

**ECONOMIC DEVELOPMENT COMMISSION**  
**MEETING MINUTES**  
**February 6, 2019**

**PRESENT**

Dr. Mary Bolt (Cecil College), JoAnn Dawson (Fairwinds), Sandra Edwards (CC OED Manager), Bruce England (SWN), Michael Lara (Northrop Grumman), Dr. Jeffrey Lawson (CCPS), Sandy Maruchi-Turner (Tourism Manager), Chris Moyer (CC OED Director), Maureen O'Shea (CC Agribusiness Coordinator), Michael Ratchford (W.L. Gore & Assoc.), Dr. Carl Roberts (Roberts Consulting), Richard Starr (CC OED Coordinator), Mike Travers (Cecil Dancenter)

**ABSENT**

Linda Burris (Delmarva Power), Danny DeMarinis (URP), Paula Gilley (Citizen), Woody Jackson (Citizen), Bob Meffley (CC Council), Grove Miller (Citizen), Morgan Miller (CCPL), Robert Palsgrove (WSFS), Rupert Rossetti (Citizen), Dr. Rich Szumel (Union Hospital)

**GUESTS**

Bill Coutz (CC Council), Joe DiNunzio (Artesian Water), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (CC DPW), Jen Lyall (CC Public Information Officer), Laura Metzler (CCPL), Chris Mills (Cecil College), Jack Schammel (Leading Logic), Dan Schneckenburger (Apex Piping), Alan Sexton (SWN), Katie Tabeling (Cecil Whig)

**Call to Order & Welcome**

- Meeting called to order at 8:04 a.m.
- Introductions made; January 2, 2019 meeting minutes approved

**Chairman's Report – Mike Ratchford**

- Great attendance for Cecil Night in Annapolis
- Cecil County Chamber hosted State of the County
  - Economic Development a strategic priority
  - Have seen in last few years:
    - Six million sq. ft. commercial space opened
    - 3,000 new jobs in manufacturing, technology, logistics, and retail
    - Opportunity Zone designation promises commercial and industrial growth
    - \$20M Federal grant for new I-95 Interchange at Belvidere Rd.
    - Great Wolf Lodge coming
    - Moving forward on broadband

**Director's Report – Chris Moyer**

- Introduce Maureen O'Shea, new Agribusiness Coordinator
- Great Wolf Lodge – County Council approved two resolutions last night
- Opportunity Zones
  - 3 Opportunity Zones in Cecil County
  - \$56.5M State incentive package
  - 10-year hold / 10-year program (Need to start by end of 2019)
  - Need land owners, developers, investors
  - Creating web page devoted to Opportunity Zones

- Testifying against \$15/hr Minimum Wage Bill
  - Cecil will feel impact due to proximity to Delaware (have lower minimum wage)

***Maureen O'Shea, Agribusiness Coordinator***

- College Major: Economics and Finance
- Worked successfully in Real Estate for 6 years
- Work on farm part time – found passion – spurred desire to get into business side of agriculture
- Job opening for Agribusiness Coordinator a fit!

***A Presentation was given on Chesapeake Utilities Growth Plans in Cecil County by Vince Fiorelli, Natural Gas Sales Representative***

- Existing Service Areas: Delaware, Maryland, Virginia, Pennsylvania, Florida, and Ohio
- Natural Gas is cleaner burning; more cost-effective choice
- Provide services to residential, commercial, and industrial customers
- Cecil County Main Extension – Phase 1- Nottingham Road & Route 40, Westward to Mechanics Valley Road
  - Approx. 20,000 ft. natural gas main; Completed in 2012
- Cecil County Main Extension - Phase 2 - Mechanics Valley Road towards Belvidere Road
  - Approx. 28,000 ft. natural gas main; Completed in 2019
- Cecil County Main Extension – Phase 3 – Razor Strap Road towards Leslie Drive
  - Construction to begin in 2019
- Cecil County Main Extension – Phase 4 & Beyond (Future)
  - Phase 4 – Leslie Drive continuing to Lums Road
  - Future Projects: Bay View Elementary, Cecil College, Main Street (North East), North East High School, and any industrial, commercial or residential along existing main that wants to utilize natural gas
- Chesapeake Sharing – created to ensure customers with financial need do not go without heat in winter
- Community Service
- Commitment to Safety & Reliability

***A copy of the presentation will be available on our website.***

***Subcommittee Reports:***

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

- Workforce becoming more critical issue; will be meeting to do more creative brainstorming
- BEPAC – Principal for a Day – week of Feb. 25<sup>th</sup> - Need community leaders
- Creating Strategic Plan for CCPS
- Survey on CCPS Facebook page

***Communications – JoAnn Dawson***

Working on website, social media improvements, and info for newcomers

***Council Report – Bill Coutz***

Passed both resolutions with 5-0 vote on Great Wolf Lodge – important project for County

The report will be available via OED website.

