

---

## **Maryland Licensing Workgroup Meeting Summary February 27<sup>th</sup> 2026, 10:00 a.m. (virtual)**

**All meetings of the Maryland Licensing Workgroup are recorded. The recording for this meeting is posted online and available to members of the public on YouTube at <https://youtu.be/Za9pVNRhcUQ>**

NOTE: Under General Provisions Article, Annotated Code of Maryland §3-306, the recording constitutes the official minutes of the Maryland Licensing Workgroup meeting. This summary is prepared for ease of use by members and constitutes a public document under the Maryland Public Information Act. In the unlikely event the recording for the meeting summarized herein becomes unavailable for any reason, this summary shall constitute the official minutes for that meeting.

### **In Attendance**

#### **Workgroup Members**

Kat Hyland, Chair Designee (Deputy Commissioner); Matthew Calhoun (M&T Bank); Ben Carney (Gordon, Wolf & Carney); Kevin Kesecker (SECU of Maryland); Milissa Murray (Member of the Public); Chris Rahl (Gordon Feinblatt); Emanwel Turnbull (Holland Law Firm); Nanci Weissgold (Alston & Bird); Marceline White (Economic Action Maryland)

#### **Staff and Counsel, Office of Financial Regulation (OFR)**

Clifford Charland (Assistant Commissioner); Meredith Merchant (Operations Director); Ayanna Daugherty (Senior Analyst); Emily Hanson (Assistant Attorney General); Gretchen Reimert (Assistant Attorney General); Kenneth Krach (Assistant Attorney General)

#### **Public Attendees**

Phillip Robinson; John Callahan

### **Agenda**

#### **Welcome and Opening Remarks**

- Ms. Hyland welcomed the Workgroup members and public attendees and noted that the meeting is being recorded
- Ms. Hyland reported that the Workgroup is authorized for nine members, however only eight have been appointed.

- Ms. Hyland outline the Workgroup's mission is to study and make recommendations about the existing licensing and registration systems for financial services providers, and about any expansion in those systems.

## **Updates on Previous Topics**

### ***Collection Agency Licensing and Property Manager Exemption Update***

- Ms. Hyland stated that during the last meeting, the Workgroup discussed collection agency licensing and proposed recommendations.
- Ms. Hyland informed the Workgroup that the Office of Financial Regulation (OFR) recently testified on Senate Bill 589/House Bill 433, concerning property manager licensing. OFR objected to exempting one industry engaged in collection activity and represented to the legislature that this matter should not be decided while the Workgroup was ongoing, noting that no Workgroup members spoke in support of the exemption.

### ***Consumer and Installment Loan Licenses***

- Ms. Hyland stated that the Workgroup previously received proposed recommendations regarding the merger of the consumer loan license with the installment license. While some members approved of the proposed language, others raised significant concerns.
- Ms. Hyland informed the Workgroup that Commissioner Salazar agreed to revisit the language of the proposed merger of these licenses and be discussed at the next meeting due to member concerns.
- Ms. Hyland reminded the Workgroup that OFR is preparing high level recommendations on the licensing statutes as opposed to changes in Commercial Law.

### ***Third-Party Litigation Financing***

- Ms. Hyland stated that the Workgroup previously heard information concerning third-party litigation financing from Nora Nichols from the Maryland Consumer Protection Division, and Bob Enten.
- Ms. Hyland noted for information purposes that the Senate Finance Committee was holding a hearing on Senate Bill 894 that afternoon.
- Ms. Hyland also noted that OFR has historically considered litigation funding products offered to consumers to be loans, and that OFR provided the Committee with information about the proposed bill in the fiscal note.

### ***Motor Vehicle Dealer Licensing***

- Ms. Hyland noted that during the last meeting, discussion continued regarding a suggestion from Workgroup member Ben Carney on whether motor vehicle dealers involved in indirect auto financing should be licensed as creditors.

- Ms. Hyland shared that a representative from the Maryland Motor Vehicle Administration may join the next meeting, and that a Commissioner from a state that licenses auto dealers for these finance activities might also join to provide additional perspective.
- Ms. Hyland invited the Workgroup members to email staff with speaker recommendations for various topics.

### **Mortgage Lender License**

- Ms. Hyland opened the discussion of Mortgage Lender Licenses and Residential Mortgage Assignee Licensing.
- Assistant Commissioner Clifford Charland stated that while the licensing of trusts is within the Workgroup's purview, OFR recommends postponing the discussion on whether there should be a change to the current law until the Workgroup vacancy for a non-bank mortgage company representative is filled. This representative has not yet been appointed by the appropriate legislators, and proceeding without them could jeopardize the final report, as the Workgroup is statutorily required to have this representation.
- Ms. White requested additional historical data for second lien Notices of Intent to Foreclose. Ms. Merchant stated that electronic data reporting began in October 2011; and Mr. Charland stated that older data is more laborious to obtain because it was submitted through an older system, however OFR will send what it can.
- Ms. Hyland facilitated discussion and Q&A on secondary lien data and the documents that OFR provided to Workgroup members on lending industry reactions to the *Brown* decision and subsequent OFR guidance.

### **Workgroup Recommendations**

- Ms. Hyland discussed the structure and formatting of the final report with the proposed recommendations. The items discussed included:
  - **Scope of recommendations:** Determining if they will cover policy, administrative, or statutory changes.
  - **Level of specificity:** Deciding between broad policy concepts and detailed statutory language.
  - **Framing and formatting:** Establishing a consistent structure for each recommendation and how to reflect minority or dissenting viewpoints.
- Ms. Hyland facilitated and Q&A and the Workgroup determined that some of these items cannot be decided until the drafting phase.
- Ms. Hyland will summarize the discussion on the structure and formatting of the final report in a one-pager before the next meeting to be used as a framework.

- Ms. Hyland will circulate examples of the structure sheet used in the COVID Workgroup with the Attorney General to the Workgroup.

### **Wrap-Up and Closing Remarks**

- Ms. Hyland informed the Workgroup that the next meeting is scheduled for March 20th, 2026, from 1 p.m. to 3 p.m., with materials and the Google Meet information to be distributed beforehand.
- The meeting adjourned at 11:16 a.m.

### **Additional Information**

#### **Next Meeting Date and Time**

- March 20, 2026
- 1:00 p.m. to 3:00 p.m.
- Virtual (Google Meet)

#### **Participation Options**

- Join by Video: <https://meet.google.com/mco-cjpg-dqj>
- Join by Phone: 1-262-885-7022 (PIN 550 367 512#)
- More phone numbers: <https://tel.meet/mco-cjpg-dqj?pin=1299343031366>

#### **Staff Coordinator**

- Name: Meredith Merchant
- Email: [meredith.merchant@maryland.gov](mailto:meredith.merchant@maryland.gov)
- Phone: 410-230-6099

#### **Website**

<https://labor.maryland.gov/finance/frmdlicensingworkgroup.shtml>