

March 8, 2010

The Honorable Julius Genachowski  
Chairman, Federal Communications Commission  
445 12th Street, SW  
Washington, DC 20554

**Re: GN Docket No. 09-191**

Dear Chairman Genachowski:

The Tech Council of Maryland (TCM) is Maryland's largest technology association with over 500 members employing more than 250,000 people in Maryland and the region. Our mission is to promote the technology industry and to create an environment where technology companies can collaborate, grow and succeed in Maryland. With our mission in mind, TCM requests that until the Federal Communications Commission can ascertain, with hard data, how net neutrality policies would affect business development, job creation and entrepreneurship, that a policy of restraint is adopted.

At President Barack Obama's job forum in December 2009, he acknowledged: "While I believe the government has a critical role in creating the conditions for economic growth, ultimately true recovery is going to come from the private sector." TCM agrees and believes business is the life-blood of our economy.

Beyond the access to capital, the second most important resource for entrepreneurs is access to technology. Broadband is a vital tool for business growth, allowing firms to be more productive and to more easily compete in a global marketplace. Additionally, the broadband and IT sectors are chief contributors to job creation; in 2008, they created nearly half of all new jobs, according to a study by *Empiris*. TCM believes that more access to broadband will help our tech sector grow and, ultimately, help create jobs and opportunity all across Maryland.

Introducing more regulatory barriers, specifically net neutrality policies, will adversely discourage investment. By introducing unknown variables into successful business practices and models, companies will be less likely to invest because they will not be able to guarantee a return on their investments. For new companies and small firms especially, the struggle to get a business off the ground is stressful enough without introducing new and unfamiliar barriers to entry.

Again, we ask that the Commission not adopt any policies on net neutrality until it can ascertain how net neutrality policies would affect business development, job creation and entrepreneurship in Maryland and across the United States. Policies that foster, rather than hinder, business growth are of the utmost importance.

Sincerely,



Renée M. Winsky  
Chief Executive Officer