

**MINUTES OF THE
MEETING OF THE INVESTMENT COMMITTEE OF
THE BOARD OF DIRECTORS OF
MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION**

June 11, 2024

The Investment Committee (the “Committee”) of the Board of Directors of Maryland Technology Development Corporation (“TEDCO”) convened at 1:06 p.m. on June 11, 2024, via a Zoom video conferencing link provided for that purpose. Three out of the total four members of the Committee attended the meeting; a quorum was present.

Committee Members Present:

Chung Hei Sing, Chair
Thomas Bundy
David Tohn

TEDCO Staff:

Jack Miner, Chief Investment Officer, and Staff Liaison to Committee
Troy LeMaile-Stovall, Chief Executive Officer
Theodore Gresser
Jean Luc Park
Avanti Shetye
Mark Crosby
Katherine Hill-Ritchie
Terry Rauh
Leah Franklin
Geysel Gonzalez
Ann Pulley

Observers/Guests Present

Bei Ma, Observer, Maryland Venture Fund Authority Member
Nona Cheeks, New Board Member (as of 7/1/2024)
Phillip Singerman, New Board Member (as of 7/1/2024)
Qasim Collidge, Clifton Larson Allen (“CLA”)
Claiborne Booker, CLA

Legal

Jigita Patel, Office of Attorney General (“OAG”)
Jim Galante, OAG

Committee Members Not Present:

Myra Norton

I. Meeting called to Order/Roll Call:

The meeting was called to order by Mr. Sing, the Chair, at 1:06 p.m., who confirmed that a quorum was present for the conduct of business.

II. Action Item: Review & Approval of the April 9, 2024 Meeting Minutes

Upon a motion duly made and seconded, the Committee unanimously approved the Minutes of the Meeting of the Committee held on April 9, 2024, in the form presented to the Committee prior to the meeting.

III. Discussion: Fair Value Review

Members of TEDCO's Investment Team and Finance Team made a presentation to the Committee discussing TEDCO's valuation of its portfolio investments, including a review of TEDCO's Fair Value Assessment Policy and Process as well as the changes in FY 2024 Portfolio Value. Mr. Miner provided an overview of the presentation. Ms. Shetye discussed TEDCO's valuation policy. Mr. Crosby discussed TEDCO's fair value reporting process. Mr. Collidge of CLA explained CLA's role in TEDCO's process. Ms. Gonzalez discussed the growth in TEDCO's portfolio during FY 2024. Key points from these presentations included:

- TEDCO investments uses AUMNI as the source of truth for Portfolio Company financial data while Salesforce is the source of truth for all economic development data.
- Material changes to each company's valuation are reflected in AUMNI and reported at fund allocation meeting (FAM).
- Investment Team, Finance Team and CLA Team all use AUMNI data for Change in Portfolio Value. CLA assists TEDCO teams quarterly and annually with updates of Combined Portfolio Summary (CPS) that summarizes investment assets cost and fair value.
- TEDCO and MVFA active equity portfolios were summarized as follows: TEDCO funds have appreciated by 16.3%; MVFA funds have appreciated by 24.7% for a total combined Portfolio appreciation of 20.4%.

Following the presentation, Committee Members asked several questions which sparked discussion. A summary of that discussion is below:

- Mr. Miner provided clarification on SSBCI 2.0 fund data, noting that there is limited information to date, as deployment of funds began 14 months ago.
- Mr. LeMaile-Stovall provided clarification on next steps in TEDCO's review of its structure and policies in light of the results of its review of best practices of economic development investment entities in other jurisdictions.
- Mr. Miner and Mr. LeMaile-Stovall provided clarification on how the Investment and Finance Teams internally are developing processes and policies for better and more visible reporting of investment data.

IV. Action Item: Motion to Close the Meeting

Mr. Sing noted the Closed Session on the meeting agenda and provided the statutory justification under the Open Meetings Act for closing the meeting as follows: General Provisions (“GP”) GP §3-103(a)(1)(i) to carry out an administrative function; GP §3-305(b)(13), to comply with specific constitutional, statutory, or judicially imposed requirements that prevent public disclosures about a particular proceeding or matter; GP §3-305(b)(7), to consult with counsel to obtain legal advice; and GP §3-305(b)(5), to consider the investment of public funds.

Upon motion duly made and seconded, the Committee unanimously approved that the meeting enter Closed Session for the referenced statutory justifications at 1:39 p.m. (a copy of the Statement for Closing a Meeting is attached hereto.) In addition to the Committee members who voted in favor of entering Closed Session, the following individuals remained during the Closed Session at the invitation of the Committee: Messrs. Stovall, Miner, Gresser, Crosby, Singerman, Rauh, Galante and Park, Ms. Shetye, Ms. Ma, Ms. Franklin, Ms. Hill-Ritchie, Ms. Patel.

BRIEF SUMMARY OF THE CLOSED SESSION

The following topics were discussed and/or actions taken during the Closed Session:

1. **Update: Notable Investments**

The investment team provided a summary of its portfolio review, providing specific information on portfolio companies as follows:

- Social Impact Funds: Kubanda Cryotherapy, ABCVue DBA Beyond Commissions
- Seed Funds: Aqualith
- Ventures: CellPhire, Blue Star TeleHealth, OmniSpeech, Solaxa

2. **Discussion: Exit Valuation.** A brief discussion on exit valuation ensued.

Thereafter, the meeting was adjourned in Closed Session at 1:49 p.m.