

**ECONOMIC DEVELOPMENT COMMISSION**  
**MEETING MINUTES**  
**November 1, 2017**

**PRESENT**

Dr. Mary Bolt (Cecil College), Walter Buck (Citizen), Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), D'Ette Devine (CCPS), Bruce England (SWN), Michael Lara (Orbital ATK), Sandy Maruchi-Turner (Tourism), 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), Rupert Rossetti (Citizen), Dr. Rich Szumel (Union Hospital), Mike Travers (Cecil Dancer), Jason Zang (Economic Development Coordinator)

**ABSENT**

Paula Gilley (Citizen), Scott Holland (i-Lighting), Grove Miller (Citizen), Woody Jackson (Citizen), Dan Schneckenburger (County Council)

**GUESTS**

Agbesi Akpedonu (Clean Markets), Mayor Robert Alt (Town of Elkton), Joe DiNunzio (Artesian), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (Cecil County DPW), Ed Ginder (Citizen), Bonnie Grady (Cecil County Chamber), Jessica Iannetta (Cecil Whig), Mary Jo Jablonski (Elkton Alliance), Kathy Kunda (Cecil College), Alan McCarthy (Cecil County Executive), Bob Meffley (Cecil County Council), Jeanne Minner (Town of Elkton), 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 October 4, 2017 meeting were approved.

**Chairman's Report – Mike Ratchford**

- There have been a couple significant events in County:
  - Fair Hill International 3 Star
  - Business Hall of Fame – joint venture between County Chamber and OED

**Director's Report – Christopher Moyer**

- October was a very busy month.
  - Economic Development Week – OED team was out and about in North East and Elkton last Friday; staff visited all of the towns
  - Participated in business tours with Dr. McCarthy: Hassler Dressage, Air Clear, ODEC Wildcat Point Power Generation Facility
    - It is one thing for a business to see you make a presentation; need to get out in the business community and let them show their wears, their products, their manufacturing site, etc.
  - Fair Hill International – hosted 3 Star and 2 Star events

- November 14<sup>th</sup>- should hear if we will officially receive 4 Star
- Bond Rating Agencies
  - Took agencies on tours - made sense to bring agencies to Cecil County to see first-hand growth and momentum here
- Jason Zang leaving OED; last day November 17<sup>th</sup>
  - Jason has been a tremendous teammate and asset to the office.
  - Will continue to be active in community just in a different capacity.

***Mayor Robert Alt, Town of Elkton, presented an Elkton Update***

- Elkton is 8 ½ sq. miles
- In-town population ≈ 17,000; service ≈ 20,000 with water and sewer
- Have \$12M annual budget; little over \$20M in water and sewer
  - Have one of lowest water and sewer rates in State of Maryland; \$0 hookup fee for residential
- Town carries \$12M debt, mostly from wastewater treatment plant finished in 2006
- Elkton is a strong municipality
- Have welcomed numerous new businesses
- Planned Businesses: Two Breweries, Showcase on Main, Walmart Academy, Warner Road Mini Warehouses Phase II, and Elkton Housing Authority improvements/expansion.
- Made numerous Public Improvements and Infrastructure investments with more planned
- Recent accomplishments: Accredited Main Street Program, Renewed HUB zone status, Renewed and expanded Enterprise Zone, Re-designation of the Arts & Entertainment District, New Promotional Video, New Historic District design guidelines, and Elkton Police Department statistics show crime decreased in 2016 by 10%.
- We are Elkton!

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

***Economic Development Update – Susan O’Neill, Economic Development Manager***

- Revolving Loan Fund (RLF) changing
  - Current RLF guidelines 17 years old; times have changed – RLF guidelines need to be more in line with what businesses need
  - Made up of 2 fund sources:
    - CDBG – have in past had lots of strings attached
    - MEDAAF – State of Maryland money
  - Decided to split the 2 funds:
    - CDBG – Use for Port Deposit Wastewater Plant
    - MEDAAF – Use for RLF; change to make more small business/entrepreneur friendly
  - Old Guidelines: RLF monies could be for loans of \$20,000-75,000
  - New Guidelines: RLF monies will now have a minimum of \$5,000 for loans
  - Revolving Loan Fund will now be known by NEW name, Cecil Catalyst
  - New Features:
    - Loans now not tied to specific job creation
    - Eliminating banks as part of approval process; will now be approved by a Committee

