ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
9/9/15

PRESENT
Mike Ratchford (W.L. Gore & Associates), Dr. D’Ette Devine (CCPS), David Ore (for Dr. Mary Bolt, Cecil College), Mike Travers (Cecil Dance Center), Denise Davis (CCPL), Norman Gaither (NorArk Executive Group), Dan Schneckenburger (County Council), Danny DeMarinis (URP), Jeanne Minner (Town of Elkton), Lisa Webb (Director of Economic Development), Joanne Richart-Young (Ag Coordinator), Terri Springel (Administrative Assistant), Sandy Turner (Tourism Coordinator), Alan Sexton (SWN), Jason Zang (Economic Development Coordinator), Bob Palsgrove (WSFS), Doris Mason (USRC), JoAnn Dawson (Fairwinds),

ABSENT
Dr. Mary Bolt (Cecil College), Mike Lara (Orbital ATK), Linda Burris (Delmarva Power), Bruce England (SWN), Rupert Rosetti (Citizen), Lauren Johnsky (APG), Dr. Ken Lewis (UHCC), Walter Buck (Citizen), Paula Gilley (Citizen), Woody Jackson (Citizen), Grove Miller (Citizen), Scott Holland (i-lighting), Susan O’Neill (Economic Manager).

GUESTS
Delegate Kevin Hornberger (MD House of Delegates), Joe DiNunzio (Artesian Water), Scott Flanigan (DPW), David Black, (Planning & Zoning), Tammy Edwards (DBED), Mie Mie Strickler (Citizen), Janice Palmer (County Executive’s Office).

Call to Order & Welcome
Mike Ratchford called the meeting to order at 8:00am.

Chairman’s Report
Chairman Mike Ratchford discussed the following:
- EDC Members’ term expiration and confirmation of new members
  - Mike Lara has been confirmed for another term
  - Dr. Mary Bolt has applied and expected to be confirmed. David Ore from Cecil College confirmed that Dr. Bolt delivered an “All College Address” on August 22 and was sworn in as new President of Cecil College.
  - Dr. Carl Roberts expected to be confirmed
Goal of the EDC is to talk about good things that the EDC is doing for the County

Director Lisa Webb opened with minutes from the last EDC meeting on June 3, 2015; Meeting Minutes for June 3, 2015 were approved. She also stated there is a new policy whereby meeting minutes will not be printed out and available at meetings in order to conserve resources.

Legislative Update
Delegate Kevin Hornberger from the Maryland House of Delegates in Annapolis gave a legislative update.
His first 90 days in the General Assembly have been busy consisting of:

- Submitted 4 Delegation bills: 1 to lower toll rate on Hatem Bridge in Perryville, 2 bills at request of Sheriff Scott Adams to streamline operations at CCSO. and 1 by Register of Wills Michael Dawson to add clarity to meeting schedule of Orphan’s Court Judges.
- Submitted first Eastern Shore Delegation bill to reduce open criminal warrants
- Farming largest single industry in Cecil County. Voted to axe a bill that would have imposed a crippling tax on farmers.
- Assigned to Ways and Means Committee; consistently votes against tax increases.
- Joint Committee Member tasked with oversight on gaming and horse racing; wanted to ensure success of equine industry.

Delegate Hornberger also spoke on other topics such as: Business Climate – Augustine Commission and their impact on trades and apprenticeship programs (Cecil has been suggested for a rural pilot program), Assault on First Responders, Economic Development in Maryland, Income Taxes, Taxes and Fees on Large and Small Businesses, Education, etc. A more detailed overview can be found in a handout that Delegate Hornberger provided at our meeting. If you would like a copy, please contact our office at 410-996-6292.

Many members had items they would like Delegate Hornberger to follow up on/look into. Members should email concerns/problems to Lisa Webb so that she can collectively put together a response to Delegate Hornberger.

**Broadband Presentation**
Scott Flanigan and David Black gave a presentation on Broadband Implementation conducted by the Cecil County Broadband Task Force. The EDC concluded that:

- Broadband is an important part of our County’s infrastructure
- Now we know who the providers are
- We can identify Residential versus Commercial Broadband
- We have a positive point person within the County (S. Flanigan)
- While the County didn’t want a master plan, they do seem to have a County strategy.
  - Either way the Market is happening
  - There are a lot of fiber expressways along I-95
    - Just found a new provider
    - Continuing to discover new trunk lines
- Now have a mapping device --- Good Source for Econ. Development for Master Plan

The Broadband PowerPoint Presentation is too large to include with an email; therefore, if you would like a copy, please contact our office at 410-996-6292.

