

**ECONOMIC DEVELOPMENT COMMISSION**  
**MEETING MINUTES**  
**September 4, 2019**

**PRESENT**

Chris Ann Szep for Dr. Mary Bolt (Cecil College), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Sandra Edwards (CCOED Manager), Bruce England (SWN), Paula Gilley (Citizen), Woody Jackson (Citizen), Michael Lara (Northrop Grumman), Dr. Jeffrey Lawson (CCPS), Sandy Maruchi-Turner (Tourism Manager), Bob Meffley (CC Council), Laura Metzler (CCPL), Morgan Miller (CCPL), Chris Moyer (CCOED Director), Maureen O'Shea (CC Agribusiness Coordinator), Robert Palsgrove (WSFS), Michael Ratchford (W.L. Gore & Assoc.), Dr. Carl Roberts (Roberts Consulting), Rupert Rossetti (FHI), Richard Starr (CCOED Coordinator), Dr. Rich Szumel (Union Hospital), Mike Travers (Cecil Dancenter)

**ABSENT**

Linda Burris (Delmarva Power), Grove Miller (Citizen)

**GUESTS**

Debbie Brown (CC Chamber of Commerce), Bill Coutz (CC Council), Joe DiNunzio (Artesian Water), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (CCDPW), Ray Jackson (Stonewall Capital), Alan McCarthy (CC Executive), Susan O'Neill (USRC), Janice Palmer (USRC), Sharon Pelham (APGFCU), Jack Schammel (TEDCO), Alan Sexton (SWN), David Strouss (McCrone), Katie Tabeling (Cecil Whig)

**Call to Order & Welcome – Mike Ratchford**

- Meeting called to order at 8:03 a.m.
- Introductions made; June 5, 2019 meeting minutes approved

**Chairman's Report – Mike Ratchford**

- September is beginning of EDC year
- Significant positive economic development over the summer
- Senator Cardin and Secretary of Commerce Kelly Schulz visited County this summer
- Survey – 78% response rate; positive comments and constructive advice
  - Issues for discussion – interest in learning more about businesses, what they're doing in County, and how County can help them grow; hear from Union Hospital, CCPS and Cecil College; workforce development
  - EDC's Role – improve quality of workforce; enhance reputation; branding initiative; helping small businesses have opportunities for growth in County
  - Effectiveness – greater communication with business partners; new blood/fresh faces; more engagement with County Chamber; rethinking committees; invest in marketing, infrastructure; suggestions ignored
  - To nominate someone for EDC, please provide name(s) to Mike or Chris
  - Chris will research what other counties do for EDC

**Fair Hill Update – Rupert Rossetti**

- Maryland Stadium Authority (MSA) announced creation of Sport and Entertainment Corporation of Maryland
  - 501C3 established in 2019 to support efforts of Maryland Sports, the State's sports commission

- First action was developing The Fair Hill Organizing Committee to manage all aspects of new Maryland 5 Star at Fair Hill (CCI5\*) slated to take place October 2020
- Jeff Newman - New President & CEO-The Fair Hill Organizing Committee, Maryland 5 Star at Fair Hill, an Affiliate of the Sport and Entertainment Corporation of Maryland
  - Newman was Tournament Director of the Citi Open professional tennis tournament in Washington, DC for 17 years
  - Brings over two decades of experience in event planning/management and corporate partnership development

**Director's Report – Chris Moyer**

- Biggest news – Southfields project in Elkton – Live/Work/Play type of development
  - Creates job and new residential product – currently not enough workforce housing for people to work and live in Cecil County
- Seeking expansion Enterprise Zone (Principio area all the way up to I-95, areas of Elkton including Southfield, and other areas in County in growth corridor; ripe for development
- Harvest Dinner September 26<sup>th</sup>, Chesapeake Inn – celebration of local agriculture
- Fair Hill International - 3<sup>rd</sup> weekend in October – more eyes on us in preparation for 5 Star
  - OED and Tourism sponsoring
  - Expecting more international and regional audience
- Economic Development Week - 4<sup>th</sup> Week in October
  - Will conduct visits to businesses in County
  - Celebrating importance of jobs in community
  - Anchor Event: 2019 Commercial & Residential Event – October 24<sup>th</sup>, Chesapeake Inn
    - Focus on Live/Work/Play -- more robust schedule – combining two events into one
- Tourism putting together videos
  - Easy to get people to come for the day; harder to get to stay overnight
  - Each video geared for different age demographic
  - To be used in various social media ways/sites

**A presentation on Southfields of Elkton Development Project was given by Ray Jackson, Principal Owner of Stonewall Capital**

- Important to describe genesis of project -- Built 86 apartments off Belle Hill Road; 100% occupied – continues to be successful
- Southfields: 650 acres
- Was approached by Mayor Alt previously but declined
- Mayor Alt and Chris Moyer called for meeting again - Interested in mixed use project
- Met with sellers of property
- Jackson purchased all 650 acres
- Sat down with Town of Elkton and County – came up with bubble plan to start planning development -- Agreed had to be mixed use
- Create jobs  $\longleftrightarrow$  Need Housing  $\longleftrightarrow$  Need Retail  $\longleftrightarrow$  Create PUD
- Southfields is planned to be developed in numerous phases:
  - Industrial/Commercial Logistical Center. Trammel Crow laying out concept plans
    - Approx. 3M sq. ft.; Over next 3-5 years should generate up to 1500 jobs
  - Dedicated Open Space (dedicating more than required)
  - Residential – single family detached homes on 1/3 ac; multi-family garden-style apartments
  - Retail – Hotel, Restaurants, Day Care, Commercial Marina

- Commercial Recreation -- Regional Sports Park – lacrosse, soccer, and baseball fields
  - Host regional and local leagues
- Each section must work in concert with one another – Live / Work / Play
- All business partners are regional
- Working with Town of Elkton and County to address all issues of development
- Holding public meetings to answer questions/address concerns – plan to continue
- Stress point that this is a “team effort”
- Hope to have more definitive concept plan in October

***Subcommittee Reports:***

***Education/Workforce – Bruce England/Mary Bolt***

- Committee met – have homework to do
- Diesel Program starting at Cecil School of Technology

***Technology – Danny DeMarinis***

- Subcommittee decided how Cecil County and OED could help small businesses and startups
  - Hosting seminar on November 13<sup>th</sup>, Cecil College -- small business forum

***Land Use – Rupert Rossetti***

- Green infrastructure plan adopted by Council
  - Links posted to website today
  - Pinch point at West Nottingham Academy and possibly two areas and possible pinch point at Southfields

***Finance – Bob Palsgrove***

- Meet 3<sup>rd</sup> Thursday of month
- Reviewed couple of loan requests; have couple more applications in works
  - Challenge is getting small businesses to have business plans, be organized and know what they’re doing - Referred to CCPL

***Communications – JoAnn Dawson***

- Excited about Tourism videos.
- Movie shot in June, “Hopes Legacy” – director expressed interest in having some scenes around Cecil; family oriented movie

The report will be available via OED website.

***Adjournment***

Meeting adjourned at 9:28 a.m.

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

Respectfully Submitted,

*Terri Springel*  
Administrative Assistant