- Will be introduced to County Council on November 7<sup>th</sup>
- Employee Workforce Partnership Program – used casino money to create Workforce Training Program
  - Given out about 20 grants over last 3 yrs.
  - Will give a grant for training up to \$1,000/person with 50% match, up to \$20,000/year per business
  - Form: Why do you need the training, how is it going to help the business, how is it going to help the employee?
  - Review Committee – Fast Program -- Quick Turnaround

***Subcommittee Reports:***

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

- Been doing a lot of work behind the scenes.
- Pulled together manufacturers to discuss skilled needs/workforce needs for distribution employees
  - Put together training program
  - Creates opportunities for residents of County

***Technology – Danny DeMarinis***

- Meeting being rescheduled

***Land Use – Rupert Rossetti***

- Committee on hold
- Fair Hill International – great effort!
- Interviewing local sponsors and businesses to see how we could get them engaged proved very beneficial
- 5K Race on grounds – Great start to the day
- Bike Race
- Looking forward to next year
- Cecil County Tourism showcase – offered treats from local businesses throughout event
  - Sandy shared a Success Story – Couple had donut samples from Chesapeake Bay Coffee
    - Resulted in them discovering Town of North East and Elk Neck State Park
    - Won gift card from Chesapeake Inn and took group there
    - Thrilled with Cecil County – coming back again
- Numbers were up – significantly due to presence of W. L. Gore-sponsored bike and road race
- Gore – got associates involved; great perk for employees; worked with FHI
- Looking forward to decision on 4 Star coming out later this month
- Tesla – Had cars on site to test drive

***Finance – Susan O'Neill***

- New Revolving Loan Program already covered during OED update

***Communications – JoAnn Dawson***

- Nothing to report

**County Executive – Dr. Alan McCarthy**

- Spent number of weeks preparing to meet with credit rating agencies
- Raised taxes – Told rating agencies we will balance budget with our own money not borrowed money
- Dedicated to building up reserves
- Pay current expenses with current revenues
- Committed to infrastructure development
- If we get increase in current rating, interest will go down so we can build new facilities, make communities more vibrant, and solve social and political issues.
- Dedicated to take VLT funds out of operational income

**Council – Bob Meffley**

- Armory – Good place to put Paris Foundation; make homeless shelter
- Susan – Thank you for what you are doing for small business loans
- D’Ette – Thank you for increasing time in the trades; think it is very important
- Chesapeake City –
  - Mayor going out, new mayor coming in; Harry Sampson possible next mayor
  - Issues – Committee wants no more growth
  - Could use some help/ideas to keep Chesapeake City moving in the right direction

**Chamber of Commerce – Bonnie Grady**

- Nov. 9<sup>th</sup> – Cecil County First Responders Appreciation Dinner
  - Need sponsorships; expect ≈ 150 people
- Nov. 16<sup>th</sup> – Phase 2 of Manufacturers Roundtable
  - Bring manufacturers together; create a voice; problem solving; resource sharing
  - Working on 1<sup>st</sup> initiative – work ready program

**Important Upcoming Events**

November 7 <sup>th</sup>	Introduction of RLF resolution to Council
November 23 <sup>rd</sup> – 24 <sup>th</sup>	Office Closed for Thanksgiving holiday
November 25 <sup>th</sup>	SMALL BUSINESS SATURDAY – SHOP LOCAL!

The report will be available via OED website.

