ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
2-3-2016

PRESENT
Dr. Mary Bolt (Cecil College), Walter Buck (Citizen), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Bruce England (SWN), Norman Gaither (NorArk Executive Group), Sandy Maruchi-Turner (Tourism), Susan O’Neill (Economic Development Manager), Robert Palsgrove (WSFS), Michael Ratchford (W.L. Gore & Associates), Joanne Richart-Young (Ag Coordinator), Dr. Carl Roberts (Chamber Government Relations), Rupert Rossetti (Citizen), Dan Schneckenburger (County Council), Mike Travers (Cecil Dance Center), Lisa Webb (Director of Economic Development), Jason Zang (Economic Development)

ABSENT
Linda Burris (Delmarva Power), Denise Davis (Cecil County Public Library), D’Ette Devine (CCPS), Paula Gilley (Citizen), Scott Holland (i-Lighting), Woody Jackson (Citizen), Lauren Johnsky (APG), Michael Lara (Orbital ATK), Doris Mason (USRC), Grove Miller (Citizen), Jeanne Minner (Town of Elkton)

GUESTS
Rick Decker (RAMP MD), Joe DiNunzio (Artesian Water), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (DPW), Jim Ford (SBDC), Kathy Kunda (Cecil College), Sharon Pelham (APGFCU), Alan Sexton (SWN), David Strouss (McCrone), Dr. Rich Szumel (UHCC), David Wheatley (RAMP MD)

Call to Order & Welcome
• Mike Ratchford called the meeting to order at 8:05 a.m.
• Minutes from EDC Meeting on January 6, 2016 were approved.

Chairman’s Report – Mike Ratchford
• Welcome Dr. Rich Szumel who has taken Dr. Ken Lewis’s place as President of Union Hospital. We certainly valued Ken’s input on the EDC over the years and welcome Rich’s input to the EDC, subject to Council approval
• Like to thank Norm Gaither for chairing meeting in January
• Items of significance in the County:
  • Alan Sexton sporting the “I LOVE CECIL” pin; promoting community spirit
  • Cecil Night in Annapolis very successful; thank everyone who took the time to attend
    • Dr. Roberts gave pre-briefing lending insight into the dynamics of Annapolis
  • Chamber hosted “State of the County Breakfast”
    • Heard from County Executive and Council – very thoughtful and frank presentation about State of the County
    • Mentioned number of items EDC had worked on; Success of Incubator Study; Economic Revenue Bassmaster brought to County
    • Appreciate Tari Moore’s and Council's leadership over the years
  • Maryland General Assembly back in session:
    • Augustine Commission released second half of report
• Commission chartered to take a look at Maryland's business climate
• 1st Half of Report focused on structure of State’s government; recommended formulation of Dept. of Commerce to bring all economic entities under one
• 2nd Half of Report focuses on Maryland’s tax structure, to modernize it and recognize changes in Maryland’s economy, particularly the national economy, and look to small businesses and start ups to see what State can do to encourage them
• HR Issues of Particular Concern: mandated sick time, leave time
  • Large employers have it and have resources to afford it, small employers do not have it nor have resources to bear additional costs of it
• Dr. Carl Roberts is Chair of Government Relations Committee. Committee meets every Thursday at 8:00 to discuss policies and politics.
  • Forum for Cecil County Executive Candidates on March 29th at Cecil College. More info to come.

**Director's Report – Lisa Webb**
- Received notification of closure from C&S Wholesale Grocers
  - 192 jobs impacted
  - Received notification from Keene, New Hampshire (Headquarters); notified Bruce England (SWN) and Dept. of Commerce immediately
  - Reason: Had contract with A&P Markets; was going to split contract between Cecil County (North East plant) and Prince George’s County but A&P severed contract
  - OED was working with C&S and Susquehanna Workforce Network (SWN) to ramp up numbers
  - SWN on site at C&S working with employees for future employment/unemployment
  - Several companies have contacted OED regarding hiring of displaced C&S workers
  - C&S wants to retain building; do not know future of business at this time

Anyone with questions can contact Lisa Webb @ OED 410-996-6292; for info on skill levels of displaced workers, please call Susquehanna Workforce Network at 410-392-2887.
While this is unfortunate, it is reflective of an individual company’s loss of contract and not reflective of the County.

