ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
February 1, 2017

PRESENT
Dr. Mary Bolt (Cecil College), Walter Buck (Citizen), Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), D’Ette Devine (CCPS), Bruce England (SWN), Michael Lara (Orbital ATK), Sandy Maruchi-Turner (Tourism), Morgan Miller (rep. CCPL), Christopher Moyer (Director of Economic Development), Susan O’Neill (Economic Development Manager), 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 Dancenter), Jason Zang (Economic Development)

ABSENT
Danny DeMarinis (URP), Paula Gilley (Citizen), Scott Holland (i-Lighting), Woody Jackson (Citizen), Doris Mason (USRC), Grove Miller (Citizen), Robert Palsgrove (WSFS), Dr. Rich Szumel (Union Hospital),

GUESTS
Joe DiNunzio (Artesian Water), Tammy Edwards (Dept. of Commerce), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (DPW), Mary Jo Jablonski (Elkton Alliance), Tiffany Jackson (Exact Staff), Kathleen Kunda (Elkton Alliance/Boys & Girls Club), Maureen Miller (Exact Staff), Stephanie Palko (Cecil Guardian), Sharon Pelham (APGFCU), Alan Sexton (SWN), Jim Waters (Triumph Industrial Park)

Call to Order & Welcome
• Mike Ratchford called the meeting to order at 8:03 a.m.
• Introductions were made by all in attendance.
• Minutes from January 4, 2017 Meeting were approved.

Chairman’s Report – Mike Ratchford
• Have gotten off to a great start in January – Had two great events:
  • Cecil Night in Annapolis – smashing success for County
    • Opportunity to put our best face forward & interact with General Assembly
    • Allows interaction with members of the General Assembly
  • State of the County Breakfast – good information, good presentation from members of Council and County Executive
    • Moving forward with a positive spirit – good sign of things to come
    • Next couple of months will be deep in to County’s budget process – very stressful time
    • County Executive emphasized Economic Development – everything we do, it’s not just about creating jobs, but rather it’s about creating good paying jobs for the people of Cecil County.  Hope EDC continues to contribute to that.
  • No Subcommittee Reports this month – giving them a break, folks have been busy on a number of fronts
Legislative Update:
- MD Legislative Session runs January through April
- Opportunity to move issues forward that are critical to Cecil County; greater dialogue with members of delegation; more cooperative spirit
- Governor Hogan seems more responsive to rural needs of the State
- One of the great things about Cecil County is its ability to come together
- Cecil County Chamber Government Relations Committee meets Thursday mornings at the Chamber office at 8:00 a.m.
  - Good forum to discuss what is happening locally and in Annapolis
  - Process to take a look at bills introduced in General Assembly – what the impact for Cecil County is and what position the Chamber should take, guided by Chamber survey

A Cecil County Chamber of Commerce Government Relations Committee Presentation was presented by Dr. Carl Roberts, Chair, Cecil County Chamber Government Relations Committee and Owner, Roberts Consulting, LLC

Mission of the Committee – Identify, critique and respond as appropriate to issues that impact Cecil County businesses/organizations and the Chamber membership. Provide opportunities for the membership and at times the citizens of Cecil County to meet with elected and appointed leaders that are involved with establishing laws and/or creating policies and regulations that impact businesses in Cecil County. Identify and provide learning opportunities for Chamber members.

- Government Relations Committee meets every Thursday from 8:00 – 9:00 am in the Chamber office.
- Always welcome any comments or suggestions on improving.
- Chamber members are welcome to attend any time.
- Committee Members are volunteers; it is Nonpartisan
- Organization where County Executive or County Council or the State looking for representatives from business community to sit on boards or commission come to Chamber to identify individuals.
- Amazed at how many people in Cecil County have never been to Annapolis -- Want to make citizens more familiar with Annapolis and what goes on there. Cecil Night in Annapolis gives them the opportunity to see first-hand.
- Delegation to Annapolis is best we have ever had – more cohesive, communicative delegation
- Legislative Session underway:
  - Busy looking at some bills that will be introduced this session:
  - Topics include: State Budget FY2018, Justice Reinvestment Act, Earned Sick Leave, Minimum Wage, Workers’ Compensation, Transportation Project Priority, and Recreational Marijuana.
  - Looking at impact passage of bills could have on Cecil County and its employers, particularly small employers.
  - Working with Senators Hershey and Norman on Hollywood Casino Tax Rate bill.

