

**ECONOMIC DEVELOPMENT COMMISSION**  
**MEETING MINUTES**  
**11/4/15**

**PRESENT**

Dr. Mary Bolt (Cecil College), Bruce England (SWN), Norman Gaither (NorArk Executive Group), , Dr. Ken Lewis (UHCC), Robert Palsgrove (WSFS), Mike Travers (Cecil Dance Center), Michael Lara (Orbital ATK), Michael Ratchford (W.L. Gore & Associates), Dr. Carl Roberts (Chamber Government Relations), Rupert Rossetti (Citizen), Dan Schneckenburger (County Council), Alan Sexton, (SWN), Lisa Webb (Director of Economic Development), Joanne Richart-Young (Ag Coordinator), Susan O'Neill (Economic Development Manager), Sandy Maruchi-Turner (Tourism), Jason Zang (Economic Development).

**ABSENT**

Walter Buck (Citizen), Linda Burris (Delmarva Power), Denise Davis (Cecil County Public Library), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), D'Ette Devine (CCPS), Paula Gilley (Citizen), Scott Holland (i-Lighting), Woody Jackson (Citizen), Lauren Johnsky (APG), Doris Mason (USRC), Grove Miller (Citizen), Jeanne Minner (Town of Elkton)

**GUESTS**

Cheryl Mattix (Cecil Whig), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (DPW), Alan McCarthy (County Council), David Strouss (McCrone),

**Call to Order & Welcome**

- Mike Ratchford called the meeting to order at 8:05am.
- Introductions were made by all in attendance.

**Chairman's Report – Mike Ratchford**

- Minutes from EDC meeting on October 7, 2015 were approved.
- Thanked Norman Gaither for filling in for him at October meeting.
- Norm Gaither to follow up with Axcel on final report on Incubator Feasibility Study.
- Read in the Cecil Whig that Normal Gaither is a “world class man”.
- D'Ette Devine was named to the PEAK 20 Leadership Council of Maryland which is designed to increase Maryland's economical competitiveness.
- Carl Roberts is Chairman of Chamber Government Relations – Meeting on November 12th w/Senators Norman and Hershey.
- Cecil Night in Annapolis – January 14, 2016 – Signature event for Cecil County.
- Fairhill International – 3-day event – Wonderful event to showcase Cecil County – Thank you to Rupert for being a tour guide extraordinaire.
- Economic Development and Ceil County Chamber of Commerce co-hosted the Business Hall of Fame on October 23<sup>rd</sup>. This event showcased a number of local businesses -- Susquehanna Workforce Network and Fairwinds Farm, owners Ted and JoAnn Dawson, were inducted into the Hall of Fame Class of 2015.

### **Director's Report – Lisa Webb**

- Received good feedback from attendees on Incubator Feasibility Study Presentation Update; Will hopefully be able to incorporate into final report; Susan O'Neill following up on final report.
- Regarding the Business Hall of Fame, Lisa Webb commented that our businesses are doing some outstanding work in their perspective fields.
- Partnered with University of Delaware
  - Their students handled all the filming and videos for our event.
  - Exciting to see the level of expertise the students demonstrated.
  - Final cut should be available in December.

### **Department Update:**

The Office of Economic Development has been asked to give an update to the EDC regarding the various items we have been working on.

Our office continues to market as best as possible, however a marketing specialist would be much more effective; we will request in upcoming budget. If any EDC member has items that they feel should be submitted from a budgetary standpoint, please submit them to me.

