

ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
1-6-2016

PRESENT

Dr. Mary Bolt (Cecil College), Walter Buck (Citizen), Denise Davis (Cecil County Public Library), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Bruce England (SWN), Norman Gaither (NorArk Executive Group), Michael Lara (Orbital ATK), Doris Mason (USRC), Grove Miller (Citizen), Susan O'Neill (Economic Development Manager), Robert Palsgrove (WSFS), Rupert Rossetti (Citizen), Dan Schneckenburger (County Council), Mike Travers (Cecil Dance Center), Lisa Webb (Director of Economic Development), Joanne Richart-Young (Ag Coordinator), Sandy Maruchi-Turner (Tourism), Jason Zang (Economic Development).

ABSENT

Linda Burris (Delmarva Power), D'Ette Devine (CCPS), Paula Gilley (Citizen), Scott Holland (i-Lighting), Woody Jackson (Citizen), Lauren Johnsky (APG), Jeanne Minner (Town of Elkton), Michael Ratchford (W.L. Gore & Associates), Dr. Carl Roberts (Chamber Government Relations).

GUESTS

Joyce Bowlsbey (County Council), Steve Connelly (MD Dept. of Agriculture), Christie Dougherty (Tourism), Cheryl Mattix (Cecil Whig), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (DPW), Alan McCarthy (County Council), Sharon Pelham (APGFCU), David Strouss (McCrone), Alan Sexton, (SWN)

Call to Order & Welcome

- Norman Gaither presided over the meeting in Mike Ratchford's absence.
- Norman called the meeting to order at 8:00 a.m.
- Minutes from EDC Meeting on December 2, 2015 were approved.

Chairman's Report – Norman Gaither for Mike Ratchford

- Budget meeting with County Executive and Al Wein seemed to move in a positive fashion
 - Took Rupert's vision of a Welcome Center under consideration
 - Budget for FY17 is very tight
 - Would appreciate support of EDC Members for Marketing Person Position Request in EDC Budget Request – make your support known to County Executive and Al Wein
- "Open for Business --- But NOT for Drug Dealers!" Arrests being made as noted in the papers.
- Dr. Ken Lewis' "Send Off" was held on December 18th. Appreciate his work on EDC and Technology Subcommittee.

An Agriculture Update was presented by Steve Connelly, Assistant Secretary of Marketing, Animal Industries and Consumer Services for the Maryland Department of Agriculture and Joanne Richart-Young of the Office of Economic Development.

A brief overview of Steve's presentation:

- Just like Cecil County, "Maryland is Open for Business"
- Started new position as Assistant Secretary of Marketing, Animal Industries and Consumer Services on November 1, 2015; working for Governor Hogan
- Areas of Responsibility:
 - Domestic Marketing – Markets 160 Farmers Markets across state of Maryland
 - SNAP Program for Senior Citizens.
 - Farming School Program in Cecil County School of Technology
 - Chesapeake Feline Association (Elkton & Port Deposit areas)
 - Influenza on Egg-Laying Poultry Industry – USDA Monitoring. Poultry is largest industry in Maryland
 - Gasoline
 - Grading of Food, Organic and Non-Organic
 - County and State Fairs
 - Wine/Grape Growers Advisory Board — Wines in Maryland must have at least 50% of their grapes grown in State of Maryland to be called a Maryland Wine
 - Provide 2-day Dairy On-Farm Processing Training – teaches Maryland compliance regulations for dairy farmers to produce products such as cheese and ice cream

Steve reviewed a number of statistics with the EDC Members as well as some interesting facts.

- Big decrease in farms and farm revenue – greatest concern is loss of dairy farms
- Cecil County is worth approximately \$95M in Equine Industry
- Olympic Alpine Skier Bodi Miller just purchased 40-stall Barn at Fair Hill Training Center in July; also keeps his thoroughbred horses at Fair Hill
- Equine industry helps other industries as well; i.e., hay, straw, grain, etc.
- Winbak Farm owner, Joe Thompson, just inducted into Cecil County Chamber 2015 Business Hall of Fame

A copy of Steve's handout is available by contacting our office.

Joann Dawson mentioned the Equine Industry has been asked to produce a calendar showcasing horses from across the State.

A brief synopsis of Joanne Richart-Young's update on the local front:

- Warwick Mushroom Farm is working on their fourth building expansion
 - Continues to be a State-of-the-Art facility
 - 24/7 Operation
 - Can't produce mushrooms fast enough
- Chateau Bu-De growing their business with planting of another 20,000 vines
- Two new organic chicken houses under Perdue Program under construction in Southern Agriculture Region

OED coordinates with Permits Department to help companies with permits for building or expansion.

Director's Report – Lisa Webb

- FY17 Budget Meetings

- Preparation of Bond Rating Documents
- Manufacturing Forum planning
- Special Secretary Jimmy Rhee visit
- State Directors review State incentives
- Dr Lewis Farewell presentation
- MACO Winter Conference
- USRC Director's Meeting
- Army Alliance Annual Meeting, BRAC Discussion

Department Update – Susan O'Neill

- Coordinated Finance Committee meeting
- Participated in meeting to discuss the idea of a community foundation
- Attended Business Engagement Committee meeting
- Conducted two business site visits
- Assisted with Bond Rating document preparation
- Met with a small business regarding Workforce Training Partnership program
- Continue working on Revolving Loan program

Agriculture Coordinator – Joanne Richart-Young

- Attended Rural Maryland Council Foundation Board Meeting in Annapolis
- Attended Rural Maryland Council Executive Board Meeting in Annapolis
- Attended Rural Maryland Council 2015 Summit – “Aspire Rural Maryland”
- Attended Mount Harmon Plantation Advisory Board meeting
- Attended Maryland State Farm Bureau 100th Anniversary Convention in Ocean City
- Continue planning Annie's program for Cecil County
- Working with Chamber Government Relations Committee planning for Cecil Night in Annapolis
- Continue working with producers of MPT Maryland Farm & Harvest program
- Final planning for Maryland Agriculture Council's annual “Taste of Maryland

Tourism Update - Sandy Turner

- Hosted a Maryland Office of Tourism FAM tour for headquarters & welcome center staff
- Participated in the Lower Susquehanna Heritage Greenway partner meeting
- Hosted Bassmaster thank you reception for volunteers and sponsors
- Participated in FHI Marketing Committee meetings
- Completed North East Chamber Bylaws changes and board member recruitment
- Tourism Committee met with County Executive and Director regarding Welcome Center locations and tourism strategic plan update

Note: If you know of businesses/organizations that have events to list, please encourage them to contact the Tourism Office as soon as possible in order to be included on our calendar of events.

Coordinator Update - Jason Zang

- Delivered advertisements to industry publications

- Participated in multiple prospect meetings across various industries and provided assistance as necessary
- Provided updates to Department of Commerce for Cecil's Brief Economic Facts
- Attended North East Chamber of Commerce luncheon
- Began work on Office of Economic Development Newsletter for January

Subcommittee Reports:

Education/Workforce – Denise Davis

Update meeting in progress.

Technology – Norman Gaither

- Had meeting with Dept. of Commerce
- Plan to add a few members

Land Use – Rupert Rossetti

Met early December and plan to meet again on long list of items might do

Finance – Bob Palsgrove

- Main item – looking at Harford County’s Revolving Loan Fund as a model
 - Divide/Estimate new criteria with legal department and have approved

Communications – JoAnn Dawson

Date in January for new logo and working on marketing initiative

Council Report - Dan Schneckenburger

- Cecil Leadership Institute to start in February
- May be some economic impact at DuPont
 - May be opportunity for Incubator Program
 - How can we integrate this regional workforce to Cecil County (educated, tremendous skill set), at least 10% are County residents
- Toured Wildcat Plant
- Budget – Please use your leverage for Economic Development Marketing Coordinator to advocate to County Exec and to Council (very influential EDC group)

2015 Important Upcoming Events

January 14th - Cecil Night in Annapolis

January 18th - Office Closed - Martin Luther King, Jr. Day

January 29th – Cecil County Arts Council “Wine & Dine” series, Schaefer’s Canal House

February 4th - “Taste of Maryland” will be held at Michael’s Eighth Avenue in Glen Burnie

Summary

The report will be made available via OED website.

Adjournment

Norman Gaither adjourned the meeting at 9:17 a.m.

Our next EDC meeting will be on February 3, 2016 at 8:00 a.m. at Cecil College, Room TC208. We will have a presentation on RAMP MD at this meeting.

Respectfully Submitted,

Terri Springel
Administrative Assistant