***Adjournment***

Meeting adjourned at 9:10 a.m.

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

Respectfully Submitted,

Terri Springel  
Administrative Assistant

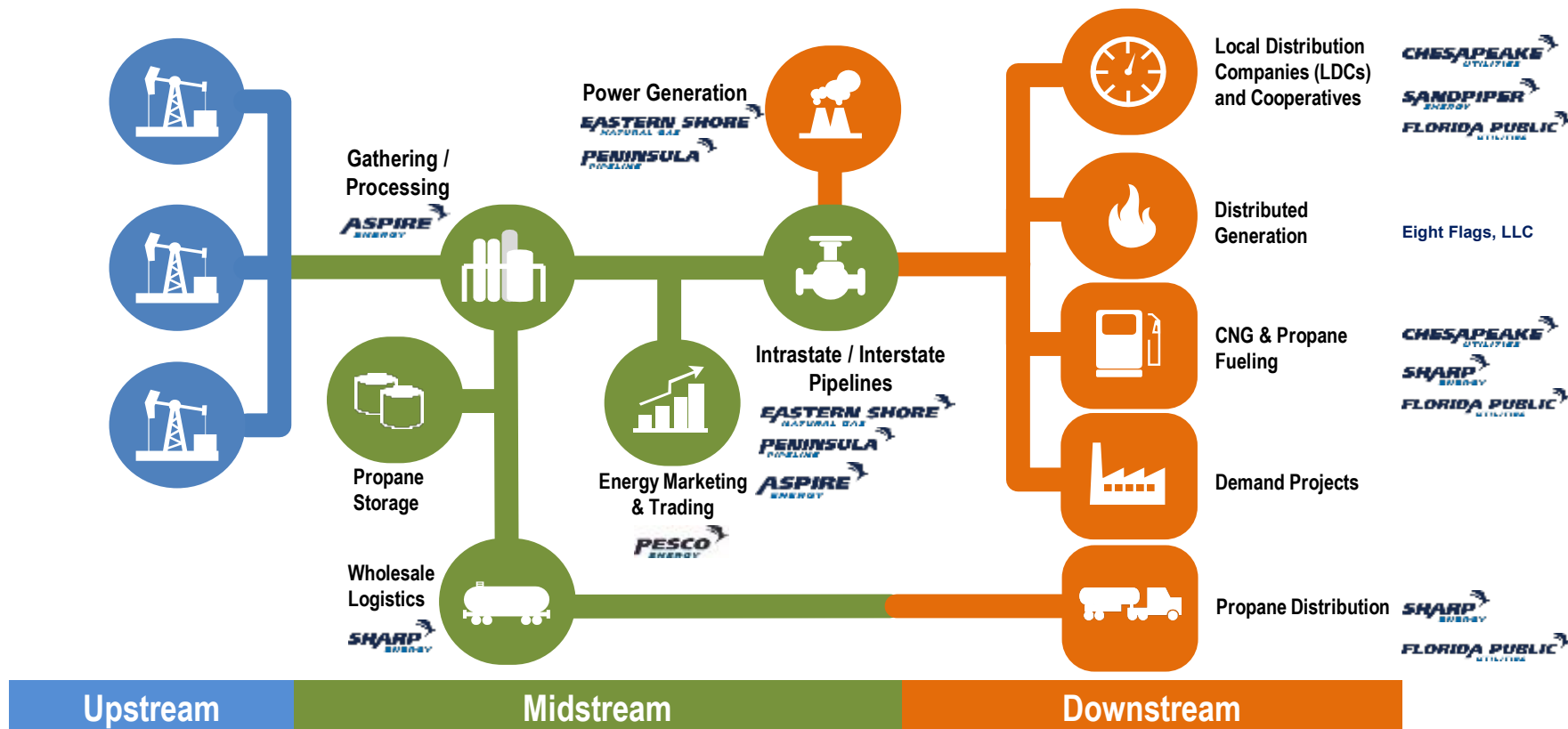


# Overview of Chesapeake Utilities Corporation within Cecil County





# Growth Across the Energy Value Chain



We continue to develop opportunities across the value chain that build on CPK's existing midstream and downstream assets. Our business units continue to maximize organic growth and seek opportunities to extend into new territories and provide new service offerings.

