

# Maryland Licensing Workgroup Meeting Summary

**Friday, November 7, 2025, 10:00 a.m. – 12:00 p.m.**

**All meetings of the Maryland Licensing Workgroup are recorded.**

**The recording for this meeting is posted online and available to members of the public at**

**<https://www.youtube.com/watch?v=Cqxdtr0Gd8I>.**

*NOTE: Under General Provisions Article, Annotated Code of Maryland §3-306, the recording constitutes the official minutes of the Workgroup meeting. This summary is prepared for ease of use by Workgroup 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

- Tony Salazar (Commissioner and Chair)
- Ben Carney
- Chris Rahl
- Emanwel Turnbull
- Matt Calhoun
- Kevin Kesecker
- Marceline White
- Nanci Weissgold

### Members of the Public

- Evan Richards
- John Callahan
- Robert Enten
- Jason Weintraub

### OFR Staff and Counsel

- Kat Hyland (Deputy Commissioner)
- Clifford Charland (Assistant Commissioner)
- Amy Hennen (Assistant Commissioner)
- Arlene Williams (Director of Licensing)
- Christine Brooks (Director of Mortgage Supervision)
- Meredith Merchant (Director of Financial Services Operations)
- Ayanna Daugherty (Senior Analyst)
- Emily Hanson (Advice Counsel)
- Kenneth Krach (Advice Counsel)

# Agenda

## Welcome and Briefing Video

*Tony Salazar, Commissioner and Chair*

- Opened the inaugural meeting at 10:03 a.m. and confirmed a quorum.
- Informed attendees that the meeting is recorded and participation signifies consent.
- Noted that OFR will provide administrative, legal, and fiscal support.
- Confirmed the Workgroup is authorized for nine members and currently has seven.
- Introduced themselves as Chair and designated Kat Hyland as alternate.
- The video described an overview of the purpose of the Maryland Licensing Workgroup and its mission to modernize Maryland's financial services licensing system.

## Introductions

*All*

- Attendees introduced their backgrounds and roles.

## Open Meetings Act and Ethics Requirements

*Emily Hanson, Assistant Attorney General*

- Overview of Open Meetings Act rules requiring public notice and agendas.
- Members must comply with ethics requirements including annual disclosures by April 30th.

## Workgroup Duties and Timeline

*Amy Hennen, Assistant Commissioner*

- Mission is to study and recommend improvements to licensing and registration systems.
- Authority comes from House Bill 1516, the Maryland Secondary Market Stability Act of 2025.
- Initial report due December 31, 2025.
- Upcoming meeting dates were proposed and agreed upon by all.
- Workgroup authorization ends June 30, 2026.

## Overview of Existing Licensing Framework

*Clifford Charland, Assistant Commissioner*

*Arlene Williams, Licensing Unit Director*

- State regulators collaborate via Conference of State Bank Supervisors (CSBS) and American Association of Residential Mortgage Regulators (AARMR) for training and harmonization.

## **Nationwide Multistate Licensing System (NMLS)**

- NMLS is the system of record for licensing and is federally mandated for mortgage loan originators.
- Provides a single multi-state license record.
- Enables information sharing across states.

## **OFR Licensing Unit Process and Challenges**

- Reviews non-depository applications including background checks and credit reports.
- Manages over 17,000 licenses annually.
- License numbers declined due to House Bill 686 removing branch licensure.
- Unit is short three analysts, affecting workload and due to the hiring freeze.

## **Legacy System Challenges**

- OFR still uses a 30-year-old AS400 system for scheduling, billing, and reporting.
- Work is underway to replace it.

## **License vs. Registration Discussion**

- A license requires qualifications and authorizes business activity.
- A registration only notifies the agency.

## **Enforcement and Consumer Protection**

- In FY 2025, OFR recovered over \$4 million for consumers.
- \$3 million in penalties returned to the general fund.

## **Money Transmitters and Virtual Kiosks**

- Virtual currency kiosk registration category begins January 1, 2026.

## **Survey Results and Member Comments**

*Tony Salazar, Commissioner and All*

- Collection agencies, consumer and installment loans, and mortgage lenders are top priorities.
- Lower-priority categories include check cashing, debt management, money transmitters, and sales finance.
- No-interest categories include consumer reporting, debt settlement, and student loan financing.

## **Final Thoughts and Next Steps**

*Tony Salazar, Commissioner*

- Members should prepare comments on collection agencies and consumer/installment loan topics.
- Draft recommendations will include extending the Workgroup to June 30, 2026.
- Support and funding for NMLS and SES will be recommended.
- Collection agency board members will be invited.
- Updated proposed meeting dates will be posted in the Maryland Register.

## Adjourn

*Tony Salazar, Commissioner*

- The meeting was adjourned at 11:43 a.m.

## Next Meeting

### Date and Time

Friday, December 5, 2025

10:00 a.m. – 12:00 p.m.

### Participation Options

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

## Workgroup Webpage

[www.labor.maryland.gov/finance/frmdlicensingworkgroup.shtml](http://www.labor.maryland.gov/finance/frmdlicensingworkgroup.shtml)

## Workgroup Coordinator/Point of Contact

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