

ECONOMIC DEVELOPMENT COMMISSION
MEETING MINUTES
February 3, 2021

PRESENT

Dr. Mary Bolt (Cecil College), Linda Burris (Delmarva Power), JoAnn Dawson (Fairwinds), Danny DeMarinis (URP), Joe DiNunzio (Artesian Water), Sandra Edwards (OED Economic Development Mgr.), Bruce England (SWN), Vince Fiorelli (Chesapeake Utilities), Maureen O'Shea Fitzgerald (OED Agribusiness Coordinator), Sharon Kurfuerst (Christiana Care/Union), Michael Lara (Northrop Grumman), 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 Economic Development Coordinator), Mike Travers (Cecil Dancenter)

ABSENT

Woody Jackson (Citizen), Dr. Jeffrey Lawson (CCPS), Bob Meffley (CC Council)

GUESTS

Debbie Brown (CC Chamber of Commerce), Michele Burch (Tourism Committee), Mary Coldren (FHI), Bill Coutz (CC Council), John Ford (Tourism Committee), Timothy Gardner (FHI Board), Jeanne Minner (Town of Elkton), Becca Nappi (APG), Jeff Newman (MD 5 Star at Fair Hill), Sharon Pelham (APGFCU), Brigitte Peters (MD Commerce), Jessica Price (Elkton Alliance), Rupert Rossetti (FHI), Jack Schammel (TEDCO), Alan Sexton (SWN), David Strouss (McCrone), Scott Sturgill (Quest End Capital), Diane Trefry (FHI)

Call to Order & Welcome – Mike Ratchford

- Meeting called to order at 8:00 am
- January 6, 2021 meeting minutes approved

Chairman's Report – Mike Ratchford

- Congratulations to Carl on Bainbridge funding
- Good work in the ag community
- Congratulations to Tourism on Bassmasters
- Glad to see grant programs for hotels and restaurants

Director's Report - Steve Overbay

- Highlight projects from economic standpoint via. knowledgeable speakers
 - Would like EDC to become extension of OED being advocates to help tell story of what's happening in Cecil County
- Have new OED Mission Statement – will share with EDC so they know our focus
- FY2022 budget season – like to infuse some technologies to quantify activities, make strategic investments
- Article in Cecil Whig on 2/5 highlighting New Director and OED Team
- Busy with business visits and prospecting:
 - SunMed – largest medical marijuana producer in State; have tripled in size and sales; employment opportunities; \$18/hr. starting pay
 - Warwick Mushrooms
 - Great Wolf Lodge

- Plans for Expansion to 700 rooms; Perryville will be largest in portfolio (19 properties across US); largest indoor water park in mid Atlantic
 - Potential for 500 new jobs (various positions); looking to support community initiatives
- Penn National purchase of Hollywood Casino (\$31M)
 - Re-branding with Barstool Sports moniker, sports gaming
- Bainbridge – Phase I underway soon
 - 1400 anticipated jobs, 4-5million sq. ft.
 - CDL Training Center (Cecil College) will remain at Bainbridge campus
- Calvert Regional Park
- Southfields – in development efforts for 50 acre sports complex
 - 1000 homes, 250 ac industrial, 250,000 sq. ft. commercial & retail
- Administering grant funding – 546 applications for \$4.9M to date
 - Successful Micro Ag grant program – received 15 applications, funds \$250-\$5,000 per grant
 - Hotels/Inns/B&B's Relief Grant – Feb 1-15; funds to be paid by March 31, 2021
 - Winter Restaurant Relief Grant – Feb 15-Mar 1; funds to be paid by March 31, 2021
 - Pandemic has wreaked havoc in certain industries (hotels, restaurants); best year ever for some industries
- Rooted in Our Community Ag Symposium – March 6
- Tourism Office moving to North East; Open date March 1
- Winter Lights Cecil Nights to support downtown businesses – activities planned for all
- Bassmaster Kayak Fishing Tournament – will host Summer 2021 and Summer 2022
- Becca Nappi of APG joining meeting

An Update on ChristianaCare, Union Hospital was presented by Sharon Kurfuerst, System Chief Operating Officer, President ChristianaCare, Union Hospital

