

**ECONOMIC DEVELOPMENT COMMISSION**  
**MEETING MINUTES**  
**June 7, 2017**

**PRESENT**

Dr. Mary Bolt (Cecil College), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), D'Ette Devine (CCPS), Bruce England (SWN), Paula Gilley (Citizen), Woody Jackson (Citizen), Michael Lara (Orbital ATK), Sandy Maruchi-Turner (Tourism), Grove Miller (Citizen), Morgan Miller (CCPL), 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), Dan Schneckenburger (County Council), Mike Travers (Cecil Dancer), Jason Zang (Economic Development Coordinator)

**ABSENT**

Walter Buck (Citizen), Linda Burris (Delmarva Power), Scott Holland (i-Lighting), Rupert Rossetti (Citizen), Dr. Rich Szumel (Union Hospital)

**GUESTS**

Joe DiNunzio (Artesian Water), Tammy Edwards (Dept. of Commerce), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (Cecil County DPW), Bonnie Grady (Cecil County Chamber), Amanda Hickman (Town of Perryville), Brad Kroner (Cecil Whig), Alan McCarthy (Cecil County Executive), Billy Nelson (Town of Perryville), Stephanie Palko (Cecil Guardian), Alan Sexton (SWN), David Strouss (McCrone)

**Call to Order & Welcome**

- The meeting was called to order at 8:02 a.m.
- Introductions were made by all in attendance.
- Minutes from May 3, 2017 meeting were approved.

**Chairman's Report – Mike Ratchford**

- County budget process complete – we have a budget.
- Time to move forward and congratulations to the County Executive.

**Director's Report – Christopher Moyer**

- Branding Study – North Star came up from Tennessee
  - Would like to thank everyone in room, folks that participated in focus groups or one-on-one interviews, my staff.
  - Group was wowed by various things they saw
  - Wonderful tour of industrial, agricultural, and tourism assets
  - Can't wait to let people know what a hidden gem Cecil County is in the mid Atlantic
  - Amazing effort
  - Next Steps:
    - North Star working hard on surveys that will be sent out about County; i.e., conceptions, misconceptions, growth opportunities, etc.

- Will come back this summer to report initial findings, what they have seen, what they have heard
- Branding Study - 9-month process
- Can implement marketing in FY18; money set aside to begin
- Can give a presentation in Winter (Dec or Jan) to share initial findings and where we are headed
- Attended ICSC Recon Conference in Las Vegas – Who’s Who in Maryland attends as well as any retailer you can think of
- CIP Plan for new WWTP will be at Bainbridge.
  - Will assist them to get up and running
  - Huge step in drawing businesses, etc. – Just need pioneering prospect
- Tourism – great time at Fair Hill Races!
  - A lot more potential to make it a regional draw
  - Entire Philadelphia region should know about it.
  - No reason can’t be a sell out
  - Fun day, family friendly, corporate entertainment, etc.
- Inquiries: Have seen a lot of industrial interest
  - Have a 1M sq. ft. user, a 60,000 sq. ft. user, couple 350-450,000 sq. ft. users
  - Hope to announce at least two of those by end of summer

***An Agriculture Update was presented by Joanne Richart-Young, Cecil County Agriculture Coordinator***

- Real life agriculture pursuits have dominated Cecil County landscape and the economy for centuries
- Equine – value of horses has gone up
- Ag enhances the local quality of life and the economic base
- Wineries – Terrapin Station Winery has just been purchased
  - Will continue to grow grapes and plan to be a wedding venue
  - Owner working on a new name
- Community Supported Agriculture – pay a seasonal fee and pick up vegetables, etc. each week
- Cecil County is excellent location for farmers due to County being a transportation hub

***A copy of the handout from this presentation is available on our website.***

***Subcommittee Reports:***

***Education/Workforce – Bruce England***

- Planning and grant writing seasons occurring.
- CCPL, College and School system are utilized in real time market data to enhance planning
- Workforce Board’s Annual Meeting next Friday – sending invitation out
- Large group of people who are not in our workforce but should be.
- Large group of people working jobs outside of our region.
- Need to make people aware of jobs that are here.

### **Technology – Danny DeMarinis**

- Open call for additional members for the Technology subcommittee . Recently lost 2 – 1 moved, 1 retired
- Meeting scheduled for June 16<sup>th</sup> to determine focus moving forward.
  - Expect to move forward on Incubator
  - Trying to identify speakers, services needed, board established – anticipate growth, infrastructure, selected experts to guide Council

### **Land Use – Rupert Rossetti**

- Did not have a meeting

### **Finance – Bob Palsgrove**

- Nothing to report

### **Communications – JoAnn Dawson**

- July 15<sup>th</sup> – book launch for JoAnn’s new book.

### **Council – Dan Schneckenburger**

- Thank Economic Development staff for great activities we are seeing and continue to see.
- Two CIP projects: Elkton West and Bainbridge
  - Important for bringing new customers, new investments in to the County
- Passed Rising Sun’s new water line and master water and sewer plan
- Thank Perryville for coming to meeting
  - Want to see ED in the towns and add infrastructure
  - Passed expansion of Enterprise Zone for Perryville Outlets

### **Alan McCarthy - County Executive Message**

- Budget passed last night.
- Thank everyone for their faith and support.
- Think it will be excellent budget not just for this year but for 3, 5, 10 years away.
- It will allow us to grow and prosper.

### **Carl Roberts - Legislative Update**

- Sick Leave Bill – vetoed by Governor. There is a mounting effort to sustain veto.
  - Concern for small businesses
  - What would the cost be, impact on number of positions to small businesses?
- Government Relations Committee meeting tomorrow.

### **Important Upcoming Events**

June 14 <sup>th</sup> – 16 <sup>th</sup>	BASS Nation Eastern Regional, Anchor Marina, North East
June 19 <sup>th</sup>	Start-Up Cecil: Teen Small Business Contest - Session 1 (Sponsored by Cecil County Public Library)
July 25 <sup>th</sup>	EDC at the Fair

### **Summary**

- Chamber Annual Meeting & Luncheon on June 22nd – Chris Moyer to speak
- EDC at the Fair on Tuesday, July 25<sup>th</sup>.
  - Joanne at gate at 4:00 pm
  - Meet at Stafford Pavilion at 5:00 pm
  - Will be receiving information from Terri
  - Focus on capital improvements and children's participation in 4H
- Friday morning at Leeds Elementary – making call up to Space Station
- Taking off August and will reconvene in September

The report will be made available via OED website.

### **Adjournment**

Adjourned the meeting at 9:05a.m.

***Our next EDC meeting will be on September 6, 2017 at 8:00 a.m. at Cecil College, Room TC208.***

Respectfully Submitted,

Terri Springel  
Administrative Assistant