**ECONOMIC DEVELOPMENT COMMISSION**  
**MEETING MINUTES**  
**December 6, 2017**

**PRESENT**  
Chris Ann Szep rep. Dr. Mary Bolt (Cecil College), Walter Buck (Citizen), Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), D’Ette Devine (CCPS), Bruce England (SWN), Paula Gilley (Citizen), Woody Jackson (Citizen), Sandy Maruchi-Turner (Tourism), Grove Miller (Citizen), Morgan Miller (CCPL), Chris Moyer (Director of Economic Development), 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), Dr. Rich Szumel (Union Hospital), Mike Travers (Cecil Dancenter),

**ABSENT**  
Scott Holland (i-Lighting), Michael Lara (Orbital ATK)

**GUESTS**  
Joe DiNunzio (Artesian), Vince Fiorelli (Chesapeake Utilties), Scott Flanigan (Cecil County DPW), Ed Ginder (Citizen), Kathy Kunda (Cecil College), Jen Lyall (Public Information Officer, Cecil County), Alan McCarthy (Cecil County Executive), Bob Meffley (Cecil County Council), Billy Nelson (Town of Perryville), Sharon Pelham (APGFCU), Jack Schammel (Cecil County Chamber of Commerce), Alan Sexton (SWN); Mie Mie Strickler (Asian Pacific American Commissioner), Al Wein (Cecil County Director of Administration)

**Call to Order & Welcome**
- The meeting was called to order at 8:02 a.m.
- Introductions were made by all in attendance.
- Minutes from November 1, 2017 meeting were approved.

**Chairman’s Report – Mike Ratchford**
- Dr. Devine named Maryland Superintendent of the Year
- Sheriff’s Office and Cecil College signed partnership – important for organizations in County to work together
- Susquehanna Workforce Network (SWN) received grant for IT training
- Carl Roberts – Reminder of Cecil Night in Annapolis on Jan. 11\textsuperscript{th}. Info on Chamber’s website.

**Director’s Report – Chris Moyer**
- Visited MD Port Administration with S. O’Neill, particularly Port of Baltimore
  - IKEA is Port’s largest customer
  - Went on a great tour of farms in Colora and Rising Sun areas of County with Rupert and Joanne
- Setting up Cecil Food Hub
- Office News: Told you about Jason leaving last month; need to let everyone know that Susan O’Neill has left OED to become the new Executive Director of Upper Shore Regional Council
  - In process of posting both positions
Appreciate everyone’s patience during this time

Chairman’s Additional Comments – Mike Ratchford
  • We’ll miss Jason and Susan but wish them well in taking other opportunities
  • Want to cover topic of infrastructure
    • Critical in order to move County’s economic development forward
    ▪ No such thing as “Free” infrastructure
  • Will have Vince Fiorelli of Chesapeake Utilities come and present to EDC at a later date
  • Appreciate the efforts of Artesian Water and Delmarva Power – people take for granted their services to the County

Presentations were given by Joe DiNunzio of Artesian Water, Linda Burris of Delmarva Power, and Scott Flanigan of Cecil County Dept. of Public Works
Copies of handouts and talking points are attached to these minutes.
A copy of this presentation is available on our website.

Subcommittee Reports:

Education/Workforce – Morgan Miller
  • Hired architect for new North East Library
    • Been working with community and elected officials on this for nearly 10 years
    • Wonderful opportunity to expand services to business community as well as space and technology
    • Bringing architect to town in January to lead community engagement sessions
  • Hired P/T small business library associate

Technology – Danny DeMarinis
  • No report

Land Use – Rupert Rossetti
  • No report

Finance – Bob Palsgrove
  • New Revolving Loan Fund Program, Cecil Catalyst, presented at public hearing last night; hope to have approved in 2 weeks

Communications – JoAnn Dawson
  • Met with Jen, Public Information Officer – committee with meet with her
  • Live Nativity at Barn December 17th
  • Book comes out December 15th in physical copy on Amazon

Council Report – Dan Schneckenburger
  • Infrastructure a collaborative issue in County – well over $30M in next two year
    • Should spur a lot of economic growth in growth corridor
  • Will be attending Economic Alliance of Greater Baltimore meeting in Baltimore on December 12th
• Public hearing also on December 12th – encourage anyone who can to come out and speak in support of
• MACO – be there next couple of days – items to be covered in General Assembly
• Cecil Catalyst brought up in meeting last night -- sure it will pass – good that we will be able to assist small businesses in County

**County Executive – Dr. Alan McCarthy**
• Want everyone to take a different perspective of Cecil County -- County with 8 towns not a County and 8 towns
  • Need to look collaboratively at everything we do -- to tear down barriers moving forward
• $1.5M net gain in Balance Fund
• Generated $300,000 in post closure sanitary fund
• Economic Development going to accelerate from this point forward -- Delmarva Power incentive will help bring this to Cecil County

**Items of Note:**
• January 11th Cecil Night in Annapolis
• Cecil Dancenter performing Nutcracker on December 16th and 17th at Cecil College Milburn Stone Theater – over 500 dancers in production
• Sandy Turner and her team won Best Printed Promotional Material in the entire State for their Cecil County Nature Brochure at MD Tourism and Travel Summit
  • Wonderful promotion and marketing piece -- puts our best foot forward
• Looking forward to a great 2018 working together and moving forward
• Have a Merry Christmas, Happy Holidays!

