

ECONOMIC DEVELOPMENT COMMISSION

MEETING MINUTES

September 7, 2022

PRESENT

Dr. Christy Dryer (for 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), Maureen O'Shea Fitzgerald (OED Agribusiness Coordinator), Woody Jackson (Citizen), Dr. Jeffrey Lawson (CCPS), Bob Meffley (CC Council), Morgan Miller (CCPL), Michael Ratchford (W.L. Gore & Assoc.), Dr. Carl Roberts (BDC), Richard Starr (OED Coordinator), Mike Travers (Cecil Dancenter)

ABSENT

Vince Fiorelli (Chesapeake Utilities), Ed Jones (Northrop Grumman), Sharon Kurfuerst (Christiana Care/Union), Sandy Maruchi-Turner (Tourism Manager), Robert Palsgrove (Citizen),

GUESTS

Debbie Brown (CC Chamber of Commerce), Michele Burch (Realtor), Scott Flanigan (CC DPW), Kim Joyce (Cecil College), Kim Justus (SWN), Chris Mills (Cecil College), Brigitte Peters, (MD Dept. of Commerce), Alan Sexton (SWN), Toni Sprenkle (BDC)

Call to Order & Welcome – Mike Ratchford

- Meeting called to order at 8:06 a.m.
- June 1, 2022, meeting minutes approved
- Self-introductions were made

Chairman's Report – Mike Ratchford

- Honor/recognize Bruce England for his service with Certificate
 - Bruce is a contributor to Harford and Cecil Counties; has made a difference with workforce development through SWN; appreciate friendship and hard work
- **Acceptance of Certificate by Bruce England**
- Plan to have in-person meetings 1X/quarter; next meeting December 2022 then March 2023
 - Recommendations for themes, suggestions, speakers welcome
 - View EDC meetings as important forum for Cecil business community

An update on Cecil College was presented by Dr. Christy Dryer, Vice President of Academic Programs; Kim Joyce, Vice President of Student Services and Enrollment Management; and Chris Mills, Vice President of Finance and Administration, Cecil College

- Cecil College Strategic Plan 2021-2025
 - Strategic Priorities
 - Advance Student Access, Equity and Success
 - Enhance Academic Excellence
 - Optimize Workforce Development
 - Expand Community Partnerships and Engagements
- Students at a Glance
 - Credit division enrollment – 2000
 - 83% are in-county; 5% are out-of-county; 12% are out-of-state
 - 72% are first-generation; 37% are male/63% are female; 70% are part-time

- 25% are nonwhite; 7 international students and 4 DACA students
- Growth in Dual Enrollment
 - 264 students in Early College Academy (Elkton, Perryville, Oxford, Homeschool)
 - 158 students taking a college taught course at high school
- Support for Students
 - Scholarships: Cecil Assist, Emergency, Completion
 - Food Insecurity: Food pantries, SNAP Guides
 - Academic support: Tutoring, Math Lab and Writing Center, ADA accommodations
 - Wellness programs
- Academic Programs
 - 45 degrees with 75 concentrations; 33 certificates
 - 15 workforce and health care programs
 - 10 weeks of summer camps, with 826 campers
- Flexibility for students
 - Class Modalities: On campus, On-site (clinical, equine), Online (Synchronous and Asynchronous), Hybrid, Hyflex
- New Programs
 - **Credit:** Biological Laboratory Skills LDC, Corrections Management LDC, Early Childhood Education LDC, Pre-Engineering LDC, Pre-Veterinary Technician LDC, Sports Management AAS, Manufacturing Technician LDC, Digital Commerce AAS
 - **Career and Community Education:** Home Inspection, Pest Management
- New Building for Marine Tech
- Partner with industry to meet workforce needs:
 - Northrop Grumman; Donaldson Brown/Great Wolf Lodge; Christiana Care/Union Hospital; Safe Harbor and Marine Trades Association of Maryland; Cecil County Agricultural Business Development Committee; Maryland Education Alliance
- Articulation
 - CCPS
 - Four-year institutions
 - Four-year degrees on site: Frostburg: Engineering; Salisbury: Social Work
- On the Horizon CPS
 - Accelerated Nursing Pathway
 - Registered Veterinary Technician
 - Workforce (CCE)
 - CCIU: Robotics & Engineering; Automotive Collision Technology
 - Safe Harbor: Marine Technology
- Facilities Projects Update
 - Entrance Roadway and Facilities Building
 - Soccer Field Refurbishment
 - Buildings D and E Roof Replacements
 - Emergency Lighting and Signage
 - Mechanical Systems Upgrades
 - Road to Practice Facility
 - Tennis Courts
 - Seal and Stripe North East Campus Lots
- Foundation
 - Thank you to our generous donors: \$380,000 per year in student scholarships!

