponsors

Mtech's venture programs work closely with organizations and persons, ranging from local entrepreneurs and angel investors to service providers and large corporations, who share a passion for starting and building ventures, as well as for training technologists to become founders. Mtech venture programs' valued 2009-2010 sponsors are [Fish & Richardson P.C.](#) and [Nixon Peabody LLP.](#)



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Marlin Steel Wire Products

ENGINEERED SOLUTIONS FAST SINCE 1968

Creating manufacturing jobs in Maryland. Job creation is not easy but with the right vision and action it can be achieved now.

Open with Drew and Suzy talking about the faces of manufacturing-the people who work there and the people who own companies – small and midsize.

Meeting Objectives

- 1. Agree that jobs creation comes from business expansion and make manufacturing business expansion a priority for jobs creation**
- 2. Agree on a prescription for jobs expansion in manufacturing.**
 - a. Job Creation comes through business expansion
 - b. Business expansion comes from:
 - i. increasing revenues
 - ii. reducing costs at existing companies and
 - iii. attracting new companies
 - c. New products increase sales that lead to business expansion and job creation
 - d. Research and innovation are the first step in developing new products.
 - e. Lowering company costs (energy, employee, liability, tax, and processes) creates more jobs.
 - f. Implement sustainability – “Buy Local, Make local
- 3. “Make Maryland #1 in the nation for modern manufacturing based on innovation, research and clean technologies that promote sustainability and clean product development. “Maryland makes earth friendly products in an earth friendly way.”**

- a. Governor's endorsement of and support for the Maryland Manufacturing Partnership (MMP), a National Institute of Standards and Technology (NIST) sponsored manufacturing extension partnership led by University of Maryland –Mtech and Regional Manufacturing Institute of Maryland. NIST want Maryland to be a national showcase.
- b. MMP will create an efficient and effective system to connect manufacturing companies to programs and services, companies to companies, and companies to internet crowd sourcing opportunities.
- c. Direct Commission on Manufacturing Competitiveness to promote the importance of manufacturing, especially with legislators, and to be engaged with the goals and objectives of MMP.
- d. Congressman John Sarbanes has endorsed MMP publically and his office is working with us to set up events around the state in each of the eight Congressional districts.

4. Create thousands of jobs in weeks

- a. **BANKS** - No Cost way to quickly get banks to lend more \$ to small businesses
 - i. Every month have a press conference.
 - ii. List the top 25 banks that lend to small businesses. Uses measurements to determine (NEED THIS INFO HERE)
 - iii. Have a chart detailing which banks have grown in the last two years and which have dropped. Connect with UM Resources to Help You Succeed
 - iv. Best Banks Hall of Fame – Governor announces banks that have helped small business at a breakfast meeting quarterly with small companies.
- b. **EXPORTS** - Increase exports, foreign trade shows, sales people in foreign countries and in general , make things foreign friendly, through connections business development,

- i. **Create company** website translation for every company (\$5k grant/manufacturers)
 - ii. Manufacturers will export more to foreigners and need to hire workers
 - iii. Hire UM Grads that translate Spanish, French etc translations
 - iv. Port, UPS, FED Ex, BWI, Truckers will increase jobs
- c. **RIGHT NOW** - Rapid response - people, places, products, process Fast Track NON Environmental Permits (no cost), inquires, information , assistance
 - i. Jobs that are held up in red tape can unleashed soon
- d. **UI TAX** - Suspend Unemployment Payroll Tax for two years (short term cost but quick gain) – Follow JFK (Income Taxes) and Clinton Model (Cap Gains)
 - i. Every Worker is (2-13)% cheaper
 - ii. New Hiring since employees are cheaper
 - iii. Makes Retaining workers easier for manufacturers (so less layoffs)
 - iv. Neighboring states will bleed jobs to us since we are leader