**Director’s Report**

- NMTC Cecil County Chapter kickoff
- Attended SWN Annual Meeting
- Attended several MEDA Board of Directors meetings
- Participated on MACo Economic Development Panel
- Developed FY15 Annual Report
- DBED Secretary Mike Gill Listening Tour
- Continuous Broker Event preparation
- Participated with College’s Strategic Planning
- EDC Farm Fair and Economic Impact Update
• Instructed at MEDA’s Basic Course on Strategic Planning
• Participated in Global Cities Initiative
• Prospect tours, site visits, responses
• Participated in several Port of Baltimore meetings
• Maryland Horse Park Study update and briefings
• Support and input of CSSC JLUS
• Fast Track meeting for new company
• Hired new Administrative Assistant!
• Supporting the USRC CEDS process
• Met with PEG new company operating fiber in county
• BASSMASTER!

**Economic Development Manager**
• Attended MEDA Summer Conference
• Coordinating with Cecil Chamber on Business awards event
• Attended Cecil Chamber Annual meeting
• Participated in Ag Day at Cecil County Fair
• Attended SWN Annual meeting
• Coordinated and participated in NMTC CYAH meetings
• Participated in DBED Secretary Mike Gill Listening Tour
• Closed out 3rd WTPP grant
• Participated in Fast Track meeting
• Meet with several prospects
• Met with Export/Import DBED representative
• Provided information for annual report
• Met with VLT fund manager
• Organizing Commercial Broker Event
• Coordinated CBRP September workshop
• Conducted four on site visits to existing businesses
• Attended partner organization meetings: CBRP, SWN Business Engagement Committee, Cecil Chamber Board

**Agriculture Coordinator**
• Coordinated AG Day for Economic Development Commission at Cecil County Fair
• Assisted with the Maryland Secretary of Agriculture, Joe Bartenfelder, visit to the Cecil County
• Cecil County Farmers’ Market continues through October 30th
• Chateau Bu-De, Bohemia Manor Farm, celebrated 1st anniversary, new building under construction
• Ag visits included Millburn’s, Winbak Farm, Scheelers, Priapi Gardens, Chateau Bu-De, Fair Hill Training Center and Atlantic Tractor and Hoobers
• Beer, Wine and Spirits! Workshop was held Tuesday, June 9th
• Assisted with coordination of proposed Maryland Horse Park System to Cecil County Executive, Cecil County Council and Department heads

**Tourism Coordinator**
• Presented to the Elkton Alliance & Chamber
Met with the Town of Perryville
Presented to the Town of North East Commissioner's Meeting
Developed hotel guide books
Hotel site visits
Maryland Sportsmen's Marketing Initiative wrapped up
SMI product transferred to MD Office of Tourism
Received USDA grant for Bassmaster
Received Choptank Electric Grant for Bassmaster
Planned and executed Bassmaster Elite (anticipated 10,000 - 30,000 attendees and had over 18,000)

Economic Development Coordinator
- Provided information to prospects on available buildings and sites, demographics, and connected them with other resources when necessary
- Organized a site tour for manufacturing prospect
- Attended MEDA Summer Conference
- Assisted in coordinating CGI scripts and video shoots, and hosted videographer in both June and August
- Assisted in organizing and/or promoting various events, such as NMTC Connecting You After Hours, RAMP-MD Open House, Bassmaster Elite, and more
- Coordinated design and production of three new promotional banners
- Planned production of office's Annual Report, developed content for certain areas, and delivered document to be designed/printed
- Coordinated design of Broker Event invitations and delivered them electronically to commercial real estate brokers in region
- Preparing Broker Event materials
- Delivered advertisements and editorial content to industry publications
- Completed and delivered OED Newsletter for June, July, August, and September

2015 Important Upcoming Events

- **Sept 11th**
  Smart Marketing for Small Business workshop sponsored by CBRP
  8:30 am - 12:00 pm @ Elkton Station

- **Sept. 10th**
  NMTC CYAH - 5:00 pm - 7:00 pm @ Minihane's

- **Sept. 15th**
  CCPS School of Technology Ribbon Cutting - 3 pm

- **Sept. 28th - Oct. 2nd**
  Maryland Economic Development Week

- **Sept. 30th**
  OED Commercial Broker Event

Summary
The report & presentation will be made available via OED website.

Sandy Turner (Tourism)
Follow up to Bassmaster Tournament – Cecil County will be receiving national coverage as it is being featured on ESPN Channel September 27th and other dates for the Bassmaster Tournament. Event will have an impact on County for a long time.
Lisa Webb (Director, Economic Development)

- Presenting information and data to County Council on Bassmaster Tournament
- **EDC will meet on October 7, 2015 at 8:00 a.m. at Cecil College, Room TC208 and will be given a presentation by Axcel Group on Phase II Incubator Feasibility Study. All members are encouraged to attend.**

Education - Dr. D'Ette DeVine (CCPS)
Dedication Ceremony for the new Cecil County School of Technology will be September 15th. The new school officially opened August 20th and has doubled its enrollment.

Communications – JoAnn Dawson (Fairwinds)
CGI Videos should be available end of September.

Adjournment
Chairman Mike Ratchford adjourned the meeting at 9:30am.

Respectfully Submitted,

Terri Springel
Administrative Assistant