A presentation was given by Rick Decker, Executive Director, and David Wheatley, Chair, of RAMP MD. A brief overview of their presentation follows:

**RAMP MD:**
- Stands for The Regional Additive Manufacturing Partnership of Maryland
- Formed by the Maryland General Assembly in 2014 to expand the state’s capabilities in additive manufacturing
- Comprised of private businesses, educational institutions, and government agencies all working together to:
  - Provide businesses access to additive manufacturing facilities, equipment, and expertise
  - Build required infrastructure to support manufacturing base
  - Educate supporting workforce
Additive manufacturing is the new shift in how products are designed, manufactured, and ultimately distributed. It is the fuel for almost everything you see or touch – somebody is going to want to prototype it. RAMP MD acts as a portal to help a company/entrepreneur find solutions to its problems for a product. Company/entrepreneur only pays direct charges - Can’t beat cost for this expertise and technology. If RAMP MD does not know how to help with solution, will tell you so and send you to who can help. Additive Manufacturing shows how to consolidate versus old style of traditional manufacturing. Collaboration between teams can spur on ideas for solutions. Have Cooperative Agreements with Harford Community College; would like to see same with Cecil College. Artists are currently using Additive Manufacturing for Product Development: Teaching kids – inventive spirit…. it’s where the American spirit is. Jewelry will be big item produced with Additive Manufacturing.

Lisa Webb (RAMP MD Board Member): OED has been challenged to make sure every one of our manufacturers, as well as those on Eastern Shore and in Delaware, understands what the capabilities are that they can tap into in the Bio-Medical world with 3D Additive Manufacturing. We believe Cecil County is in that “sweet spot” with University of Delaware and with what’s happening with Wilmington and Philadelphia. We are in the right mix. We are seeing this come together like the “perfect storm”.

New Frontiers of Bio-Medical Additive Manufacturing Symposium to be held on March 4th at Cecil County School of Technology
- Have engaged with University of Delaware and Deltekpark
- In manufacturing world they go and go until they realize they have to readjust – think we are getting to the point we need this capability to help to transition to the next thing
- W.L. Gore & ATK have come on board as sponsors
- We are trying to get the word out to make this symposium successful!

For more information on RAMP MD, please visit their website at www.rampmd.org.

Director’s Report – Lisa Webb
- FY17 Budget Meetings
- Manufacturing Forum
- USRC Director’s Strategic Planning
- Cecil Night in Annapolis
- Prospect Site tours
- Sports Tourism State meeting
- 3 Fast Track Projects
- Presented at SWN/WIB
- Rapid Response Protocol
- State of the County
- State Quarterly Meeting

Economic Development Manager – Susan O’Neill
- Attended Cecil Night in Annapolis
• Attended MEDA’s Winter conference
• Participated in the Rapid Response for C & S Wholesale Grocers
• Attended State of the County address
• Prepared and participated in prospect report meeting with MD Dept. of Commerce reps
• Reviewed four Workforce Training Partnership grants
• Processed two Workforce Training Partnership grants
• Continued working on the revolving loan
• Attended the grand opening of Spark - a new collaborative, co-working space in Baltimore
• Attended Business Engagement Committee meeting

**Agriculture Coordinator – Joanne Richart-Young**

• Coordinated and delivered Cecil County produce for Cecil Night in Annapolis
• Continue working with Warwick Mushroom Farm on their fourth expansion
• In final stages of planning for MD Agriculture Council’s annual “Taste of Maryland” to be held February 4, at Michael’s Eighth Avenue in Glen Burnie. Registration at 625 – All delegates to be in attendance
• Begin planning for Cecil County’s Farmers’ Market 2016 Season
• Met with prospect for potential agricultural operation in County
• Attended Cecil County Soil Conservation’s 70th Annual Banquet
• Attended Cecil County Farm Bureau monthly Board meeting
• Attended Rural Maryland Council 2016 Legislative Luncheon in Annapolis
• Attended Maryland Department of Agriculture’s Buyer-Grower Expo in Annapolis
• Attended Eastern Shore Land Conservancy’s Planners meeting
• Attended State of the County meeting
• Attended Chesapeake Country National Scenic Byway meeting

