

**ECONOMIC DEVELOPMENT COMMISSION**  
**MEETING MINUTES**  
**January 2, 2019**

**PRESENT**

Dr. Mary Bolt (Cecil College), Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Sandra Edwards (CC OED Manager), Bruce England (SWN), Paula Gilley (Citizen), Woody Jackson (Citizen), Michael Lara (Northrop Grumman), Sandy Maruchi-Turner (Tourism Manager), Morgan Miller (CCPL), Chris Moyer (CC OED Director), Michael Ratchford (W.L. Gore & Assoc.), Dr. Carl Roberts (BDC), Rupert Rossetti (Citizen), Richard Starr (CC OED Coordinator), Dr. Rich Szumel (Union Hospital), Mike Travers (Cecil Dancenter)

**ABSENT**

Walter Buck (Citizen), Scott Holland (i-Lighting), Dr. Jeffrey Lawson (CCPS), Bob Meffley (CC Council), Grove Miller (Citizen), Robert Palsgrove (WSFS)

**GUESTS**

Bill Coutz (CC Council), Joe DiNunzio (Artesian Water), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (CC DPW), Kathy Kunda (IXIMD), Jen Lyall (CC Public Information Officer), John Martin (Chesapeake Utilities), Alan McCarthy (CC Executive), Laura Metzler (CCPL), Sharon Pelham (APGFCU), Larry Richardson, Jr. (MD Chamber of Commerce), Christine Ross (MD Chamber of Commerce), Dan Schneckenburger (Apex Piping), Alan Sexton (SWN), Scott Sturgill (Cecil Bank), Katie Tabeling (Cecil Whig)

**Call to Order & Welcome**

- Meeting called to order at 8:02 a.m.
- Introductions made; November 7, 2018 meeting minutes approved

**Chairman's Report – Mike Ratchford**

- Cecil Night in Annapolis: (see flyer for details)
  - Secretary Kelly Schultz, panel of majority & minority leaders, Gov. Hogan
- Annual State of the County address – Monday, Jan. 28<sup>th</sup> @ Schaefer's

**A Presentation was given on the Maryland Chamber of Commerce by Christine Ross, President & CEO and Larry Richardson, Jr., Vice President, Government Affairs**

- Chamber has been working on partnerships, reestablishing its' reputation, creating transparency on a level playing field, and working hard with policy committee and legislative committee.
- Concerned about competitiveness of state for retaining businesses and workforce.
- Working with tax experts to create better tax initiatives for small businesses.
- Created MD Chamber Executive Advisory Council - work on issues, benefit from each other's strengths, and share best practices
- Federation Partnership – federating local and county chambers throughout the state -- share strengths of businesses throughout State of MD with legislature. Conference on February 23<sup>rd</sup>.
  - Any business with 10 or fewer employees that is a member of a local or county chamber will have free membership in the State Chamber of Commerce – want to take care of micro businesses (where 8% of jobs grow in economic development situation)
- What's anticipated at Cecil Night in Annapolis?

- \$15 minimum wage
  - Just coming off minimum wage increase - impact on jobs & cost of living
  - No way for small business to adjust
- Fair Scheduling (restaurants, food services, retail)
- Civil Liabilities (damages against businesses)
- Apprenticeship Issues (tax incentives for small businesses)
- Tax Reduction
  - Bring Maryland's corporate tax rate down
  - Introduce filing jointly first \$315,000 subject to 20% reduction

For further questions, please contact the Maryland Chamber of Commerce directly at 410-269-0642.

***Director's Report – Chris Moyer***

- Introduce Richard Starr
- Great Wolf Lodge
- Opportunity Zone
- New Agribusiness Coordinator starts January 7<sup>th</sup>
- County was proud recipient of \$20M to get interchange at I-95 and Belvidere Road built

***Richard Starr, Economic Development Coordinator***

- 25-year resident of Cecil County; live in Calvert with wife & daughters
- Worked throughout central PA, MD, northern VA for an insurance broker; went to a bank; small business owner in Cecil County; managed a small school. Manage a nonprofit that helps feed elementary school students in the County.
- Focus will be on regional effort with APG and regional tech network, developing deep relationships with brokers, and help in field for starters

***Subcommittee Reports:***

***Education/Workforce – Dr. Mary Bolt***

- Small business highlights – CCPL programs coming up
- Susquehanna Workforce Network (SWN) focused on workforce
  - Target audience 18–30 year olds – trying new advertising on radio

***Technology – Danny DeMarinis***

- Met with TEDCO on Opportunity Zones
  - TEDCO has funded two-part phase for Incubator
  - Monitoring how future activities will proceed in order to provide support

***Council Report – Bill Coutz***

In middle of considering resolutions for Great Wolf Lodge – hope to be able to support it

***Cecil County Executive - Dr. Alan McCarthy***

Like to thank Chris and Sandra for all the hard work put in with Great Wolf Lodge  
Happy with last two years

***Summary – Mike Ratchford***

Reminder -- Cecil Night in Annapolis – January 10, 2019  
Next meeting Feb. 6 – note inclement weather policy  
The report will be available via OED website.

***Adjournment***

Meeting adjourned at 9:11 a.m. .

***Our next EDC meeting will be on February 6, 2019 at 8:00 a.m. at Cecil College, Room TC208.***

Respectfully Submitted,

Terri Springel  
Administrative Assistant