

ECONOMIC DEVELOPMENT COMMISSION

MEETING MINUTES

April 6, 2022

PRESENT

Dr. Mary Bolt (Cecil College), JoAnn Dawson (Fairwinds), Danny DeMarinis (Mitre Corp), Joe DiNunzio (Artesian Water), Sandra Edwards (Acting Dir., OED), Jeff Emmons (Delmarva Power), Bruce England (SWN), Vince Fiorelli (Chesapeake Utilities), Maureen O'Shea Fitzgerald (OED Agribusiness Coordinator), Woody Jackson (Citizen), Dr. Jeffrey Lawson (CCPS), Sandy Maruchi-Turner (Tourism Manager), Steve Overbay (Acting Dir. of Admin), Michael Ratchford (W.L. Gore & Assoc.), Richard Starr (OED Coordinator), Mike Travers (Cecil Dancenter)

ABSENT

Sharon Kurfuerst (Christiana Care/Union), Bob Meffley (CC Council), Morgan Miller (CCPL), Robert Palsgrove (Citizen), Dr. Carl Roberts (BDC)

GUESTS

Debbie Brown (CC Chamber of Commerce), Bill Coutz (CC Council), Scott Flanigan (CC DPW), Ryan Humphrey (Stonewall Capital), Ray Jackson (Stonewall Capital), Ed Jones (Northrop Grumman), Laura Metzler (CCPL), Becca Nappi (APG), John Ness (WCHC), Sharon Pelham (APGFCU), Brigitte Peters (Commerce), Dan Schneckenburger, Jeff Sellers (SB Realty), Alan Sexton (SWN), Toni Sprenkle (BDC), Maura Van Syckle (SBDC), CCPL Staff, Harris Phone

Call to Order & Welcome – Mike Ratchford

- Meeting called to order at 8:00 a.m.
- March 2, 2022, meeting minutes approved

Chairman's Report – Mike Ratchford

- Reminder Ethics Disclosure Forms due April 30

An Update on Southfields was presented by Ray Jackson, Principal, Stonewall Capital

- Developing Southfields but have two other projects in works
 - Recently purchased Patriots Glen Golf Club with partner, Mike Brown
 - Mike Brown taking over operation of Patriots Glen
 - Renovations underway of clubhouse; plan to reopen golf course April 15
 - Food/beverage operations reopening May 15
 - Purchased Chesapeake Golf Club in North East as well as golf course itself
 - Not developing golf course; will retain as 100-110 acres of open space
- Southfields: 650-acre pod
 - Logistics/Light Industrial; partnered with Trammell Crow
 - First Building almost complete = 890,000 sq. ft. logistics; Cushman Wakefield broker
 - Processing Parcels 2 and 3
 - Trammell Crow announced this is largest single project in history of company; ~ \$350M value at completion
 - Single Family Detached Houses

- DR Horton strategic partner – largest home builder in country; spec builder
 - Final approval June/July; breaking ground late summer
- West Side 213 – working on infrastructure plan; must construct main boulevard; perform traffic mitigation, well house operating with water tower; sewer pump stations, etc.
 - Deeded 1 ½-acre parcel to Town of Elkton with existing well - can produce up to 600,000 gals/day of water (Agreement with Town of Elkton)
 - Must complete infrastructure work before beginning individual parcel development
 - Single Family Detached Housing – DR Horton partner
 - 1st Phase - House pricing likely to start low \$300K's
 - 2nd Phase – House prices likely \$400K-\$500K
- Multi-Family Residential (Apartments); Greystar partner – largest multi-family developer in country
 - 325 units planned – to be built at one time – Preliminary Plan approval in May
- Retail Frontage of 213 (will follow residential 6-12 months) – Potential for nationally branded hotel, 2-3 nationally branded restaurant pad sites, convenience store, and ancillary retail
- Sports Complex; Cost \$25M+; Mike Brown developer; bringing in additional partners
 - Plan for 9 multi-purpose fields plus ancillary activities, local offerings
- Part of Southfields Second Phase – considering Public-Private Partnership
 - Public boat/kayak launch, kiosks, picnic areas – discussions with Univ of Delaware and working with Town of Elkton (2023-2024?)
 - Age-Restricted Condos – not definite
 - 50 additional Single Family Detached Homes
- Housing in County needed – 567+ additional jobs anticipated next year
- Logistics piece initially estimated at \$350M; with cost increases, going to approach \$400M
- Rest of job, revenue, and value: single family homes, multi-family residential, retail in sports complex – cost estimate and value of property today in range of \$800M

Steve Overbay – Director of Administration

- Ray has been incredible partner for County
- Team Builder – brings people to County who may be first-time investors in Cecil
- Brings in top notch partners – involved in high quality projects
- His projects create jobs, create living opportunities for our workers
- Ray very bullish on Cecil – great he continues to invest here

Mary Bolt – Cecil College

- Offering Cecil College as a workforce partner for Southfields

Mike Ratchford – EDC Chair

- Introduced Jeff Emmons of Delmarva Power as newly appointed member of EDC
- Jeff replaced Linda Burris at Delmarva

Director's Report – Economic Development Update - Sandra Edwards, Acting Director

- Agriculture:
 - Micro Ag Grants – Application process closed; \$48,000 funding
 - 21 applications submitted for total \$96,500; able to fund 14 projects
 - Funding awards \$720 - \$5,000 each

