ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
June 5, 2019

PRESENT
Dr. Mary Bolt (Cecil College), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Sandra Edwards (CCOED Manager), Bruce England (SWN), Sandy Maruchi-Turner (Tourism Manager), Bob Meffley (CC Council), Laura Metzler for Morgan Miller (CCPL), Chris Moyer (CCOED Director), Maureen O’Shea (CC Agribusiness Coordinator), Michael Ratchford (W.L. Gore & Assoc.), Dr. Carl Roberts (Roberts Consulting), Rupert Rossetti (Citizen), Richard Starr (CCOED Coordinator), Mike Travers (Cecil Dancenter)

ABSENT
Linda Burris (Delmarva Power), Paula Gilley (Citizen), Woody Jackson (Citizen), Michael Lara (Northrop Grumman), Grove Miller (Citizen), Robert Palsgrove (WSFS), Dr. Rich Szumel (Union Hospital)

GUESTS
Debbie Brown (CC Chamber of Commerce), Bill Coutz (CC Council), Wick Dudley (Cecil Board of Realtors), Vince Fiorelli (Chesapeake Utilities), Jen Lyall (CC Public Information Officer), Alan McCarthy (CC Executive), Sharon Pelham (APGFCU), Jack Schammel (TEDCO), Dan Schneckenburger (Apex Piping), Alan Sexton (SWN), Scott Sturgill (Cecil Bank), Katie Tabeling (Cecil Whig)

Call to Order & Welcome – Mike Ratchford
- Meeting called to order at 8:13 a.m.
- Introductions made; May 1, 2019 meeting minutes approved

Chairman’s Report – Mike Ratchford
- Thank you to JoAnn Dawson for hosting our meeting at Fairwinds Farm -- what a great venue!
- Budget passed last night.
- Dan Schneckenburger has been a mainstay of EDC and volunteer in County for years; He has been a champion for economic development for Cecil County. Dan relocating and taking a new position in Florida.

Director’s Report – Chris Moyer
- Last EDC session before summer
- Attended a number of conferences; i.e. retail in Vegas, Biotech in Philadelphia – both present international stages
- Talking with developers about multi-use and retail; Big Elk Mall talks scheduled this month.
- Will be working with prospects (manufacturing and distribution) over summer.
- Rest of year to be filled with ribbon cuttings and ground breakings.
- Exciting time in economic development for Cecil County.
- Business Outreach – team has been out in community visiting businesses; touring manufacturing plants; listening to companies about their needs.
  - Acting as a touch point of government and creating good will -- extension of customer service.
**Agribusiness Update – Maureen O'Shea**

- Mission statement truly describes my position
- Job is agricultural business development
  - Keep farmers farming and making money
- First step – get out and meet farmers; there are 533 farms in Cecil County
  - Gain insight into their needs.
- Where can the public purchase local foods?
  - Local farmers markets and On-Farm Markets – ad in the Whig
  - Use multi-media approach to get information out there; i.e., Facebook, Instagram, Twitter
- Assisting with creation of ag-educational videos.
  - Looking to debunk misconceptions and myths about farming
- Create relationships/foster partnerships across County and neighboring areas to open new markets and direct-to-consumer retail outlets
- Efforts to bring in waste diversion programs – and put local foods into public school system
- Updating website with new ag directory – will have buy local tab and interactive map of farms
- Partnering with Univ. of MD Extension Office and Cecil College on hosting workshops for farmers and public
  - For farmers -- Succession planning, financial planning, value-added production, cover crops, high value yield crops
- Developing idea for a Ag-Symposium or Community Roundtable
- Helping to coordinate County Hoedown event for August 17th

**Fairwinds Farm Update – JoAnn Dawson**

- Been in business 20 years
- Wedding venue for 5 years – 1st weekend in May until mid-October
- Movie, Hope’s Legacy, being filmed at Fairwinds Farm
- Fairwinds is a B&B with boarding for horses to lay over
- JoAnn is author of the “Lucky” series children’s books
- Trying to connect with Amish community as well as AgriTourism

**Subcommittee Reports:**

**Education/Workforce – Bruce England/Mary Bolt**

- Trying to meet in July or August.
- May and June celebrated graduations, certifications, etc.
- Approx. 2,000 people entered workforce – high school, college shows importance of business community connecting to college.
- Attended University Bio Processing Institute – hope Cecil will have program to connect with Jefferson so students can complete degree at Cecil.
- CCST students coming out prepared to go to college
  - Bio/Med majors head to College Park
- Graduated 280 from CCST last night

**Technology – Danny DeMarinis**

- Hosting event for tech-oriented firms in County in October
  - CBRP reps from various businesses will publicize event
Land Use – Rupert Rossetti
- Hats off to Maureen for what she is doing with Ag!
- Thanks to Laura for research on local businesses.
- Putting together video on Green Infrastructure

Fair Hill – Bill Coutz
- Nice turnout to 85th Annual Gala on Friday night
- Saturday’s event had six races – went off very well
  - FH Races had beautiful weather both days
  - Looking forward to upgrades to track

Communications – JoAnn Dawson
- Rupert Rossetti awarded 2019 Tourism Person of the Year

Council Report – Bob Meffley
- Budget due
  - Comments were quiet this year.
  - Doing the right thing for the people.

County Executive – Dr. Alan McCarthy
- County Council approved Capital Improvement Plan for FY2020 and Annual Budget and Appropriation Ordinance – FY2020
- No increase in taxes
- Third consecutive balanced budget
- Emergency Fund Balance – bond rating will strengthen
- Thanks to County for supporting the budget
- Cecil has taken a more fiscally dominant position in State.

Summary
- Distributing press release – Informational Procurement Open House
  - Will have booths – invite all businesses in Cecil County
  - Learn about upcoming projects and insight into becoming a vendor for the County
- Contractors looking for carpenters – contact CCST. Will put the two together.
- EDC Memberships -- will receive email from Mike Ratchford
- Summer EDC schedule – no July or August meetings

The report will be available via OED website.

Adjournment
Meeting adjourned at 9:02 a.m.

Our next EDC meeting will be on September 4, 2019 at 8:00 a.m. at Cecil College, Room TC208, North East, MD.

Respectfully Submitted,

Terri Springel
Administrative Assistant