# Existing Service Areas

## Delaware and Maryland

Natural Gas Transmission, Distribution and Marketing  
Propane Distribution

## Virginia

Propane Distribution

## Pennsylvania

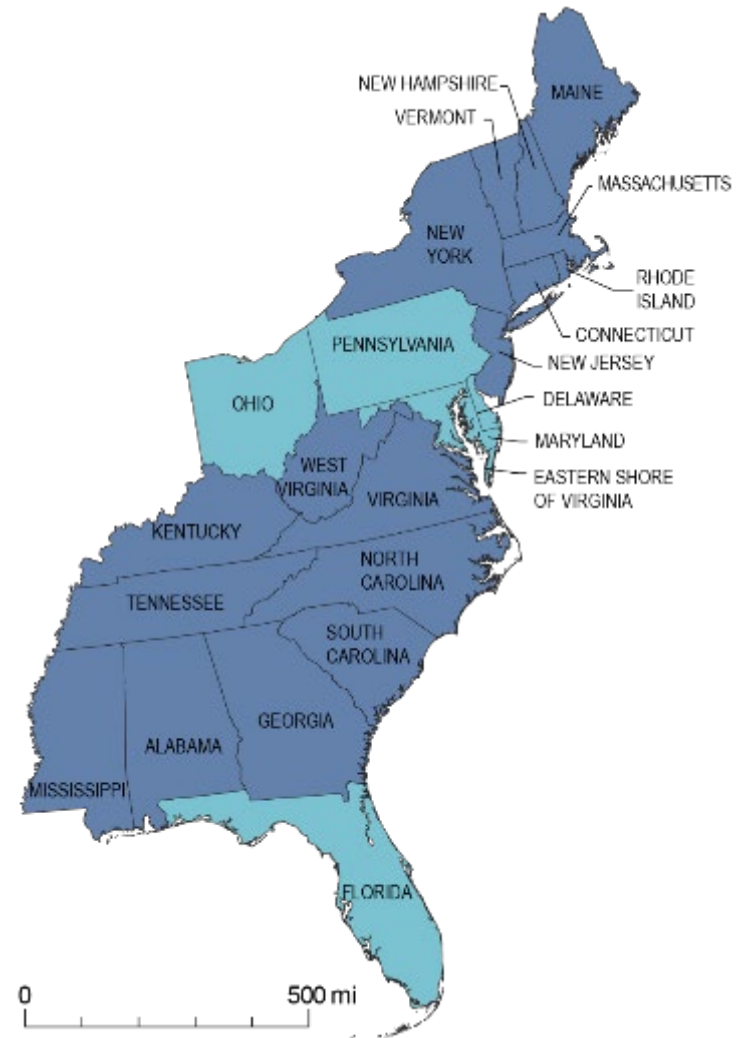
Natural Gas Transmission  
Propane Distribution

## Florida

Natural Gas Transmission, Distribution and Marketing  
Electricity Distribution  
Combined Heat and Power Plant  
Propane Distribution

