ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
April 3, 2019

PRESENT
Dr. Mary Bolt (Cecil College), Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Sandra Edwards (CC OED Manager), Bruce England (SWN), Sandy Maruchi-Turner (Tourism Manager), Morgan Miller (CCPL), Chris Moyer (CC OED Director), Maureen O’Shea (CC Agribusiness Coordinator), Robert Palsgrove (WSFS), Michael Ratchford (W.L. Gore & Assoc.), Dr. Carl Roberts (Roberts Consulting), Rupert Rosetti (Citizen), Richard Starr (CC OED Coordinator), Dr. Rich Szumel (Union Hospital), Mike Travers (Cecil Dancenter)

ABSENT
Paula Gilley (Citizen), Woody Jackson (Citizen), Michael Lara (Northrop Grumman), Bob Meffley (CC Council), Grove Miller (Citizen)

GUESTS
Maria Barrett (FHI), Debbie Brown (CC Chamber of Commerce), Bill Coutz (CC Council), Aaron Easter (OED Intern), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (CC DPW), Jen Lyall (CC Public Information Officer), Laura Metzler (CCPL), Susan O’Neill (USRC), Sharon Pelham (APGFCU), Alan Sexton (SWN), Scott Sturgill (Cecil Bank), Carolyn Teigland (for Dr. Jeffrey Lawson, CCPS)

Call to Order & Welcome – Mike Ratchford
- Meeting called to order at 8:02 a.m.
- Introductions made; March 6, 2019 meeting minutes approved

Director’s Report – Chris Moyer
- County Council passed Northrop Grumman incentive last night – will bring high paying manufacturing and tech jobs
- Smithfield coming to Principio Business Park
  - 1st endeavor in State of MD – will serve Virginia to Ohio and North to Maine
- Colora Orchards has closed – property for sale
- FHI short on sponsorships this year; last year 30th Anniversary and excitement for 5 Star
  - Big sponsor for 5 Star will be watching
  - FH Races needs corporate community to step up
- New Tourism brochure is out – more photos this time

Legislative Update – Carl Roberts
- Legislative session ends in five days
  - Minimum Wage Bill passed – details to follow
  - Budget in final stages
  - Situation with UMMS/Catherine Pugh (Balt. Mayor) impacted Annapolis

Economic Development Update – Sandra Edwards
- A lot of interest in larger parcels
- Assessing expansion of Enterprise Zone
- Opportunity Zones – outreach to property owners for viable projects
• Events: Commercial Broker Event & Residential Event – thinking of combining the two
  Sending out survey on Residential Event: looking for topics you want addressed, more networking time
  April 26th – Towns/County partner meeting

**A Delmarva Power Update was given by Linda Burris, Public Affairs Manager.**
Delmarva has made strides to bring “Energy for a Changing World”.

**EDGE Maryland:**
• Offers discount on energy bills to companies that expand or relocate to Cecil County
• Participating businesses receive 20% discount off electric delivery portion of bill for 5 years
• New and existing commercial businesses (any size) are eligible
• Can construct new building, purchase/lease vacant building, or expand existing facility
• Eligibility Guidelines:
  • Must be customer in MD service area
  • Addition of 8,000 sq. ft. or more & hire 2 or more full-time employees
  • Ability to differentiate new usage from existing
  • Electric service must begin within 24 months of commitment date
• Reliable Electric Service:
  • Delmarva to invest $9M in 2019 in North East District
  • Continued comprehensive vegetation management
  • Upgrades to existing infrastructure
  • Designing new facilities/substations for construction in 2020-2021
  • New system upgrades to automation
• Energy Efficiency Programs:
  • Help business of all sizes save money
  • Funded through EmPower MD Surcharge
  • Incentives for Existing Buildings
  • Small business can qualify for on-bill payment on projects at 0%
  • Incentives for New Construction
  • Program management contractors who will guide through the process

**Subcommittee Reports:**
**Education/Workforce – Bruce England/Mary Bolt**
• Executive Marketing – How to maximize marketing or outreach
• Look at ways Economic Development can use to attract businesses to County
• Cecil College now has Associates of Applied Science in Agriculture with ag and ag-business concentrations, Associates of Arts & Communications Studies
• Drone conference here on Saturday
• Look at how we partner with CCPS and SSCT for programs

**Technology – Danny DeMarinis**
• Meeting to find way forward with incubator
• Governor’s Office of Small Minority Affairs hosting Ready-Set-Grow
  • Procurement oriented entity that brings procurement officials and decision makers to meet with small businesses for contractual opportunities
Land Use – Rupert Rossetti
- Green Infrastructure and Advisory Committee – identifies forest hubs and adjoining areas, assess land area of County and provide guidance
- FHI – Hired cross country designer

Finance – Bob Palsgrove
- No applications at this time
- Need to come up with marketing plan for Cecil Catalyst

Communications – JoAnn Dawson
- Tourism received another grant from USRC to make new videos
- Working with filmmaker looking to use Cecil County for a film

Council Report – Bill Coutz
- Successful in getting Northrop Grumman resolution passed
  - Early communication makes vote much easier to work through

Summary
- Saturday, May 11th – Breaking ground on new North East Library; ceremony at 10:30 am

The report will be available via OED website.

Adjournment
Meeting adjourned at 9:09 a.m.

Our next EDC meeting will be on May 1, 2019 at 8:00 a.m. at Cecil College, Room TC208.

Respectfully Submitted,

Terri Springel
Administrative Assistant
Energy for a Changing World

Cecil County Economic Development Commission

Presented by: Linda Burris
April 3, 2019
Today’s Discussion

- EDGE Maryland
- Reliability Enhancements
- Efficiency Program
EDGE MD: Energy Discounts for Growing Enterprises

- EDGE Maryland offers a discount on energy bills to companies that expand or relocate to Cecil County.

- Participating businesses receive a 20-percent discount off the electric delivery portion of their new facility’s energy bill for five years.

- Both new and existing commercial businesses of all sizes are eligible.

- Options include constructing a new building, purchasing or leasing a vacant building or expanding an existing facility.
EDGE MD: Eligibility Guidelines

- Customer in our MD service area
- Addition of 8,000 sq. ft. or more & hire two or more full-time employees
- Facilities that expand must have ability to differentiate new usage from existing usage
- Electric service must begin within 24 months of commitment date
Reliable Electric Service

- Delmarva Power plans to invest in the North East District $9M in 2019 to strengthen its distribution systems to improve reliability.

- Investments include:
  - Continued comprehensive vegetation management
  - Upgrades to existing infrastructure
    - Feeder Extension MD 3476 Colora
    - Feeder Extension MD 3488 Cecil
  - Designing new facilities/substations for construction in 2020-2021
    - Graceton Substation
    - Below the Canal conversion to 25KV
  - New system upgrades to Automation
Energy Efficiency Programs

- Programs help large, medium & small businesses save energy and money
- Programs are funded through EmPower MD Surcharge
- Existing Buildings – Incentives available for lighting, HVAC, motor controls, refrigeration & kitchen equipment
- Small businesses can qualify for on bill payment on projects with 0% interest
- New Construction – Incentives paid for design and installation of energy efficient technologies that exceed code requirements
- Program management done by contractors who will guide businesses through the process
Questions?