

MINUTES
for Board Approval
Kent Narrows Development Foundation
Board of Directors Meeting
February 27, 2018
Chesapeake Heritage and Visitor Center

Board Members Present

Jody Schulz, Chair
Joe Pomerantz, Vice Chair
Mike Harris, Treasurer
Michael Foster
Sheryl Jaros
Justin Kiernan
Jason Ruth
Walt Thompson
Jason Tuel

Board Members Absent with Notice

Jerry Dammeyer
Victoria Hoffman
Sue Kamp
Pat Worms, Secretary

Commissioner

James Moran

KNDF Staff

Gigi Windley, Executive Director

Queen Anne's County Staff Present

Jane Brooks, QAC Parks and Recreation Manager
Paige Tilghman, Director, Economic Development and Tourism

Guests

Art Crowfoot, Publisher, