

ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
May 3, 2017

PRESENT

Dr. Mary Bolt (Cecil College), Walter Buck (Citizen), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Bruce England (SWN), Michael Lara (Orbital ATK), Sandy Maruchi-Turner (Tourism), Grove Miller (Citizen), Christopher Moyer (Director of Economic Development), Susan O'Neill (Economic Development Manager), Robert Palsgrove (WSFS), Michael Ratchford (W.L. Gore & Associates), Joanne Richart-Young (Ag Coordinator), Dr. Carl Roberts (Chamber Government Relations), Rupert Rossetti (Citizen), Dan Schneckeburger (County Council), Dr. Rich Szumel (Union Hospital), Mike Travers (Cecil Dancer), Jason Zang (Economic Development Coordinator)

ABSENT

Linda Burris (Delmarva Power), D'Ette Devine (CCPS), Paula Gilley (Citizen), Scott Holland (i-Lighting), Woody Jackson (Citizen), Doris Mason (USRC), Morgan Miller (CCPL)

GUESTS

Dave Dannenfeler (JLL), Joe DiNunzio (Artesian Water), Tammy Edwards (Dept. of Commerce), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (Cecil County DPW), Bonnie Grady (Cecil County Chamber), Brad Kroner (Cecil Whig), Kathleen Kunda (IXIMD), Melinda McGuigan (Edis Company), Stephanie Palko (Cecil Guardian), Sharon Pelham (APGFCU), Alan Sexton (SWN)

Call to Order & Welcome

- The meeting was called to order at 8:02 a.m.
- Introductions were made by all in attendance.
- Minutes from April 5, 2017 Meeting were approved.

Chairman's Report – Mike Ratchford

- Like to thank Bruce England for chairing the last meeting.
- Sandy, sorry I missed the presentation on Tourism – looks like a very good report.
- End of legislative session – will ask Carl to update us
 - For all partisanship, our delegation is well treated and well placed
 - How they work within the Chambers
 - Our representatives understand the game

Carl Roberts – Legislative Update

- Last Thursday had 6 of 8 representatives in attendance from District 36 or District 35
- All pronounced it a successful session from their viewpoint
- Sited some of the bills that the Cecil Chamber opposed had been constrained a bit so that the impact on small businesses was not as great
- All of the members announced they are running for re-election in 2018; governor running for re-election

- We have strategic representation on committees in Annapolis; all weigh influence on many bills that come through from Cecil County
One critical attribute in Annapolis is being a nice person

Director's Report – Christopher Moyer

- Meeting with a lot of people across the County
- Potential development opportunities in Port Deposit
- Potential retail discussions with Rising Sun
- Potential new residential development in Cecilton
- Went on a tour and met with IKEA
- Partnered with Sandy and the Fair Hill team to welcome the U.S. Equestrian Foundation to Fair Hill – very significant State representation at meeting. Wonderful Team Maryland approach to bringing the 4 Star to Fair Hill (Maryland)
- Sandy visited Kentucky to see a 4 Star Event first hand
 - Sandy reported it was a fabulous opportunity; very informational and enlightening, had the opportunity to meet with US Equestrian Federation.
- May is Tourism month – Tourism is a major part of our economy
- Attended a Ground Floor meeting last week with Dept. of Commerce and Tech Transfer Offices at APG
 - Trying to see how State can work together with Harford and Cecil Counties to extract technology to create new businesses and work with current businesses
 - Will be forming a task force moving forward
- Comptroller Franchot presented the Bright Lights Award to i-Lighting
 - Great example of somebody with an idea
 - Want to congratulate Scott Holland and i-Lighting
- Bill regarding Tier 1 and Tier 2 as it relates to Cecil County not yet defined by State – more info to come on this

A Presentation on the Regional Industrial Market was presented by Dave Dannenfels, Managing Director, Agency Leasing, Capital Markets, Industrial and Logistics for JLL