- I will be meeting with EDC Executive Committee to review the FY17 Budget request, and will set up a meeting for the Executive Committee to meet with the County Executive to submit.
- Joanne Richart-Young and I welcomed the Horse Industry Board to Cecil County. They came to visit same week as Fairhill International.
- Penn National Gaming wants to introduce a bill to reduce their tax rate in order to stay competitive with other casinos in the State.
- Met with Secretary Gill regarding State incentive program
  - Goal is to retain Enterprise zone.
- Welcome back Mike Lara for another 3-year term.
- Dr. Ken Lewis leaving EDC end of December.
- NMTC hosting MD Technology Association's Nina Lamba on 5-in-5 on Bio-Health @ Hurricane Grill on November 12<sup>th</sup>.
- ARL @ APG on November 3, 2015, networking event. Bruce England (SWN) provided update:
  - Gathering information about what the technological workforce needs will be and how to align programs to meet those workforce needs.
  - Looking at University of Maryland and University of Delaware as a great collaboration opportunity.
  - Working with State to define market; understand impact, how deep it goes; military impact.
  - Dr. Mary Bolt (Cecil College) provided update that the College has classes @ APG.
  - Benefit: Transfer credits for Bachelor programs at various colleges.
  - Reach down to be sure that community college courses are available; i.e., certification programs, non-credit courses.
- Major Events - Broker Event, Economic Development Week. Feedback very successful. One comment made that we were short 800 hotel rooms in the County. Casino would like to pursue Phase II of building a hotel on property. Would encourage conference facilities in future hotel.
- Attended SWN/WIB Meeting
- Attended MEDA Fall Conference
- Completed Annual Report

- Active Prospects & Tours
- Participated in the Defense Industry Impact Study
- Presented at Council
- Participated in the Small Business Marketing Workshop
- Participated in the NMTC annual event and Monthly local event
- Participated in MDOT Pre Tour meeting
- Attended School of Tech Ribbon Cutting
- Met with County's Delegation, legislative matters
- Planning meetings for RAMP MD's Cecil Event
- USRC Planning Meeting
- Testified to the Regulatory Reform Commission
- Bainbridge Update to Lt Governor
- Presented to Port Deposit Chamber
- Perryville Center meetings with Carol Brown and potential investor group
- Legislative Breakfast for RAMP-MD
- Follow up from Bassmaster event

***Economic Development Manager – Susan O'Neill provided update:***

- Finished preparations for and participated in Broker Event
- Organized and participated in business visits for Economic Development week
- Coordinated and participated in CBRP workshop
- Attended ICSC conference
- Attended MEDA Fall Conference
- Continue coordinating with Cecil Chamber on Business awards event
- Working on two Workforce Training applications
- Attended School of Tech Ribbon Cutting
- Addressed several enterprise zone inquiries
- Met with several prospects
- Attended partner organization meetings: SWN Business Engagement Committee & Cecil Chamber Board

***Agriculture Coordinator – Joanne Richart-Young provided update:***

- Cecil County Farmers' Market 2015 Season thru October 30<sup>th</sup>, – [www.facebook/cecilcountyag](http://www.facebook/cecilcountyag)
- Economic Development Week visits included Dann Marine Towing, Sinking Springs Herb Farm, Sandy Cove, Eagles Roost Orchard and Turkey Point Winery Tasting Room/Gift Shop
- Assisted with Broker Event
- Participated in USRC Comprehensive Economic Development Strategy (CEDS) workshop
- Assisted Fair Hill International with welcome letter from Governor Hogan for the Program brochure
- Chateau Bu-De, Dove Valley and Turkey Point will be receiving ribbons/trophies at upcoming events
- Assisting Warwick Mushroom Farm with ongoing expansion
- Coordinating with VIP invites to the Fair Hill International – this year equine/riders will be qualifying for the 2106 Olympics to be held in Rio
- Assisting Fair Hill Training Center with potential equine facility prospect
- Attended new School of Technology Dedication / Open House

- Coordinating local farmer with new Culinary teacher
- Coordinated with local growers to provide apples for County Wellness Fair
- Worked with Sinking Springs Herb Farm to be a vendor at Wellness Fair
- Continuing assistance with MPT for the Maryland Farm & Harvest show – the new 2015 Fall series will begin Tuesday evenings in November. Rumbleway Farm will be a featured farm

