



Maryland Small Business Retirement Savings Program

Board Meeting Minutes

June 23, 2025
10:00 a.m.

Location: Video Conference

Board Members Participating: Dereck Davis, State Treasurer, Laura Atas, Deputy Treasurer for Public Policy, Sen. Benjamin Brooks, Sen. Jim Rosapepe, Del. Jared Solomon, Josh Gotbaum, Portia Wu, Terry Cavanagh, Jerry Dawson, Paul Green, Marco Priolo, Phyllis Borzi, Kathleen Kennedy-Townsend,

Staff: Glenn Simmons, Meagan Magagna, Osiry Joya

Others in Attendance: Phillip Anthony, Angela Antonelli (Georgetown CRI), Taylor Benson (BlackRock), Thomas Clarke (Aon), Courtney Eccles (Vestwell), Andrea Feirstein (AKF Consulting), Soohyang Lee (AKF Consulting), Kim Olson (Pew Charitable Trusts), John Scott (Pew Charitable Trusts), Dalaena Stephens, Grace Sullivan

Proceedings:

Sec. Portia Wu called the meeting to order at approximately 10:07 AM

Board Chair Election

A motion was made by Sen. Jim Rosapepe to elect Treasurer Dereck Davis. Josh Gotbaum seconded the motion. The vote was unanimous in favor of the motion. Treasurer Davis was declared the new Board Chair.

Chair's Report

Treasurer Davis acknowledged the recent changes to the board. He welcomed new members, Del. Jared Solomon and Terry Cavanagh, and thanked the outgoing members and the previous chair for their years of service.

Treasurer Davis then initiated a discussion regarding amendments to the bylaws to add a Vice Chair position as part of revising the bylaws to reflect the addition of the State Comptroller to the Board as an ex officio member effective October 1, 2025. Staff will work with Treasurer Davis to suggest amendments to the bylaws for the Board to review during the September Board Meeting.

Audit and Finance Committee Report

Marco Priolo presented the Audit and Finance Committee report, noting that the budget was at 58% of the fiscal year 2025 budget, with higher projected revenues than expected. The committee reviewed the financial reports for FY25's third quarter, and all spending categories remained within the approved budget, with no categories expected to exceed the approved budgeted amounts through the end of the fiscal year.

Proposed FY26 Operating Budget

Executive Director Glenn Simmons presented his proposed budget and noted that it represented a 12% decrease in spending from the previous fiscal year. The cost savings came from reducing the FY26 marketing budget by \$100,000 and additional savings from lower projected payroll costs. After a discussion about maintaining the FY25-level marketing budget, Sen. Rosapepe made a motion to increase the proposed marketing budget by \$100,000 and to approve the FY26 Operating Budget with that change. Marco Priolo seconded the motion, and the FY26 Operating Budget was approved unanimously.

Program Design Committee Report

Kathleen Kennedy Townsend provided an update from the committee's January 2025 meeting. The top three items discussed were:

1. There is a need for our program to have a noncompliance penalty like the other state programs, as it has become clear that the \$300 fee waiver incentive has not proven to be as effective as hoped.
2. The program must become more closely associated with a state agency (most other state programs reside in a state agency). This helps establish credibility for the program.
3. Business owners respond at much higher rates when they receive program communications from the State Treasurer, Comptroller, or other government officials.

Program Update

Glenn highlighted the gradual but steady increase in employer registrations and payroll processing. He then discussed ongoing efforts to encourage more registered employers to make payroll contributions or claim exemptions. Glenn also addressed the confusion surrounding the \$300 fee waiver and the strategies to reduce misunderstanding in the marketplace. He concluded by discussing new partnership opportunities with the new director of SDAT and the Governor's office.

Executive Director's Report

Additionally, it was reported that 93% of our active Savers (those who have not opted out) have not made any withdrawals from their MarylandSaves accounts. Staff is currently researching the reasons why some potential Savers choose to opt out.

Marketing and Communications Update

In Chris Cullen's absence, Glenn provided a brief update on current marketing efforts, including successful Meta campaigns and plans for a PSA campaign featuring state officials. The board agreed to explore ways to collect ethnicity data for program participants.

The meeting was adjourned at 11:10 AM.