

# **ECONOMIC DEVELOPMENT COMMISSION MEETING MINUTES**

**June 4, 2025**

## **PRESENT**

Ariel Balog (OED), Mary Bolt (Cecil College), Stacey Brown (rep. Kimberly Justus (SWN)), Rebecca Clark (Dep. Director, OED), JoAnn Dawson (Fairwinds), Danny DeMarinis (NEMD URP), Joe DiNunzio (Artesian Water), Amy DiPietro (MRA), Sandra Edwards (OED Director), Vince Fiorelli (Chesapeake Utilities), Jake Herman (OED), Woody Jackson (Citizen), Dr. Jeffrey Lawson (CCPS), Jeff Martindale (City of Newark), Sandy Maruchi-Turner (Tourism Mgr.), Robert Palsgrove (Citizen), Dr. Carl Roberts (BDC), Arsalan Sheikh (rep. Christiana-Union),

## **ABSENT**

Kristina Brown (Delmarva Power), Ed Jones (Northrop Grumman), Michael Ratchford (W.L. Gore & Assoc.), Mike Travers (Cecil Dancer), Rachel Wright (CCPL)

## **GUESTS**

Michele Burch (Patterson Schwartz), Alicia Calhoun (Elkton Alliance), Danielle Carroll (Harford Bank), Geoff Delamater (Horizon Farm Credit), Theresa Giordano (M&T Bank), Shelly Gross-Wade (Bay Crossing Consulting Services, LLC), Laura Hannan (FHNC), Jon McConomy (SB Realty), Frank Mita (Triumph Industrial Park), Susan O'Neill (USRC), Janice Palmer (USRC), Tracy Reynolds (Cecil Bank), Jack Schammel (Cecil Co. Chamber of Commerce), Dan Schneckenburger (CC Director of Admin.), Maura Van Syckle (SBDC), Jessica Worley (CC Chamber of Commerce)

## **Call to Order & Welcome – Sandra Edwards**

- Meeting called to order at 8:03 am
- May 2025 meeting minutes approved

## **Chairman's Report – N/A**

## **Director's Report – Sandra Edwards**

- Commercial and industrial activity (proposed annexations, 3 proposed hotels, smaller scale warehouses), particularly in Elkton
- Number of prospects - independent and through Dept. of Commerce
- Working on quarterly newsletter
- Submitting resolution for expansion of Enterprise Zone (EZ)
- Strategic Plan – convening next week; hope to have update for EDC

## **Upper Shore Regional Council (SURC) Initiative – Susan O'Neill, Executive Director**

- USRC does regional planning, community development, and economic development for Cecil, Kent, and Queen Anne's counties
- Have spearheaded projects: Micro Ag grants, CTE grants for School of Technology, Community Tech grant for Charlestown, and funding for College Marine Service Technical Program
- Always looking for opportunities to create and implement programs to improve quality of life in Upper Shore Region of MD
- Fall 2022, MD Dept. of Commerce Director of Finance Programs approached USRC re applying to be VLT Fund Manager
- VLT Fund Manager uses proceeds from video lottery terminals (slots) to provide loans to small, minority, and women-owned businesses

- There are 8 fund managers throughout the State; Want more rural representation and felt definite need in region
- Spring 2023, application window opened; made decision not to apply due to inadequate resources/structure to develop successful program
- Based on experience with Cecil County RLF challenges and struggles of all three counties, saw opportunity to create regional fund tailored to both regional and county needs
- 4 Goals:
  - Create tool for Counties to recruit, grow, and retain small businesses
  - Gain experience establishing and implementing regional loan program – identify/adjusting to issues in lending process and building collaborative partnership with counties
  - Use experience as foundation to apply to be VLT manager to bring additional resources to area
  - Explore opportunity of becoming Community Development Financial Institution
- Gathering resources – brought Shelly Gross-Wade of Bay Crossing onto team to explore topic and answer questions
- Shelly has 40 years of experience in public-private funding management, small business entrepreneurship, and economic development

***A Proposed Regional Revolving Loan Fund discussion was presented by Shelly Gross-Wade, Principal & CEO, Bay Crossing Consulting Services, LLC***

- Shelly's presentation is attached. It also contains contact information for her.

***Upper Shore Regional Council (SURC) Initiative- Closing Remarks – Susan O'Neill, Executive Director***

- Done in Kent County; would like to do here
- Will be meeting with bankers
- Will put information together and meet with Advisory board
- Next step: take to USRC Executive Board regarding moving forward
- Reach out to Susan or Economic Development directors with any questions/thoughts

***New Member Welcome – Sandra Edwards***

- Jeff Martindale, new EDC member here – please introduce yourselves

***Others:***

***Sunfest – Tracy Reynolds***

- This Saturday in Rising Sun; food, fun, parade, music; over 60 vendors

***Cecil Chamber/GRC – Jack Schammel***

- June 6<sup>th</sup> - Gala at Bohemia Manor celebrating 350 years of Cecil Business

***Elkton Alliance – Danielle Carroll***

- Jump Into June -- Friday night
  - Family-friendly event; vendors, face painting, etc.

***CCPS – Dr. Jeff Lawson***

- June 13 - Last day of School
- Shout out to Adam & Dan for first budget passing 5-0 last night

***FHNC – Laura Hannan***

- Summer Camps at FHNC
- This fall partnering with MD 5 Star for 5K – sign up – also walk option
  - Get to run around jumps, etc. at 5 Star; can bring dog for Bark in the Park
  - Includes MD 5 Star ticket, T-shirt, code for discounted tickets for friends & family
  - W.L. Gore title sponsor

***Cecil College – Dr. Mary Bolt***

- Summer Camps; Middle School Camps
- Thursday -- Workforce Training Celebration Ceremony (welders, HVAC techs, CNAs, GED leaders, etc.) - Depend on community partners for so many programs

***Fairwinds Farm – JoAnn Dawson***

- Summer Camps at Fairwinds

***Susquehanna Workforce Network – Stacey Brown***

- June 17 – Virtual Job Fair
- July & August – Virtual Job Fairs
  - Averaging teens to low 20's for employers and 100+ job seekers

**REMINDER: EDC will not meet in July or August. Our next meeting is scheduled to be on September 3, 2025. Details to follow.**

***Adjournment***

The meeting adjourned at 8:59 am.

Respectfully Submitted,

Terri Springel  
Administrative Budget Assistant