

ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
September 1, 2021

PRESENT

Dr. Mary Bolt (Cecil College), JoAnn Dawson (Fairwinds), Joe DiNunzio (Artesian Water), Sandra Edwards (OED Mgr.), Bruce England (SWN), Vince Fiorelli (Chesapeake Utilities), Woody Jackson (Citizen), Sharon Kurfuerst (Christiana Care/Union), Sandy Maruchi-Turner (Tourism Manager), Morgan Miller (CCPL), Steve Overbay (OED Director), Robert Palsgrove (Citizen), Michael Ratchford (W.L. Gore & Assoc.), Dr. Carl Roberts (BDC), Richard Starr (OED Coordinator), Mike Travers (Cecil Dancenter)

ABSENT

Linda Burris (Delmarva Power), Danny DeMarinis (URP), Maureen O'Shea Fitzgerald (Agribusiness Coordinator), Michael Lara (Northrop Grumman), Dr. Jeffrey Lawson (CCPS), Bob Meffley (CC Council),

GUESTS

James Appel (CC Director, Finance), Debbie Brown (CC Chamber of Commerce), Scott Flanigan (CC Director, DPW), Tim Gardner (Fair Hill Int. Board), Jeff Newman ((MD 5 Star at Fair Hill), Nicole Parr (CCPS), Sharon Pelham (APGFCU), Brigitte Peters (Commerce), Dan Schneckenburger (CC Dir. of Admin), Jeff Sellers (SB Real Estate), Toni Sprenkle (BDC), Scott Sturgill (PBKC)

Call to Order & Welcome – Mike Ratchford

- Meeting called to order at 8:00 a.m.
- June 2, 2021, meeting minutes approved

Chairman's Report – Mike Ratchford

- None – going directly to presentations

An Update was given on the Cecil County Bond Rating by James Appel, Director, Finance

- County goes through bond market review every two years
- Meets with bond agencies (Standard & Poor's & Moody's Investors Services)
- Received bond rating AA+ and Aa2
- County continues to grow and excel financially; Debt remains in line with County's size
- County issues bonds for capital improvement projects – will be selling \$37.8M in bonds
- Restructured and refinanced existing debt to take advantage of lower interest rates
 - Creating intergenerational equity will save money over years
- Difficult to get AAA from both agencies – Would need more numbers in the County
 - Longer term project to bring more people and businesses into County
 - Building fund balances
- Continue to keep debt low with savings from debt service

MD 5 Star at Fair Hill Update was presented by Jeff Newman, President & CEO, MD 5 Star at Fair Hill

- 5 Star just a month away
- Have strong interest - Hope to have significant riders from across "the pond"
- Plan to have 5 Star, 3 Star, and Young Horse Competition
- Tickets on sale – 3 levels – Tier One (all inclusive hospitality with food and beverages) to general admission

- Thank sponsors for supporting event; Steven Overbay (OED) been amazing to work with
- Starting to make build, putting in seating at Fair Hill, more to come on Transportation and Parking
- Oct. 16 - Craft Beer, Wine and Spirits - can buy separately or bundle
- Oct. 17 – MD Express Food Event – FREE Event before show jumping
- Other Events: Brookbend Interiors – Arts & Craft; Mars Equestrian – VIP Pet; Dog Daycare; Alo Yoga – Masseuse for athletes, etc.
- Entire Olympic eventing team participating
- Website: www.maryland5star.us
- Oct. 14-17, 2021, Welcome Reception Oct.13
- Event will be on public television and live streamed
- Great support from County, State of Maryland

Dan Schneckenburger – MD 5 Star at Fair Hill Administration Update

- Jeff very active at MACo talking about event to visitors and other County reps
 - County has worked with Armstrong and DNR getting broadband at that site – technology needed for race -- Can officially say we have broadband at Fair Hill
 - 33 homes on Gallaher Road now connected

