

ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
November 6, 2019

PRESENT

Dr. Mary Bolt (Cecil College), Sandra Edwards (CCOED Manager), Bruce England (SWN), Michael Lara (Northrop Grumman), Dr. Jeffrey Lawson (CCPS), Bob Meffley (CC Council), 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), Richard Starr (CCOED Coordinator), Dr. Rich Szumel (Union Hospital), Mike Travers (Cecil Dancer)

ABSENT

Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Paula Gilley (Citizen), Woody Jackson (Citizen), Sandy Maruchi-Turner (Tourism Manager), Grove Miller (Citizen), Rupert Rossetti (FHI)

GUESTS

Debbie Brown (CC Chamber of Commerce), Bill Coutz (CC Council), Vince Fiorelli (Chesapeake Utilities), Scott Flanigan (CCDPW), Danielle Hornberger (Office of Andy Harris), Stacey Lambert (Building Healthy Military Communities), Jen Lyall (CCPIO), Alan McCarthy (CC Executive), Sharon Pelham (APGFCU), Brigitte Peters (MD Dept. of Commerce), Jack Schammel (TEDCO), Alan Sexton (SWN), David Strouss (McCrone); Scott Sturgill (Quest End Capital)

Call to Order & Welcome – Mike Ratchford

- Meeting called to order at 8:04am.
- Introductions made; September 4, 2019 meeting minutes approved

Chairman's Report – Mike Ratchford

- EDC Survey – For members who wish to continue to serve, will be proceeding with reappointments

An update from 2019 Growth & Development Symposium, Oct. 24, 2019 – Chris Moyer

- Cecil County Housing Market
 - Zillow considers Cecil County market very hot
 - LUDS streamlining process
 - McCarthy granted 50% credit to reduce County connection fee
 - Town of Elkton has reduced their connect fee to \$0
- Strong Job Growth Continues to Keep Unemployment Low
 - Cecil has 2nd highest job growth rate in State of Maryland
 - Cecil #1 in State of Maryland along I-95 corridor
- Weekly Wages Continue to Grow
 - Cecil 3rd highest in State
- Cecil County is a Manufacturing Hub
 - 2nd highest job concentration in all of Maryland counties
 - GDP & Productivity higher than US average
- Agriculture in Cecil County is...Growing!
 - #1 in Maryland in equine value, nursery/greenhouse, hogs/pigs
 - #2 in Maryland in overall crops, Christmas trees, tobacco

- Home to largest Standardbred horse farm in US and largest mushroom growing facility in Western Hemisphere
- 3...2...1...GO!
 - Wage Growth Rate is #3 in Maryland
 - Job Growth Rate is #2 in Maryland
 - \$1B of Private Projects under development in next year

An update on Union Hospital was presented by Dr. Richard Szumel, President & CEO, Union Hospital

- Mission: To provide safe, high quality health and wellness services to the residents of Cecil County and neighboring communities
- Values
 - Caring & Compassion
 - Integrity
 - Leadership
 - Shared Learning
- Safety First
 - Don't Harm Me – Heal Me – Be Kind to Me
- Maryland is a Rate-Regulated State
- Facts & Figures
 - 1,300 Employees
 - 390 Medical Staff Membership
 - 28 Employed Providers
 - \$160,000,000 Revenue
- Satellite Locations
 - Urgent Care (2 locations)
 - Medical Professional Building
 - Singerly Medical Offices
 - Open MRI (2 locations)
 - Principio Health Center
 - Rising Sun Diagnostics
- Employed Physician Practices
- Accreditation
- Challenges
 - Physician recruitment/retention
 - Shift to employed physician model
 - Competition, etc.
- Partnership with ChristianaCare (new branding)
 - In negotiation process

Subcommittee Reports:

Education/Workforce – Dr. Mary Bolt/Dr. Carl Roberts

- Cecil College and CCPS hosted annual joint board meeting – hear about partnerships that are currently in existence with public schools
- Sen. Van Hollen visited Cecil College to learn about cyber security program

- Hosted CCPS guidance counselor breakfast – new programs are discussed with guidance counselors and talk about Promise program just introduced in schools
- Workforce – college offers Sequence Scholarship (supports medical assistance, truck driving, welding --scholarships for continuing education – work with public school program)
- Revised agricultural programs – 3 separate components, collaborative effort
- College provides Career Services Center to aid in employment
- Workforce and capacity issues – Chamber survey coming out
- Workforce availability and preparedness – #1 priority for private sector
 - Workforce issues continue
 - Low unemployment adding to problem

Technology – Sandra Edwards

- Start & Fund Your New Business in Cecil County – November 13, Cecil College
 - Jack Schammel a presenter and 2 others; will have a panel of entrepreneurs
 - Expecting approx. 35 including speakers, panelists, staff
 - Cecil County Public Library helpful putting this together

Summary

- Cecil Night in Annapolis set for January 9, 2020
- Creating a Small Business Subcommittee on EDC – small businesses are backbone of economy
- Next meeting will be a breakfast meeting – holiday celebration and thank you to the EDC

The report will be available via OED website.

Adjournment

Meeting adjourned at 9:12am.

Our next EDC meeting will be on January 8, 2020 at 8:00 a.m. at Cecil College, Room TC208, North East, MD.

Respectfully Submitted,

Terri Springel
Administrative Assistant