- Launched Certified Cecil Grown program – products grown or raised in Cecil County
 - Certified products let consumers know they are grown here
 - Also value-added products – can be processed out of County but come back 75% produced here
 - Had price cards, banners, and yard signs produced with Cecil Grown logo for marketing products
 - Small application for producers to fill out if interested in items to help market their business
 - Cecil Grown Logo – introduced at Cecil County Fair last summer, Harvest Dinner, Facebook
- March 5 – Held 2nd Annual Rooted in Our Community Ag Symposium
 - Discussed horses as economic driver, new wave agriculture vertical farming, farm breweries, micro greens, hemp, as well as challenges farmers facing (climate change and resiliency, pandemic, cost of land acquisition, etc.)
- Tourism:
 - Bohemia State Park grand opening (invitation only)
 - EDA Grant Application – working with partners; i.e., Maryland 5 Star
 - Sandy appointed to Maryland Tourism Development Board effective July 1
 - Working on CLI panel
 - Point-to-point at Mt. Harmon – shows importance of horses to economy, social activities, and you're in Cecil County
- May 18 – Economic Development Summit 2022 at Rosewood Farms (renaming of Commercial Broker Event)
 - Keynote speaker – Andy Bauer of Federal Reserve Bank of Richmond
 - Panel - Doing business in Cecil County
 - More details to be emailed
- April 28 - Bainbridge having flag raising ceremony/groundbreaking (invitation only)
- Prospect interest remains high – have limited inventory of available buildings currently
- May 10 – presenting OED budget hearing – any support appreciated
- Enterprise Zone Expansion for Northrop Grumman approved – next forwarding application to Commerce
- Attending grand openings/ribbon cuttings
- Solicited proposals for video to market Cecil County

Administration Update – Steve Overbay, Acting Director of Administration

- Budget all consuming – meeting with various areas within County; \$360+M budget total
- Uptick in development straining resources of Land Use group – review development plans, permitting inspections, etc.
- Companies accustomed to ease of process/fast turnaround time with Cecil County
- Adding 3 new positions and 2 new DPW positions – focused on timely processing/permitting
- If approved – Salesforce for OED – database management system that captures institutional knowledge -- Can share knowledge with Commerce partners
- Increase in Agribusiness advertising line item to promote important aspect of economic development
- Increases in OED advertising – prospect outside of our region - turn eyes of folks investing to County
- Increases in Tourism advertising - Continue to win awards and be recognized as leader in Tourism

- Investments in Broadband, education, and public safety
- Northrop Grumman Enterprise Zone Expansion approved – grow investment and jobs in County – now application goes to State for finalization
- Welcome aboard EDC to Jeff Emmons (Delmarva)
- Ed Jones' name was also introduced to become official member of EDC
- Federal Reserve Bank Visit – May 9-10 – Chamber coordinating activities
 - Will be keynote speaker at Economic Development Summit
 - Opportunity to tell Cecil County story – identify strengths and weaknesses
- I-95 Business magazine article – great coverage on Cecil County
- Army Corp of Engineers to do some dredging in North East River
 - Complex project; 3-phase: design, engineering, (dredge material placement site to have construction work in preparation), dredging itself
 - Project coming to fruition
 - County working with Army Corps of Engineers; Clyde Van Dyke (Dir. Parks & Rec) is point person for all dredging and local dmp site
 - Funding Sources: Federal funding (dredging); St of MD Maryland Waterway Improvement Grant Fund (engineering & design side); MD Waterway Improvement Grant Fund (dmp reclamation & construction)
 - Timeline: Engineering Design RFP advertised in March, award anticipated in April, plans complete by Aug-Sept 2022 for dmp, reclamation and construction RFP draft Sept-Oct; construction spring 2023; reclamation complete 4-6 months after
 - Army Corp of Engineers want to start dredging fall 2023
 - Note this is for navigable channel

Becca Nappi – APG

- APG has gone to HP COM Bravo – approx. 50% workforce back at installation
- Summer Events: APG Immersion Day in May, Ripkin Night at Ironbirds Stadium - Display tracks, planning Historic Display, also Fireworks Night
- Memorial Day – if looking for leaders or active duty military – contact Becca

Good of the Cause:

Council Update – Bill Coutz

- Formally received FY23 budget last night from administration
- Began process with Board of Education, Administration efforts – important so County can have necessary resources and continue to move forward
- Enterprise Zone Expansion for Northrop Grumman approved
 - Seem of have better understanding of how EZ help County
- Hope to have approved budget by June 1

Workforce Update – Bruce England

- Looking at solutions in continuing to increase labor force in County
 - Getting people back in the workforce
 - Looking at ways to incentivize, promote live and work in Cecil County
 - Still about 2,000 people short than before pandemic
 - SWN hosting 6 different workforce events over next month
 - May 12 – Cecil County Job Fair

Chamber Update - Debbie Brown

- April 28 – Legislative Wrap up followed by Flag Raising at Bainbridge
- May 9-10 – Federal Reserve Bank Meeting (collaborating with OED)
- May 10 – Chamber hosting @ North East Library
- I-95 – great opportunity to showcase Cecil County
- Chamber Growth Campaign – new member referral – up to \$100 reimbursement for current members

College Update – Dr. Mary Bolt

- April is Community College month
- Mens Basketball ended in NJCA Elite 8
- May 15 - In-person Graduation (1st in 2 yrs)
- Summer Camps (online and in person)
- May 14 – Cecil College Foundation Gala (scholarship fundraiser)
 - Important 71% Cecil students are first generation college students

Communications Update – JoAnn Dawson

- Update on Movie, Cream of the Crop:
 - Premier at Senator Theater, Baltimore - May 19
 - Additional Screenings Milburn Stone Theater, North East - May 20-21
 - Trailer can be viewed on fairwindsstables.com or [gbmfilms](http://gbmfilms.com)

Adjournment

The meeting adjourned at 9:17 am.

Next EDC Meeting will be VIRTUAL on May 4, 2022, at 8:00 am. Details to follow.

Respectfully Submitted,

Terri Springel
Administrative Assistant