## Ohio

Natural Gas Gathering, Marketing, Liquids Processing  
and Distribution



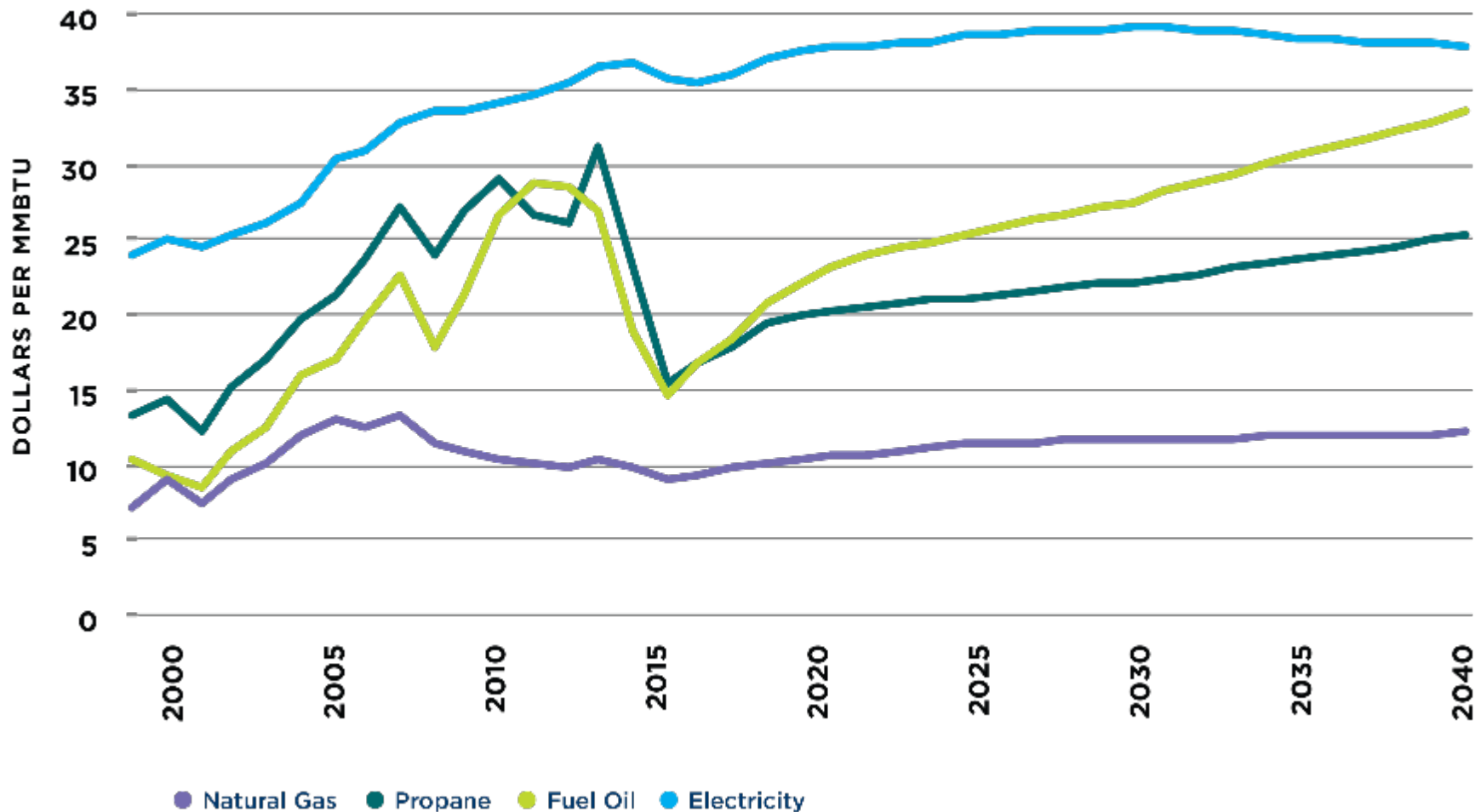
# Our Value Commitment

## *Pipeline Supply Access & Diversity*

### *Natural Gas is the Cost-Effective Choice*



Low and Stable Prices for Natural Gas Creates Value and Incentivizes Conversions



<https://www.aga.org/playbook>

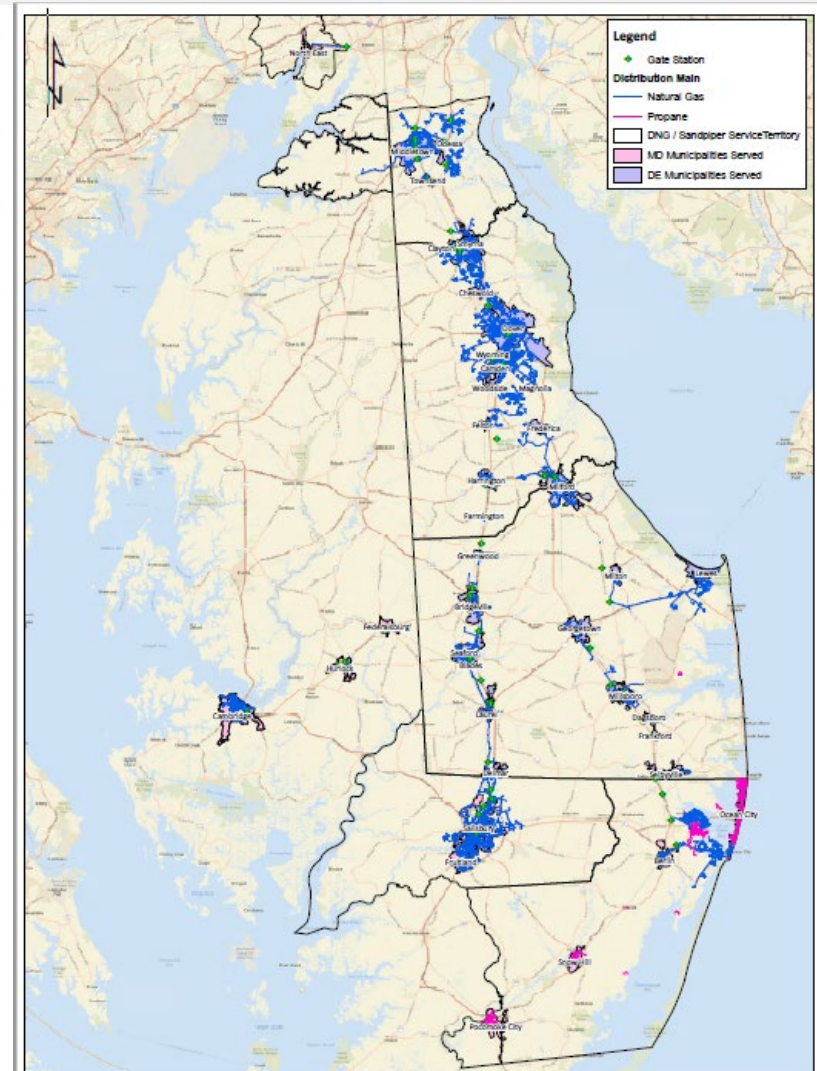


# Chesapeake Utilities: The Delmarva Peninsula



Chesapeake Utilities' Delaware and Maryland Divisions and our subsidiary Sandpiper Energy, Inc. serve over 76,000 customers from Cecil County Maryland in the northwestern corner of our service territory to Worcester County in the southeastern corner.

