ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
October 5, 2016

PRESENT
Denise Davis rep. Morgan Miller (CCPL), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Bruce England (SWN), Norman Gaither (NorArk Executive Group), Paula Gilley (Citizen), Sandy Maruchi-Turner (Tourism), Grove Miller (Citizen), Susan O’Neill (Economic Development Manager), Robert Palsgrove (WSFS), Michael Ratchford (W.L. Gore & Associates), Joanne Richart-Young (Ag Coordinator), Rupert Rossetti (Citizen), Dan Schneckenburger (County Council), Richard Szumel (UHCC), Dan Thompson rep. Dr. Mary Bolt (Cecil College), Mike Travers (Cecil Dance Center), Lisa Webb (Director of Economic Development), Jason Zang (Economic Development)

ABSENT
Walter Buck (Citizen), Linda Burris (Delmarva Power), Dr. D’Ette Devine (CCPS), Scott Holland (i-Lighting), Woody Jackson (Citizen), Michael Lara (Orbital ATK), Doris Mason (USRC)

GUESTS
Karen Brown (Exact Staff), Joseph DiNunzio (Artesian Water), Scott Flanigan (DPW), Carla Geiersbach (Fair Hill International), Amanda Hickman (Town of Perryville), Dr. Alan McCarthy (County Council), Melinda McGuigan (EDIS Company), Maureen Miller (Exact Staff), Stephanie Palko (Cecil Guardian), Dr. Carl Roberts (Chamber Government Relations), Alan Sexton (SWN), Mie Mie Strickler (Asian Pacific American Commissioner), David Strouss (McCrone)

Call to Order & Welcome
- Mike Ratchford called the meeting to order at 8:02 a.m.
- Introductions were made by all in attendance.

Chairman’s Report – Mike Ratchford
- Minutes from EDC Meeting on September 7, 2016 were approved.
- At last meeting had fruitful and thoughtful discussion regarding organization of EDC and some of those suggestions will come to fruition.
- This morning is bittersweet – two of our long-standing members are moving on to other things, Norman Gaither and Denise Davis.
  - Norman, we appreciate for your leadership as a Subcommittee Chair of this group and your work on the Incubator Program.
  - Denise, we appreciate everything you have done as Subcommittee Chair. Denise is moving on as President-Elect Vice President of Maryland Libraries.
  - Thanks to both of you and your service, Cecil County is stronger and the EDC is better.
  - Dan Schneckenburger and Alan McCarthy presented both with proclamations.
  - Lisa Webb presented both with Thank You gifts for their service to the EDC.
- Last night the Council passed an ordinance about small business committee for local business initiative. The Council will be looking for volunteers for this committee. Committee will be looking
for ways to use local Cecil County businesses in order to utilize local tax dollars, whether it by goods or services, so that money Cecil County spends stays here in the County.

- EDC asked for a volunteer for this committee. Duration is approximately 6 months.

**Director’s Report – Lisa Webb**

- Tourism lease & improvements
- LIDL Announces
- Transteck Announces
- Warwick Ribbon Cutting w/Governor
- UMS RFI for DBC
- Submitted Grant Request for Incubator funding
- Prospects currently at 40 Active
- APG Leadership Meeting at DBC
- Met with College re: Incubator development
- Bainbridge State Meetings
- NMTC Planning
- RAMP MD Annual Meeting at Orbital ATK
- Army Alliance & Congressional briefings
- APG Cyber Workforce Task Force
- Participated in the Manufacturing Apprenticeship Program
- MEDA Summer Conference on workforce
- SWN Labor Market Study
- WIB Tour at GM Transmission Plant
- MACo Conference
- SBDC Meetings & New Rep
- TEDCO Small Business Workshop
- Planning for Annual Broker Event
- Cecil County Gala Event planning
- Instructed at the Basic Course for MEDA
- County’s new website under development

**A Presentation was given by Carla Geiersbach, Executive Director of Fair Hill International**

- Run equestrian events from April - October
- Season culminates with a 3-day well-known International event
- This year’s dates are October 13-16
- One of only four events like it in the country.
- We won the bronze medal last year in competition in Rio
- 3-day Event is like a triathlon for equestrian sports
  - First 2 days is dressage – essentially ballet, pre-written test, and judging. Demonstrates great pairing between rider and horse.
  - Cross Country is red bull day…4 ½ miles horses galloping 25 mph through an obstacle course. Then riders and horses must return and prove they are fit by competing in precision course jumping rails, show jumping, etc.
- For last 28 years have been incredibly good at putting together a world class 3-day event that people far and wide come to
• Goal of Fair Hill International (FHI):
  ▪ Cast a wider net
  ▪ W.L. Gore helping this year; will be selling products made by Gore. Other vendors will be at Outdoor Expo doing the same.
  ▪ A lot of people enjoy sports at Fair Hill (bikers, hikers, etc.) but don’t know about the 3-day event.
  ▪ People that know about Fair Hill don’t know horse community.
  ▪ Holding Craft Beer Tent & Outdoor Expo on October 15th to target people who know Fair Hill but do not know Fair Hill International.
  ▪ Want people that know Fair Hill to get to know more about FHI, people that don’t know Fair Hill to get to know FHI, and get businesses to know Fair Hill for corporate events and tailgating, entertaining clients or employees for tailgating, encourage employees to volunteer and get to know what Fair Hill has to offer).

Agriculture Coordinator – Joanne Richart-Young
• Tourism lease & improvements
• LIDL Announces
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Subcommittee Reports:

Education/Workforce – Bruce England
• Labor Market Project suppose to be done December 20th– will have presentations in Cecil and Harford Counties
- Will be a good tool for future planning and prioritizing – received good input from large and small businesses
- Currently 5,600 job openings in this region.
- Hosted Secretary of Dept. of Labor and others yesterday – good to have them here to see what is going on in our area
- Great job done on Broker Event – really shows attributes of Cecil County

**Technology – Norman Gaither**
- Encourage members to look at Kauffman.org – plethora of info on what is going on with different types of businesses throughout United States
  - Explains how technology and manufacturing jobs are working on a large basis – what is fact and what is not
  - Meeting with Dan Thompson/Cecil College to discuss College’s role with the Incubator.

**Land Use – Rupert Rosetti**
- Need to play catch up

**Finance – Bob Palsgrove**
- Program on hold until new County Executive is sworn in

**Communications – JoAnn Dawson**
- Met regarding acquiring branding professional – have talked to other counties and are now actively looking for that professional

**Council Report – Alan McCarthy/Dan Schneckenburger**
- Importance for necessary infrastructure on Route 40 to allow Cecil County to be competitive to bring companies here and for such events as Fair Hill International
- Broker Event was excellent – good way to bring investors to County, increase the tax base, and allows people to see what we have to offer – Congratulations to Office of Economic Development Staff!

**2016 Important Upcoming Events**

**Cecil County Farmers’ Market**
- 2pm to 6 p.m., NE United Methodist Church Parking Lot, 308 S. Main Street, North East
- every Friday through October 28th

**10th Annual Harvest Dinner**
- Oct. 19th at Chesapeake Inn
  **NEW THIS YEAR:** Local wine tasting from 5:30 – 6:30 pm

**County Executive and Council President Reception**
- Oct 20th at The Wellwood
Summary
This report will be made available via OED website.

Adjournment
Mike Ratchford adjourned the meeting at 9:20 a.m.

Our next EDC meeting will be on November 2, 2016 at 8:00 a.m. at Cecil College, Room TC208.

Respectfully Submitted,

Terri Springel
Administrative Assistant