The report will be available via OED website.

**Adjournment**
Meeting adjourned at 9:21 a.m.

*Our next EDC meeting will be on January 3, 2018 at 8:00 a.m. at Cecil College, Room TC208.*

Respectfully Submitted,

Terri Springel
Administrative Assistant
Artesian - Overview

• Founded – 1905

• NASDAQ Global Market – ARTNA

• Oldest & Largest Regulated Water Utility on the Delmarva

• Serve 301,000 people

• Delivered 7.6 billion gallons of water last year

• 1,260 miles of water main

• 191 wells in service
Artesian Water Maryland Overview

- Established in 2007 upon acquisition of Carpenters Point Water Company
- $25 million invested in water utility plant
- Serve about 6,000 people through 2,300 metered connections
- Delivered about 250 million gallons of water last 12 months
- Provide water to Elkton and Chesapeake City through interconnections
- 8 miles of main installed to interconnect Delaware system to serve Meadowview/Highlands/Cherry Hill
Superior Service

• **Assured Supply / Multiple Sources**
  • Wells
  • Interconnections (Delaware)
  • Susquehanna River Intake
  • Available Capacity of 5.8 mgd and current demand of 0.8 mgd

• **Water Quality Testing**

• **Upgrade / Maintain Facilities**
  • Well reconditioning / addition
  • Treatment for manganese added at Harborview
  • SCADA
  • Carpenters Point Tank budgeted in 2018 for painting
  • Susquehanna River Intake Inspection budgeted in 2018

• No change in customer rates since we entered County in 2007
KEY POINTS:

Infrastructure:

- Delmarva Power is obligated to serve the entire franchise area of Cecil County; therefore, reliability is a key component of our service.
- The infrastructure improvements help reduce the number of outages and also the duration. Both are key metrics in driving customer satisfaction.
- We recently built Crest Substation along Rt. 272 between Rising Sun and North East. The project cost $21.1M and went live the first week in December.
- In 2017, we invested approximately $6M in infrastructure maintenance and upgrades. 2018 projects are estimated at $7M.

Economic Development Incentive Program:

- The program was launched early Spring 2017.
- Must be at least 8,000 sq. ft. of new or additional building space and add at least two permanent full-time employees.
- A credit equal to 20% of the customer’s distribution charges will be applied to the monthly bill.
- The discount period will be 5 years.
Information Briefing:
Overview of Elkton West Sewer
(Phases 1 & 2)

Presented by:
W. Scott Flanigan, P.E.
Director of Public Works
Cecil County Government

December 5, 2017
Purpose

To provide members of the Cecil County Council with an overview of the first two phases of Wastewater CIP Project #55064, Elkton West Sanitary Sewer Subdistrict in order to:

- Refresh your memory of the project
- Better enable you to respond to constituent questions or comments regarding the project
Agenda

• Background

• Overview of Phases 1 and 2

• Conclusions

• Questions
Background

• Elkton West Project: $10.5M in appropriations thru FY18

• §97-14 of County Code requires public hearing prior to extension of County sewer

• Public hearing to be held Tuesday, December 12th

  6:00 – 6:50pm  Informal Public Info Session
  7:00pm         Public Hearing

• Public notice
  • Cecil Guardian 11/30 & 12/7
  • Cecil Whig 12/1 & 12/6
  • County website
  • Targeted mailing to property owners
Cecil County
Department of Public Works

Project Overview

Project Locations
Cecil County
Department of Public Works

Project Overview
Marley Rd Sanitary Sewer Extension

Total parcels to be served by project: 14
Number zoned residential: 6
Number zoned commercial: 8

Marley Road Sewer Extension
Cecil County
Department of Public Works

Project Overview

Elkton West Sanitary Sewer Subdistrict - Phase 2
Mill Run Sanitary Sewer Extension

November 27, 2017
Total parcels to be served by project: 54
Number zoned residential: 19
Number zoned commercial: 35

Mill Run Sewer Extension

Scott Flanigan/ Cecil County DPW (410) 996-5259/ sflanigan@ccgov.org
Slide 7 of 10
## Milestone Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/12/17</td>
<td>Conduct Public Hearing re. Project</td>
</tr>
<tr>
<td>2/18</td>
<td>Advertise Project</td>
</tr>
<tr>
<td>4/18</td>
<td>Open Bids</td>
</tr>
<tr>
<td>5/18</td>
<td>Award Construction Contracts</td>
</tr>
<tr>
<td>10/18</td>
<td>Marley Road (Phase 1) Substantially Complete</td>
</tr>
<tr>
<td>Summer 2019</td>
<td>Mill Run (Phase 2) Substantially Complete</td>
</tr>
</tbody>
</table>
Conclusions

• Infrastructure is critical to economic development

• The County has been trying for decades to get infrastructure along the Route 40 corridor

• Sewer extensions are not without controversy... not everyone will support them...

• In this case, we believe it’s the right thing to do
Questions?

Thank You!