We provide local distribution services to residential, commercial and industrial customers.

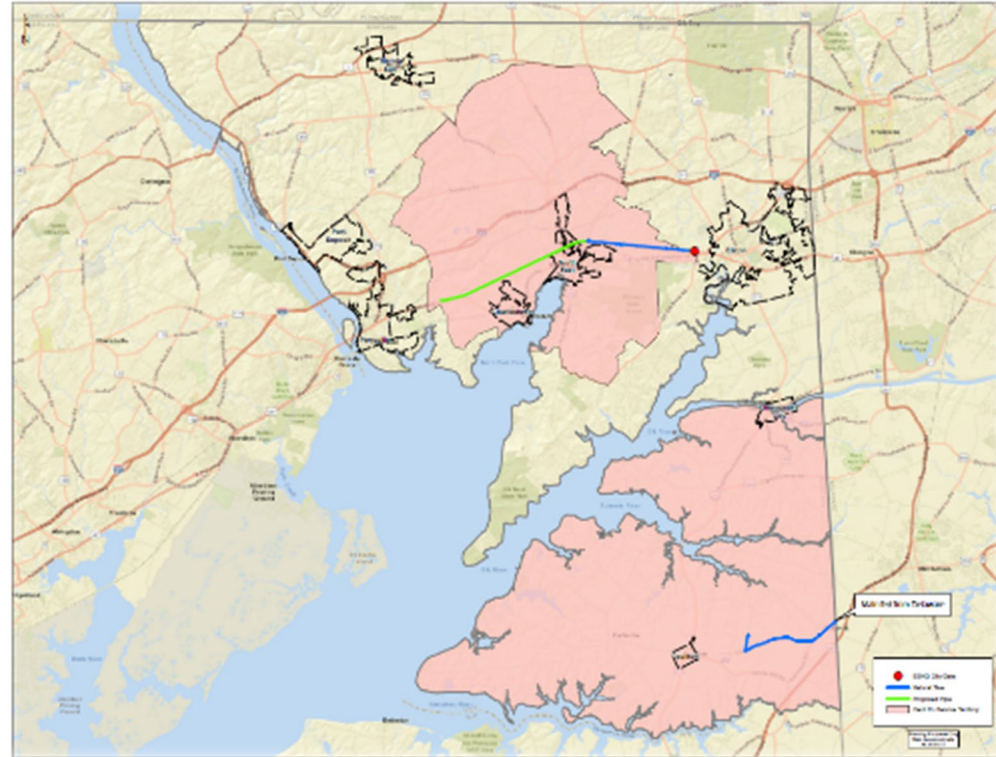


# Our Value Commitment

## *DNG Project Development and Execution*

### Cecil County, Maryland

- The I-95 and Rt. 40 corridor has been identified as a Maryland State Enterprise Zone.
- The area is located between two major R&D hubs, Aberdeen Proving Ground and the University of Delaware.
- Cecil's nine industrial and technology parks offer prime locations, affordable land and buildings available for immediate occupancy.
- Commercial/Industrial (C&I) and small to medium enterprises (SME) are the growth expected over the next 3-year period.
- 52% of the workers employed in Cecil commute from outside of the county.