A handout from Dr. Roberts’ presentation is available on our website.
Chairman’s Report – Mike Ratchford (Continued)

- If there is legislation, please bring to attention of Carl and the Chamber Government Relations Committee
- Mike thanked Dr. Roberts for his leadership on the legislative front
- Wanted to note a few additional items:
  - U.S. Equestrian Federation announced Fair Hill International made short list for second 4 Star Event in the United States – Fair Hill is a hidden gem here in Cecil County
  - Congratulations to Dr. DeVine and her team at Cecil County Public Schools– article in Cecil Whig – Class of 2016 had a 90.65% graduation rate, highest ever and 7.7% dropout rate, way below State average

Director’s Report – Christopher Moyer
Opportunities and Stars:
Amazon:
- Tremendous opportunity for all of Cecil County
- What a great company, how large the company is
- 700 jobs coming to Cecil County
- Tremendous potential for growth of the company
- Opened a distribution center three years ago in Baltimore
  - Now employ over 3,500 people there; employ over 5,500 in Christmas season
- See this as their “foot in the door” in Cecil County
- Want to thank Chamber and Dr. Bolt for welcoming them, want to continue to plug Bruce England and SWN in; Amazon wants to be part of the community.
- Got tremendous coverage and press - Channels 13 and 45 and numerous newspapers have covered the story – truly shows “Cecil County is Open for Business”
- Want to thank Council Vice President and entire Council for leadership and vision for moving the County forward in bringing in these jobs

4 Star Event:
- Going to require significant effort; a lot of effort has already been put forth to get to this point
- Not a Fair Hill Event – not just a Cecil County event – it is a MARYLAND EVENT!
- We need to make it personal – Maryland vs. Virginia!
- Need to find any way we can plug in to make it happen – Let’s go get them!

This is Day 51 – been great, awesome team to work with; look forward to working with everyone. I have been overwhelmed by the support from the business community, partners, stakeholders – we are opening eyes across the State. If other jurisdictions had the energy we do, the State would be in a much better place.

Economic Development Update – Susan O’Neill, Economic Development Manager
- Perryville would like to expand the Enterprise Zone to include the outlets, approx. 42 acres
  - Currently zoned commercial highway (PV zoning)
  - Instituting floating industrial zone
  - Hoping to increase redevelopment of that property
- Has to be approved at both Perryville and County levels.
- County has to submit application by April 15th; Perryville application being reviewed at present
- Carl Roberts requested that EDC and Chamber be made aware of what Perryville needs for new zoning
- Amazon filed application for property tax credit; LIDL and TRUaire as well
  - Working with Dept. of Commerce to process applications
- Workforce Training Partnership Program = SLOT money
  - Monies to help businesses with technical training of employees
  - Have received an application; Bruce England/SWN assisting
- Revolving Loan Fund
  - Not as effective as should be
  - Bob Palsgrove and Finance Committee looking at making changes to make it more of a micro-loan fund to better utilize funds

**Council Update – Dan Schneckenburger**
- APG Centennial Kickoff Celebration was last night; well over 400 people there
- APG is largest employer in Cecil County, 30% of residents work there
- Having discussions with top Commander, Major General Crawford. Coming to evening Council Session on March 7th.
- Should open up opportunities for internships and STEM scholarships, as well as continue to develop relationship with them
- Secretary Gill is coming to Cecil County for a visit mid April or May

**Summary**
- Community Open House on Feb. 15th from 7-9 pm at Ed Walls Building.
  - Having an informational walk around with booths sponsored by Maryland Horse Industry Board, Dept. of Natural Resources, Fair Hill Foundation, Cecil County Tourism, and more.
- Should have a selection on the 4Star award in June or July.
- What we have to do now is demonstrate that we have the support.
- County Executive is hosting a budget review open to the public on February 15th.

The report will be made available via OED website.

**Adjournment**
Mike Ratchford adjourned the meeting at 9:15 a.m.

Our next EDC meeting will be on March 1, 2017 at 8:00 a.m. at Cecil College, Room TC208.

Respectfully Submitted,

Terri Springel
Administrative Assistant