A CCPS Back-to-School Update was presented by Dr. Jeffrey Lawson, Superintendent, CCPS

- 2022 Highlights:
 - Opt-In Transportation
 - Enrollment
 - Staffing Shortages
 - Parent Voice
 - NEMS/NEHS Construction
- CCPS Five Year Enrollment Trend (chart)
 - Current enrollment is 15,150; funded for less than that number
- Future Challenges:
 - Feeder Overcrowding
 - Budget
 - Elections
 - Retention of Staff

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

- MACo DRY 85 Event – Celebration of Cecil County's Economic Development and Opportunities
 - Great mix of business leaders, site selectors, elected officials; become hot event at MACo
- Fielding prospect inquiries; assisting businesses with workforce and regulatory issues – working with business partners on those
- Ribbon Cuttings: Fifth Company Brewing, Broadstreet Tavern, Fells Acres, Faithful Fitness
- Video: Shooting Thursday and Friday around County
 - Business attraction videos capturing uniqueness of County and basics (zoning, infrastructure, quality of life) - "Right Place Right Time Right Choice"
- Rural MD Economic Development Fund \$50M; \$10M awarded to each rural council
 - Applications due Sept. 2
 - USRC met with Cecil, Queen Anne, and Kent Counties at MACo – all 3 presented projects
 - Cecil awarded \$2.9M – Projects identified: Belvidere Road improvement -- \$2M to address traffic issues (Commerce pending); Residual funding: Ag Museum Small Community Kitchens/Bathrooms, Paris Foundation, Cecil College (marine trades), SWN (trades training), etc.
- Regional Marketing Grant \$245K – work with other 2 Counties on digital marketing
- Agriculture:
 - 28 farmers Certified Cecil Grown (product grown here, program provides marketing support)
 - Cecil County Fair great success – OED/Ag Booth at fair, Sponsored Ag Showcase Luncheon & Ask a Farmer
- Tourism:
 - IKE Foundation Fishing Tournament
 - Developing 30-sec Cecil video
 - Assisted with MACo booth
 - Latest Visitor Guide due in any day
 - EDA Grant – 5 Star – waiting to hear back
 - Santa House Visitor Center open on Saturdays this past summer
 - Partner with DMOs on Byways Grant and All-American Interpretive Road Plan and Upper Bay Best Bet Marketing
 - Bassmaster – opens Sept. 8th; 370 anglers/184 boats participating
 - MD 5 Star marketing: ads, radio, billboard
- Upcoming:

Sept. 8-10 Bassmaster Open
Sept. 29 Harvest Dinner – The Wellwood, Open 6pm, Dinner 7pm
Oct. 7 Manufacturing Day – visits; media campaign; presenting certificates
Oct. 15-18 MD 5 Star at Fair Hill (Cecil County hosting chalet)
Oct. 24-28 MD Economic Development Week – media campaign; presenting certificates to businesses
Oct. 25 All-Day Marketing Workshop for Small Businesses – North East Library
USRC grant to cover costs and business grants

Good of the Cause:

Dept. of Commerce – Brigitte Peters

- Moving forward; preparing for administrative changes
 - Getting info together for business on incentives -- More jobs for MD (workforce help)

Cecil County Public Library – Morgan Miller

- Crab Crawl this Saturday – main fundraiser for library
- Small business programs coming up:
 - Sept. 22 How to Maximum Year End Giving for Non-Profits
 - Oct. 13 Using the Foundation Directory to find Grants
- Thank you to Sandra for help with Start-up Cecil (teen program)
- Announcements coming on expanding library hours

Chamber Update - Debbie Brown

- Government Relations Committee – putting together new leadership team

General – Woody Jackson

- Asking for update on North East River dredging at next meeting

Communications Update – JoAnn Dawson

- Oct. 9 Final screening of Cream of the Crop at Fairwinds Farms

Adjournment

The meeting adjourned at 9:24 am.

Next EDC Meeting will be VIRTUAL on October 5, 2022. Details to follow.

Respectfully Submitted,

Terri Springel
Administrative Assistant