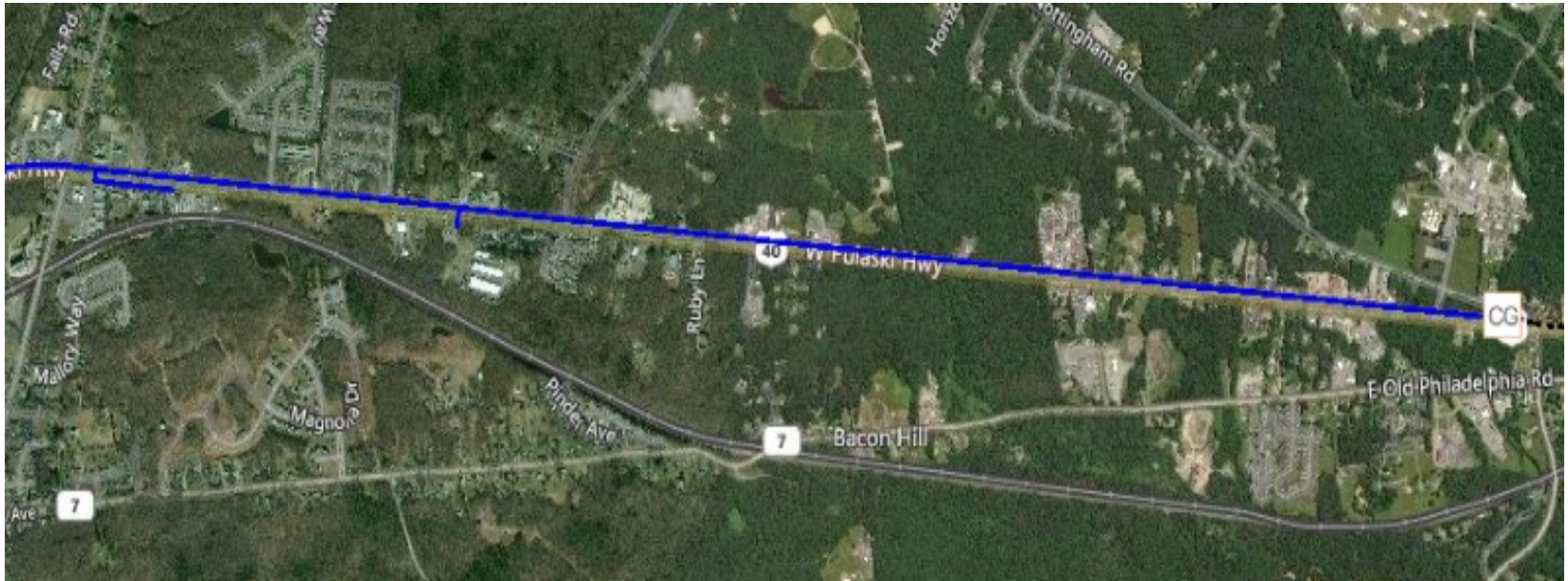
# Cecil County Main Extension – Phase 1

- Nottingham Road & Route 40



- Ends at Mechanics Valley Road & Route 40 Intersection
- Approximately 20,000' of 12" Natural Gas Main
- Phase 1 completed in 2012
- Reach for the Stars Daycare was our first customer on this line