- Union Hospital pillar of community
- Integration activities and plans for future
- Merger with ChristianaCare completed Jan. 2, 2020; will be completely integrated by Jan. 2022
- Union has risen to challenge to provide care for COVID
- Areas of high priority focus:
 - Delivery and costs of health care
 - Regulatory and compliance
 - Physicians and Nursing at Union – enhanced recruitment package due to merger
 - Have hired OBGYN, Psychiatrist, and 2 nurse anesthetists
 - Filling most open nursing positions
 - Supply Chain and Economies of Scale of Supply for better pricing
 - Facilities – repairs to building, upgrades to equipment
 - Finance – developing relationship with HRCRC
 - Subspecialties integrated – Pharmacy, Laboratory, Rehabilitation, Urgent Care
 - Professional development & promotional opportunities
 - Electronic Health Records
 - Human Resources – Convert benefits package & salary of Union employees to that of Delaware employees
- Leadership Triad

COVID Update

- Average 75-78 patients/day in Emergency Dept; at peak of pandemic 100+ /day hospitalized, 1/3 COVID positive
- Patient satisfaction scores increased
- Recognized by Governor for vaccine administration and utilization of received vaccine – Union leading State of Maryland

Future

- Continue to look at services needed at local level – need additional surgical, behavior & mental health
- Maryland Strategy – data analytics – will mean service expansion and job growth for campus
- Will have new sign for ChristianaCare, Union Hospital – delayed due to Covid
- Hospital Auxillary - hope to restart as soon as safe to do so

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

- Maryland 5 Star at Fair Hill scheduled for Oct. 14-17, 2021
- The Ultimate Equestrian Experience
 - Storied tradition of Eventing at Fair Hill continues
 - Why Become a Partner?
- What is Eventing?
 - 1st Phase – Dressage
 - 2nd Phase – Cross-Country
 - 3rd Phase – Show Jumping
- Fair Hill Special Event Zone
- Competition
 - 5 Star (CCI5*-L) – Pinnacle of the Sport
 - 3 Star (CCI3*-L) – Featuring USEF National Championship
 - Young Event Horse – USEA East Coast Championships
- Events, Features & Attractions
 - 5 Star Hospitality, Tailgating, Live Entertainment, Equestrian Demos & Dog-Friendly
 - Activities, Food & Retail Offerings
- Event Beneficiary – Maryland Food Bank
- Other 5 Star Events – only seven 5 Star events in entire world; two in US
- Horse Industry – has economic impact in Maryland, United States, and worldwide
- Partnership Opportunities
 - Brands that Support Eventing
 - How Your Company Can Get Involved

Subcommittee Reports:

Education Update – Dr. Mary Bolt

- Bringing some students back to campus face-to-face in lab classes and healthcare career classes
- Cecil Nursing students volunteered at ChristianaCare, Union administering vaccinations

Technology Subcommittee – Danny DeMarinis

- Met with State Governor's office on Minority Affairs re Ready, Set, Grow event

- Plan to hold virtual event in July for Cecil and Harford Counties – How to do Business with APG, focusing on opportunities

APG Update - Becca Nappi, Community Relations Liaison, APG

- APG still at HP COM Bravo – commanders can bring back 55% of workforce
- Vaccinating people on base – APG employees should get vaccine wherever available first
 - BETA (Black Engineer of the Year Awards) event — opportunities for engineering/STEM employment -- Feb 11-13 (Virtual) hiring event

Cecil County Chamber of Commerce Update - Debbie Brown

- Government Relations Committee meeting on Thursday
- Cecil 21 Legislative Event at 9:00am next Wednesday – meet with delegates and Senators
- March 11 at 9:00am (Zoom) - State of the County Address with County Executive and Council President

TEDCO Update - Jack Schammel

- Rubicon program – Governor has asked TEDCO to administer - \$5M relief for technology companies adversely affected by COVID restrictions; Grants as large as \$100,000 or more

CCPL Update – Morgan Miller

- Begin reopening facilities this Monday for computer appointments
- North East Library construction and move-in going well – Opening Ceremony in April
- New website for social media, Facebook

Small Business Update – Mike Travers

- Monday, Feb. 8 – breaking ground on new 9,000 sq. ft. building
 - Will bring \$1.5M tax revenue to County
 - Upper Bay Counseling (child mental health and family support services) moving into facility

Adjournment

The meeting adjourned at 9:19 a.m.

Our next EDC meeting will be (Virtual) on March 3, 2021 at 8:00 am. Details to follow.

Respectfully Submitted,

Terri Springel
Administrative Assistant