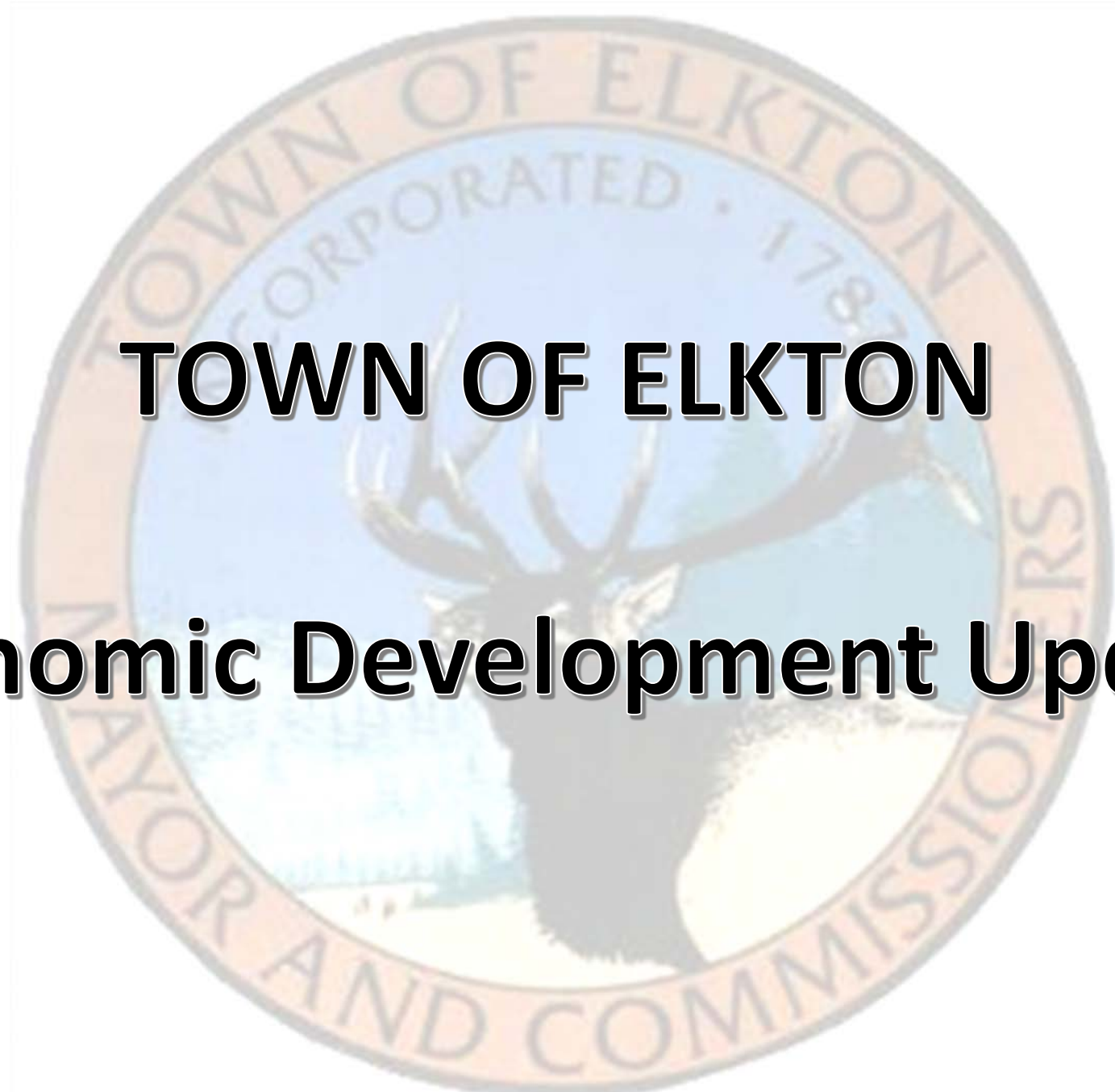
**Adjournment**

Meeting adjourned at 9:21 a.m.