- Have been working with the County for almost 10 years, as well as with the Stewart family.
- If here 10 years ago, it would have been discussions on BRAC.
 - Discovered we were not going to get the flow of businesses as promised – they were going to go on base.
 - Still a 30% vacancy in the Aberdeen office market.
- Learned from corporate analysis – Live/Work/Play
 - Millennials who live downtown
 - Have seen very traditional companies change to urban-focused offices
- Cecil County is a little better isolated from Harford County and some of the troubles they had
- Still going to be a demand for office space but 3-4 story buildings not selling – seems to be a national trend.
- It is really all about workforce – Workforce-Workforce-Workforce-Labor-Labor-Labor
- See a lot of large retailers going out (i.e., Macys, Sears) – Companies like Amazon responsible for demise
 - Ecommerce – irony is no different than old Sears catalog

- Change in retail landscape – people want items quicker – scrapping old retail component – not all product types – think it will impact traditional malls – do think we will see the demise of malls (i.e., Owings Mills)
- We try to predict – what is another use for failed retail –
 - Have seen housing build up next to large shopping facilities
 - Anything to do with kids
 - Medical – buildings transitioned for medical purposes (old Wal-Mart)
 - Grocery retail good – Consumer goods retail softening
 - Amazon – Cecil good choice because of access to I-95 (Wilmington, Philadelphia, Baltimore)
 - Accessibility a huge driver as well as fact that building was already there
 - Workforce & Labor not most ideal in the County but it checked enough boxes
 - Capital markets world – Access to debt and equity from large insurance groups and large pension funds and Access to funds for Capital
 - Industrial very healthy – anticipate it to continue
 - Would take a lot of catch up with retailers to have an Amazon -- more ecommerce
 - Haven't seen Wal-Mart come out with their plan – have weathered the storm very well
 - As long as industrial trends and capital markets continue and can tell a good labor story, will have a good effect for Cecil County
 - Not just warehouse jobs – Warehouses in these facilities are highly automated
 - High end level of customer analytics predicting inventory needs
 - Will see increased robotics
 - Skilled component to these jobs
 - Need to pay attention to training and workforce
 - How to most efficiently make our products and get it to our customer
- Infrastructure – Cecil County doing a good job
- Pressure to move the toll – bridge can be a physical barrier
- Belvedere Road exit in the future
- Advice for attracting businesses to the County:
 - Natural setting has been what attracts businesses
 - Quality of life vs. ever-growing Harford and Baltimore Counties

Economic Development Report – Susan O'Neill

- *Cecil County Enterprise Zone - application to State to expand to include 41 ac. that encompasses Perryville Outlets*
 - *Approved by County Council*
 - *Submitted to State of Maryland – hoping to have answer by June meeting*
- *Workforce Training Grant Program – currently have 3 applications for workforce training monies*

- Check applications for appropriate requests, put together briefing for committee, if approved, put together contract – looking at possible streamlining
- 2 manufacturing visits – both are interested in participating in workforce training program
 - 1 of the companies interested in RAMPMD and working with Dept. of Commerce on foreign sales
- CBRP – working on fall workshop (October)
- Incubator – met with Advisory Board; putting together outline of program of going forward with grant monies from Rural Maryland Prosperity Fund; putting together a report

Subcommittee Reports:

Education/Workforce – Mary Bolt

- Cecil College working closely with School of Technology on providing entry level logistics courses/program that will transfer to University of Delaware – looking to partner.
i-Lighting – engineering students supported/helped with a prototype

Technology –

- No one here.

Land Use – Rupert Rossetti

- Have a meeting with Chris immediately following this meeting.

Finance – Bob Palsgrove

- Nothing to report

Communications – JoAnn Dawson

- Branding professionals from North Star arriving Monday to start that process.
- Will be reaching out to confirm focus groups and interviews today.

Council – Dan Schneckenburger

- Finishing up – looking at current proposed budget.
- Deadline coming up in June to make changes or approval.

Important Upcoming Events

May 20 th	BEPAC Preakness Pride event - 5pm
May 27 th	Fair Hill Races - 10am – 4pm
May 29 th	Office Closed – Memorial Day

Summary

The report will be made available via OED website.

Adjournment

Adjourned the meeting at 9:10a.m.

Our next EDC meeting will be on June 7, 2017 at 8:00 a.m. at Cecil College, Room TC208.

Respectfully Submitted,

Terri Springel
Administrative Assistant