# Phase 1 – Nottingham & Route 40, westward to Mechanics Valley Road



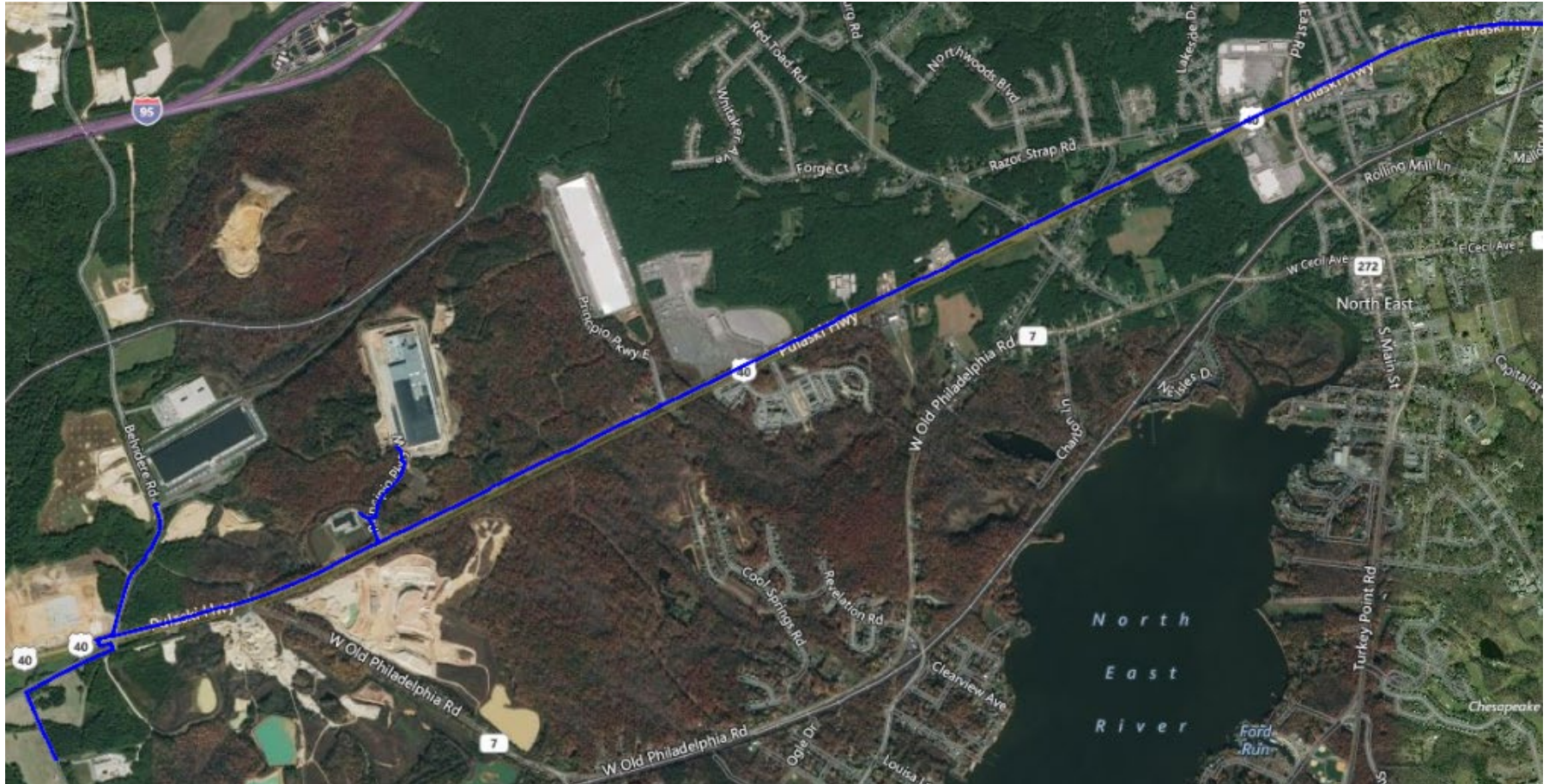
# Cecil County Main Extension – Phase 2

- Mechanics Valley & Route 40
- Currently ends at Belvidere Road & Route 40 Intersection



- Approximately 28,000' of 12" Natural Gas Main
- Phase 2 completed in 2019 (This means Cecil Dancer center will be getting natural gas very shortly!)

# Phase 2 – Mechanics Valley Road towards Belvidere Road



## Cecil County Main Extension – Phase 3

- This phase was recently approved by our “Growth Committee.”
- Plans are to extend the main behind the North East Walmart, potentially converting stores within the center.
- Continuing north through Nazarene Camp, in order to provide service for the distribution facility & retail project
- Construction will begin in 2019