***Tourism Coordinator – Sandy Maruchi-Turner provided update:***

- Bassmaster wrap-up activities, paperwork, billing, correspondence, meetings, etc
- Part of the planning team for MD Tourism & Travel Summit
- Hosted multi day FLW College Tournament - teams from New England, NY, NJ, VA,WV, PA, DE, MD, MI & OH
- Assisted with multi-day BFL regional tournament
- Hosted travel writers - Drive I-95
- Acted as judge for Chamber awards
- Attended Hollywood Casino ribbon cutting
- At the Tourism Summit the Cecil County Office of Economic Development was recognized with three different awards:
  - Best Cooperative Partnership
  - Best Promotional Literature – Best Wedding Guide
  - Best Event – Large Category – Bassmaster Elite

***Economic Development Coordinator – Jason Zang provided update:***

- Promoted and assisted in CBRP workshop
- Finalized preparation for the Broker Event (September 30th)
- Promoted and assisted in organizing Economic Development Week activities
- Finalized production of office's CGI Videos and Fiscal Year 2015 Annual Report
- Attended Greater Baltimore Regional Marketing Taskforce meeting
- Met with manufacturing prospect and organized site visits
- Completed and delivered OED Newsletter for October
- Cecil County Government is updating its website. Office of Economic Development will be updating our website as well. If anyone has any feedback/suggestions of items you would like to see on our website, please email Jason Zang at [jzang@ccgov.org](mailto:jzang@ccgov.org).

***Subcommittees:***

***Education/Workforce - Dr. Mary Bolt/Bruce England***

- Public schools and public libraries are continuing their campaign showing importance of education and how it does matter to the economic development of the area.
- Workforce Committee doesn't have formal meetings. Committee appreciates the public information officer, Cheryl Mattix, who does a great job.

***Technology Committee – Norman Gaither***

- Met to go over attributes for site for Phase I Incubator Feasibility Study; put out a flyer; appreciate everybody that participated in effort.
- Welcome Dr. Roberts to Commission.
- Attended 5-in-5 @ Hurricane.

- How can we get a business in and get it launched.
- Will be a compliment to business force.

**Land Use – Rupert Rossetti**

- Would like to work with OED to come up with way to look at actual accounting for Horse Park Study
  - Look at what we have and take to next level
- Keep economic development in Cecil County – a lot of money goes to subcontractors outside of Cecil County – need to use expertise in County for County & local jobs

**Finance – Bob Palsgrove**

BOOST Fund – Continue to inventory all funds available to help businesses

**Communications – Jason Zang**

CGI video complete; Waiting on next project.

**Council Report - Dan Schneckenburger, Alan McCarthy**

- 3 Medical Marijuana Candidates listing Cecil County addresses; 15 licenses to be given out by State;
- 23 Counties vying for licenses
- Applications are being reviewed by State. Won't know decision until first of New Year.
- All want to be in operation by June or July.
- Government requires to be privately financed.
- Can have a growing license, dispensing license, or processing license
- Very intricate process of extracting only oils for medical purposes; only particular strains grown.
- Debate about legalization of recreational drugs.
- Right now considered a Class I drug – Cannot be shipped out of state; that may change in time.
- Will need to have a public information session to dispel myths and get info out there.

**2015 Important Upcoming Events**

- |           |   |
|-----------|---|
| Oct. 8    | - NMTC CYAH - 5-7pm @ Minnihanes          |
| Oct.10    | - Harvest Festival, Chesapeake City       |
| Oct.15-18 | - Fair Hill International                 |
| Oct. 21   | - 9th Annual Cecil County Harvest Dinner  |
| Oct. 23   | - Cecil County Business Hall of Fame Gala |

**Summary**

Mike Ratchford concluded saying format of today's meeting has been different than usual meetings. Mike impressed with amount of work going on in County and would like to congratulate Lisa and her staff for some first class work that has been done.

**Lisa Webb** recognized her staff for their hard work and ability to shift gears to meet the demands placed upon them by an ever-changing and demanding schedule.

The report will be made available via OED website.

***Adjournment***

Mike Ratchford adjourned the meeting at 9:16 a.m.

***Our next EDC meeting will be on December 2, 2015 at 8:00 a.m. at Cecil College, Room TC208.***

Respectfully Submitted,

Terri Springel  
Administrative Assistant