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

Respectfully Submitted,

Terri Springel  
Administrative Assistant



# **TOWN OF ELKTON**

## **Economic Development Update**

# **NEW BUSINESSES**

**Brookbend Interiors**  
116 East Main Street



**Singerly Fire Department Helipad**



**Shoppes At Elkton**  
722 East Pulaski Highway



**Fortress Steel**  
1001 Konica Drive, Upper Chesapeake  
Corporate Center



## Lidl

622 East Pulaski Highway



## Magical Smiles Maryland

230 South Bridge Street, Suite A



## Pet Smart

Big Elk Mall



## Myint Dental

343 East Pulaski Road





## Spork

102 West Main Street



## Project Chesapeake

111 East Main Street



## Wawa

302 West Pulaski Highway



## Best Vacations

210 North Street



## Elkton Ford

503 East Pulaski Highway



## Hertrich Chrysler Dodge Jeep Ram of Elkton

1147 East Pulaski Highway



## Ramsey Quick Lube

603 East Pulaski Highway



## Premier Auto Exchange

224 East Pulaski Highway



## Freightliner

189 Belle Hill Road



## Hardees

801 East Pulaski Highway



## Main Street Pizza

128 West Main Street



## Simply Savory

5 Commercial Plaza



**University of Maryland Radiation  
Oncology Center at Union Hospital**  
152 Railroad Avenue



**Union Hospital Urgent Care at Elkton**  
123 Singerly Avenue



**Suz Quilt Studio**  
114 East Main Street



**East Main Café**  
126 East Main Street



**North Bridge Dental**  
400 North Bridge Street



**Edward Jones**  
221 East Main Street



## Walt's Tavern

307 Augustine Herman Highway



## Flame Kabob & Gyro

1197 East Pulaski Highway



## Veteran's Hope Thrift Store

208 West High Street



## Cohen's Furniture

901 East Pulaski Highway



**Triangle Health Alliance**  
Upper Chesapeake Corporate  
Center



**Golden Corral**  
221 Belle Hill Road



**Verizon Store**  
100 East Pulaski Highway



**Atmosphere Barber**  
123 West Main Street



**Cecil County Tourism Offices**  
124 West Main Street





## Planned Businesses

- **Two Breweries**
- **Showcase on Main**
- **Walmart Academy**
- **Warner Road Mini Warehouses Phase II**
- **Elkton Housing Authority** (Rudy Park, Windsor Village and 150 East Main Street Senior Apartments – improvements/expansion)

# **PUBLIC IMPROVEMENTS & INFRASTRUCTURE**

**Well# 2R** (14 ½ Walter Boulden Street) A backup well, combined under existing permit for well 1R, jointly providing a water appropriation of 100,000 gallons per day (gpd) on average.



**Well# 5** (adjacent to Elkton’s WWTP) A backup well, permitted for 100,000 gpd. Once withdrawals are permitted, a reduction of 100,000 gpd for withdrawal from the Big Elk Creek by the Elkton Surface Water Treatment Plant.



**Dog park and new playground in East Meadow Park** (Funding assistance through DNR Community Parks & Playgrounds Grant \$24,000.00)



**Solar Panel field** Elkton contracted with Standard Solar Inc. to install 7.4 acres of solar panels in a field adjacent to Elkton's wastewater treatment plant.



**Renovation of 117-119 West Main Street Parking lot** Improvements include landscaping, LED lighting and 4 ChargePoint electric vehicle charging stations. (Funding assistance through Strategic Demolition Smart Growth Impact Fund Grant \$100,000.00)



- **Rain Garden Project Howard Street Parking** This project was a Student Stewards of Cecil County 9<sup>th</sup> Grade Watershed Action Project. Nora Wintermute, Education Director of Fair Hill Nature Center, and Karen Aspinwall of Cattail Company, worked with Elkton High School ninth graders to provide meaningful watershed educational experiences including classroom instruction, field experiences, and implementation of action projects in partnership with municipalities. This project focused on water quality. The project entailed removing asphalt and creating a rain garden in the center of a parking lot in the Critical Area, installing rain barrels and planting trees in Meadow Park.



