ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
June 3, 2020

PRESENT
Dr. Mary Bolt (Cecil College), Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Joe DiNunzio (Artesian Water), Sandra Edwards (CC OED Manager), Bruce England (SWN), Woody Jackson (Citizen), Michael Lara (Northrop Grumman), 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 (BDC), Richard Starr (CC OED Coordinator), Dr. Rich Szumel (Union Hospital)

ABSENT
Vince Fiorelli (Chesapeake Utilities), Dr. Jeffrey Lawson (CCPS), Bob Meffley (CC Council), Mike Travers (Cecil Dancenter)

GUESTS
Debbie Brown (CC Chamber of Commerce), Sharon Pelham (APGFCU), Brigitte Peters (MD Dept. of Commerce), Jack Schammel (TEDCO), Kelly Schulz (Secretary, MD Dept. of Commerce), Alan Sexton (SWN), Scott Sturgill (Quest End Capital)

Call to Order & Welcome – Mike Ratchford
- Meeting called to order at 8:02 am
- Minutes from May 6, 2020 meeting approved

Chairman’s Report – Mike Ratchford
- Election Results: Congratulations to those candidates moving on to November; for those who fell short – thank you for your service; EDC’s work continues
- June 16th - Susquehanna Workforce Network (SWN) hosting virtual presentation with Anirban Basu on Labor Market Analysis on national, state and local labor markets and economic information with information on impact of COVID-19 on economy and workforce; 8:00-9:15 am

Director’s Report – Chris Moyer
- Opening up Cecil CARES Grant on Thursday, June 4, 8:00 am
  - First 100 small business applications that are complete and accurate
  - Receive $10,000 each
  - First round of grant monies $200,000; this round $1M
  - Have particular parameters – businesses must check to be sure they are eligible

A presentation on COVID-19 Impact on Maryland’s Economy was given by Kelly Schulz, Secretary, Maryland Department of Commerce
- Received 30,000+ applications for both grants and loans programs; approved more than 4,700 grants; funds depleted after March 23 and 24
- Almost $20M sent out by Comptroller’s Office; Cecil County has put out grant loans as well
- Briefing House Economic Matters Committee today
- Recovery: how to get open, stay open, be sure no resurgence
Governor issued Phase I of recovery plan
Website: open.maryland.gov/backtobusiness (wealth of info, best practices)
Back to Business Pledge: print, sign as owner, post in establishment; shows commitment to reopening and safe protocols
Long Term Economic Recovery – will be long road; establishing partnerships; listening to needs of businesses, Chambers of Commerce, etc.
Do not want to shut back down after opening
Developed a Strategic Plan for Recovery
Impact on State’s Revenue – estimated $2B reduction in revenue by end of June
Dept. of Commerce has marketing plan ready to market State of Maryland to:
  • Grow, expand businesses, attract new businesses to State
  • 2020 set to be year of the entrepreneur
  • Tourism marketing platform – show what Maryland has to offer for travel
There is Hope and there will be a Recovery!

Union Hospital – Update from Dr. Rich Szumel
  • Numbers are stables and drifting lower; most not needing critical care
  • Now part of Christiana Care system have access to incredible resources for high quality health care – listed on OED website
  • Reach out to Dr. Szumel with suggestions of what Christiana Care can do to meet your needs
  • Reopening services - Doing some elective surgery
  • Hospital safe place to be; all hospitals in State are
  • Preparing for possible resurgence in Fall

Large Business Update – Mike Lara
  • Starting to bring staff back on site
    • Went into own Phase I = 25% office staff; plant operations have operated at 100%

Subcommittee Reports:
Workforce Update – Bruce England
  • Regionally Since March, 35,000 new unemployment insurance (ui) claims; number decreasing in last 4 wks.
    • Cecil unemployment 12.7%; 6,871 claims
  • New employers hiring; others bringing people back – still a lot of caution of workforce returning to work
  • SWN working on training programs for IT cyber and production training
  • Labor Analysis Report – use for future planning and priorities

Education Update (Cecil College) – Dr. Mary Bolt
  • Summer classes offered online
  • 100+ Summer Camps online
  • Plan for limited return to campus (LPN, PT Assistant, Diesel mechanics, HVAC, trades) in order to finish programs
  • Plan for online classes in fall with limited labs on campus (following all protocols)
  • Will be introducing new program, Bio Processing
  • College received approx. $1M in CARES funding (one half went to students for Title IV financial aid, some money reserved for scholarship; second half for institutional funding – COVID expenses)
Technical Subcommittee – Danny DeMarinis

- Ready Set Grow rescheduled for November – Run by MD Dept. of Minority Affairs
  - Discussion of how businesses are doing; what opportunities exist in region
  - Focus on small and minority businesses

Adjournment
The meeting was adjourned at 9:04 a.m.

Our next EDC meeting will be a Virtual Meeting on July 1, 2020 at 8:00 am. Details to follow.

Respectfully Submitted,

Terri Springel
Administrative Assistant