Director's Report - Steve Overbay

- Thank James Appel for presenting today; glad to have been part of the presentation
 - Paints rich picture of County's financial health and direction we're heading from economic standpoint
 - Economic Diversity will be key
- Thank you to Jeff for his efforts and update on what is going to be a world-class event and what will showcase Cecil County in a way never done
- Thank you to Tim Gardner for joining in this morning and for what you do for Fair Hill
- If we continue to grow economy – need to grow our population and housing
- County Executive traveling with Traffic Jam Jimmy today
- Good to see students back in schools again
- New member to OED family: Jameson Quinn Fitzgerald born Aug. 7th, 7 lbs. 2 oz, 19 in.
 - Mom and baby both doing well. Maureen will be on leave for next several weeks
- MACo 2021 resounding success for Cecil County – highlighted MD 5 Star at Fair Hill
 - Excellent opportunity to showcase Cecil County, upcoming event, sponsorship opportunities
 - Hosted Cecil County Event – well attended by business leaders across the state
 - Held internal recap looking for best practices and things to improve on for next year
- Groundbreakings:
- Great friends with Baltimore Business Journal, Cecil Whig, Baltimore, Sun, TV station – nice to see people telling our story
 - Great Wolf Lodge – hosted 1st class groundbreaking
 - Please to open Summer 2023
 - Hope to utilize all 700 suites for entirety of MD 5 Star beginning year three
 - Would be a great fit for County to be a home base for MD 5 Star – capture more of the revenue for Cecil County – keep dollars in Cecil County
 - Some of Great Wolf family are friends of equestrian community
 - Northrop Grumman Hypersonic Center of Excellence -- \$110M capital investment
 - Will bring 200 science, technology, engineering jobs to County

- Ribbon Cuttings:
 - Highline Warren - 250,000 sq. ft. facility, will employ 150 – looking to import & export goods
 - Alo Yoga - Oct. 1 ribbon cutting
- Retain – Grow - Attract
 - Clene Nanomedicine – signed lease in Elkton; develop 75,000 sq. ft. pharmaceutical manufacturing facility; in final stages of clinical trials for – ALS, MS, Parkinson's treatments
- State Level Visitations:
 - Governor Hogan visited Cecil County
 - Visited Cecil County Fair Ag Showcase
 - Economic Development Discussions: I-95 Corridor, US 40 Corridor, Belvidere Road Interchange project – what it means to Cecil County & how it impacts smart growth; Being a “jobs generator for State of Maryland”
 - Secretary Kelly Schultz
 - Put shovel in ground at Great Wolf Lodge
 - Tour of Phase I Bainbridge
 - Plumpton Park Zoo
 - October 7 – Cecil Grown Harvest Dinner at The Wellwood
 - Menu 100% made up of Cecil grown items
 - Appears we will have another round of micro ag grants, partnering with USRC and MARBIDCO
 - USRC tremendous partner to Cecil County
 - Tourism:
 - Wrapped up Bassmasters Kayak Fishing Invitational
 - Staffing Santa House on Main Street, North East
 - Winter Lights/Cecil Nights Campaign huge success last year – planning underway for this year; USRC once again supporting
 - Will have major presence at MD 5 Star – showcasing what makes Cecil County unique
 - Economic Impact Analysis – quantifying tourism activity and what it means to us as a County, i.e., MD 5 Star, Fair Hill activities, Cecil Dragway, Plumpton Park Zoo, etc. and deep dive into Calvert Regional Park and sports tourism.
 - APG had leadership changes
 - Thank you to USRC and to Sandra Edwards for complete revamp of our Datastory – more to come on that
 - Upcoming for OED:
 - Oct. 25-30 - Hosting Celebration of Economic Development Week in Maryland
 - Oct. 14 – Commercial Brokers Event (am); Brokers 5 Star Event at Fair Hill (pm)
 - Round 2 – Online Sales & Telework Grant coming
 - EDC attendance great using virtual format – will continue to do so but also meet to do facility tours and some social functions throughout year

Good of the Cause / Subcommittee Reports:

Administration – Dan Schneckenburger

- Residential Home Building – Ryan Homes will be building a new home every two days thru 2022
 - Continues to be moving forward at historic levels

Education/Workforce – Dr. Mary Bolt

- Almost 40% class face to face on campus
- Celebrating scholarship recipients with virtual and drive through recognition; honor donors
- Doing more work in Bio Production Field
- Tours with Univ. of Delaware NIIMBL & STAR Campus re: BioPharma space

Communications – JoAnn Dawson

- Completed filming on Cream of Crop – all locations were in Cecil County
- Thank you to all who helped

Chamber Update – Debbie Brown

- Hosting Manufacturer's Appreciation Event
- Monthly/Bimonthly Peer Groups
- Chamber Orientations at North East Park
- Looking to host Event for First Responders in Fall
- Working with Community Partners

Adjournment

The meeting adjourned at 9:17 am.

Our next EDC Meeting will be on October 6, 2021, at 8:00 am. Details to follow.

Respectfully Submitted,

Terri Springel
Administrative Assistant