# Phase 3 – Razor Strap Road towards Leslie Drive

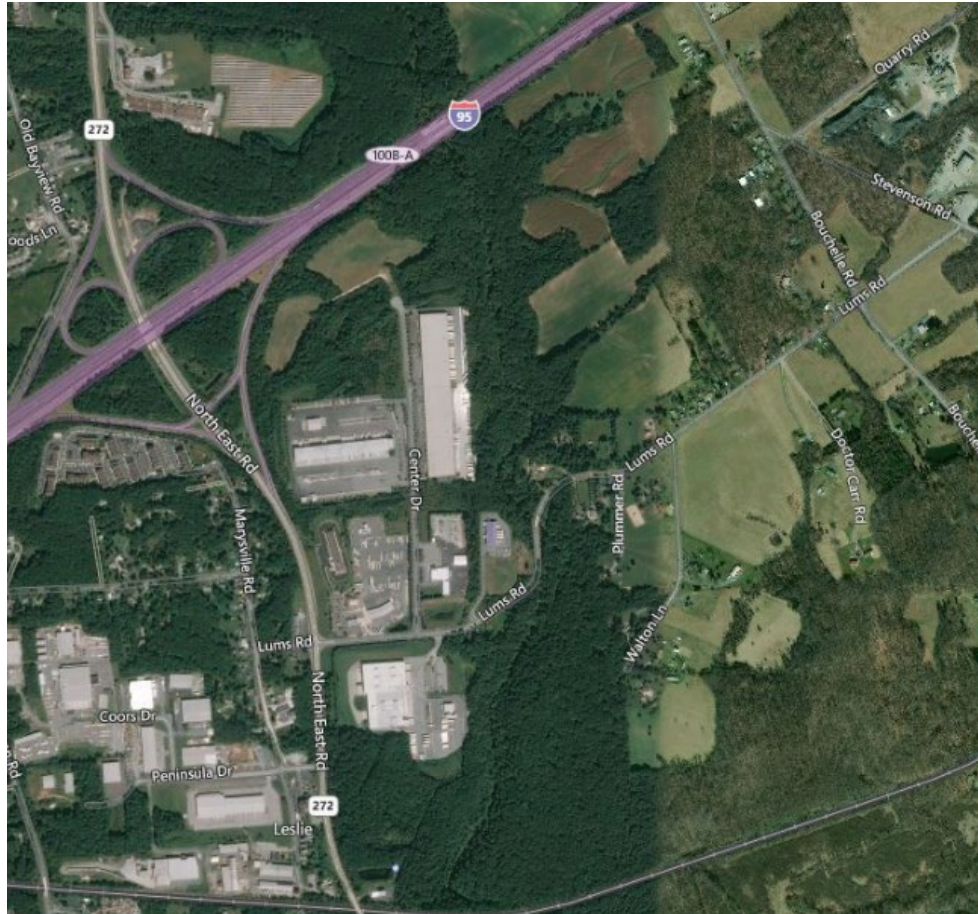




# Cecil County Main Extension – Phase 4 & Beyond (Future)

- Crossing under the railroad tracks and heading north to Lums Road
- Providing service to Peninsula Industrial Park and those businesses adjoining the park
- Continue westward along Lums Road to the asphalt plant on Quarry Road

# Phase 4 – Leslie Drive continuing to Lums Road



# Cecil County Main Extension – Future Projects

- Bay View Elementary and Cecil College
- Main Street, in the Town of North East
- North East High School
- Any industrial, commercial or residential along the existing main, that would like to utilize natural gas

# Our Value Commitment

## *Community Service*



Warming Hearts & Homes on Delmarva

All proceeds go to help those on Delmarva with their energy bills.

Learn more about the **SHARING** program at [www.chesapeakesharing.com](http://www.chesapeakesharing.com)

- Created in 1983 to ensure that customers in financial need do not go without heat in the winter
- Funded with donations provided by customers, employees, the community and Chesapeake
- Over \$480,000 distributed since 2005

# Our Value Commitment

## *Community Service*

Our Employees volunteer time and resources to many benevolent causes on the Delmarva Peninsula

- Employees regularly participate in Maryland Food Bank activities
- In Maryland, our Benevolent Giving Program funded over \$12,300 in gifts to community organizations in 2017 alone
- In addition to employee time and corporate funding our employees give to the community in the form of personal contributions of school supplies to socks for homeless at shelters
- We support educational curricula with student mentoring programs in public schools
- Our teams participate in environmental projects like the Ocean City Ocean Clean Up



Maryland Food Bank, Eastern Branch



Ocean City, Maryland – Ocean Clean Up

# Our Value Commitment

## *Safety and Reliability*

- Safety is a collaborative effort, a partnership that engages customers, regulators, policy-makers, emergency responders, and our teams of professionals
- Safety is a core value, part of our foundation, we participate regularly in peer review and training programs to underscore its importance
- We share information with emergency responders and the public to inform the community about best practices
- Our team members are part of the leadership of the regional 811/Miss Utility of Delmarva – working to promote excavation awareness and safety



***SEE SOMETHING? SAY SOMETHING!***



WE FURTHER TOGETHER

# Thank You!