**Tourism Coordinator – Sandy Maruchi-Turner**

• Attended the following events:
  Cecil Night in Annapolis
  MD Tourism & Restaurant Association legislative event
  Town of North East annual event
  "I Love Cecil" press conference
  Cecil Sports meeting
• Completed USDA grant final report
• Strategic Development plan
• Continued info gathering for tourism office site

**Economic Development Coordinator – Jason Zang**

• Finalized updates to the County's bond rating presentation
• Gathered information and completed site checklists for prospect/consultant visit
• Participated in quarterly state prospect meeting and completed follow-up with brokers and consultants concerning previous inquiries
• Provided updates to Department of Commerce for Cecil's New and Expanding List for calendar year 2015
• Attended data-driven training at the University of Delaware
- Participated in Sports Tourism meeting with other industry representatives
- Attended MEDA Winter Conference
- Attended North East Chamber of Commerce luncheon
- Secured advertising space in industry publications
- Began work on Office of Economic Development Newsletter for February

**Subcommittee Reports:**

**Education/Workforce – Lisa Webb for Denise Davis**
- CCPS and CCPL to present at March 2nd EDC Meeting on their collaboration project

**Technology – Norman Gaither**
- Had meeting with Tracy Shickel of Deltekpark
  - TECH–EGNOSTIC: defined as Driven by Need
  - Medical devices; rapid prototyping; material delivery systems (getting medicine into a body); energy systems (HVAC, weatherization), biotech
  - Collaborative/regional effort between University of Delaware, AstraZeneca, Deltekpark, OED, DuPont, Chemours
  - Could provide many opportunities that will be beneficial to Cecil, to State, to Nation
- Plan to Visit Dorchester County Incubator Program

**Land Use – Rupert Rossetti**
- Having meeting directly after this meeting

**Finance – Bob Palsgrove**
- Have not met

**Communications – JoAnn Dawson and Jason Zang**
- Fully support need for Marketing Specialist position
- Looking into Google analytics; gathering data to find out who is visiting website
- Looking at affordable shows/events to infiltrate with EDC booth
- Have new foreign interest, FDI Alliance in U.K., specialize in working with companies overseas who want to invest in US – have placed an ad to run with them
- Talked about putting community calendar on website
- See CGI videos if you have not already
- Send info if you have anything that is happening in the County to put on website
- Working with college interns on graphic designs for updating logo
  - How can we leverage I Love Cecil logo to attract with EDC?

**Council Report - Dan Schneckenburger**
- Working on Budget
- Legislative:
  - Dr. Carl Roberts good source to look at
  - Cecil Chamber tracks bills that will come out
  - Micro Breweries/Breweries/Pubs to be items of importance to Cecil County
• MACO does good job tracking bills
  ▪ sent a record number of bills to be introduced this year – will be important to get prominent bills passed
• Council President Hodge regularly speaks with Delegate Hornberger -- Much better dialogue with delegates in general
• Hospital Bills – how it will impact Cecil economically

**2016 Important Upcoming Events**

February 4th - “Taste of Maryland” held at Michael’s Eighth Avenue in Glen Burnie
February 6th - Bridal Show, Upper Chesapeake Ballroom
February 26th - Tourism Day in Annapolis
March 4th - Bio-Med Symposium
March 10th - Small Business Workshop sponsored by CBRP

**Summary**
STEM Night & Beyond in Cecil County to be held on March 15th at Cecil College from 6:00 – 8:30 p.m. for 4th, 5th, and 6th Graders.

The report will be made available via OED website.

**Adjournment**
Meeting was adjourned at 9:19 a.m.

Our next EDC meeting will be on March 2, 2016 at 8:00 a.m. at the Elkton Central Library, 301 Newark Avenue, Elkton, Maryland 21921. There will be a sign posted inside of the main entrance directing you to the conference room. We will have a presentation on the collaboration effort of the Cecil County Public Schools and the Cecil County Public Library at this meeting.

Respectfully Submitted,

Terri Springel
Administrative Assistant