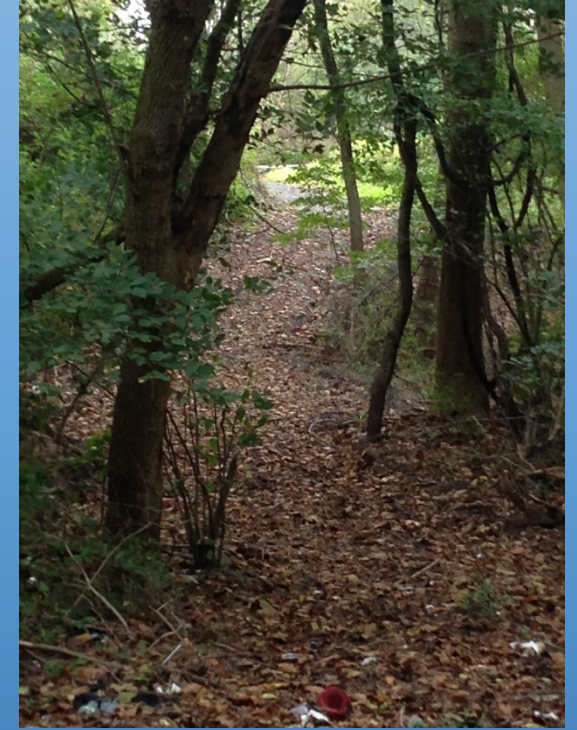
**Sidewalk/crosswalk improvements on MD 213**



**MD 281 roundabout completed this past weekend**



## Clean up of homeless encampments on public lands





## Planned Public Improvements/Infrastructure

- **Elkton Police Department Security Cameras** – Central Business District.
- **Elkton Pedestrian Plan** WILMAPCO is working with the Town of Elkton and the Maryland State Highway Administration to develop the **Elkton Pedestrian Plan**. The Plan will identify necessary improvements to the town's pedestrian network in order to support making Elkton a more walkable community.
- **Pedestrian Bridge on Delaware Avenue** Elkton's engineers are currently working through the permitting process for this important project.
- **Improvements to the Town Square** Improvements include handicap accessible ramps to the Town Square and Elkton Alliance/Visitor Center, repairs to steps and stoops and redesign of town square to better accommodate visitors. (Funding assistance provided by Community Development Block Grant program \$135,000.00)
- **Façade Grant Program** Ongoing and very successful program. (Funding assistance provided annually through the Community Legacy Grant Program \$50,000.00 per year.)
- **Boardwalk on Big Elk Creek in Marina Park** Preliminary design and engineering will begin this year to provide a pedestrian walkway connecting MD 213 (Bridge Street) to the boat ramps along the Big Elk Creek in Marina Park.

## Planned Public Improvements/Infrastructure (continued)

- **Elkton Recreation Center** This project entails the construction of a much-needed 25,500 square foot indoor and outdoor neighborhood recreation center at 201 Booth Street. The Town is in the process of identifying funding sources.
- **Elkton Armory** The Town is interested in acquisition of the Elkton Armory for the Parks and Recreation Department, indoor sports and classroom and a wide variety of activities.
- **SportsPlex** The Town is actively collaborating with owners and potential developers of the nine parcels of land south of U.S. Route 40 to establish a Public/Private Partnership with the intent to develop a world-class Sports and Recreation venue. This will address Elkton's open space deficit, promote recreational opportunities including water access and further economic development by attracting more investment in the Town, creating jobs and greatly expanding tourism. This project will implement recommendations of the Chesapeake Bay Watershed Public Access Plan (2013) and the Cecil County 2011 Land Preservation, Parks and Recreation Plan.
- **Passenger Rail Service** Officials from Cecil County, the Town of Elkton and MARC met last year to discuss the possibility of MARC resuming service to the existing rail station in Elkton. Restoring the existing train station would reduce the cost of the original project to \$3 million, and could be accomplished by 2021. This scenario would not require a maintenance facility to be constructed in Perryville. Continuing efforts by Elkton and Cecil County officials are necessary to push for restoring passenger rail service to Elkton.

## **Other recent accomplishments:**

- **Accredited Main Street Program.**
- **Renewed HUB zone status.**
- **Renewed and expanded Enterprise Zone.**
- **Re-designation of the Arts & Entertainment District.**
- **New promotional video.**
- **New Historic District Design Guidelines.**
- **Elkton Police Department statistics show that during the 2016 total crime in the Town of Elkton decreased by 10% compared to the previous 5 year average.**

**We are Elkton!**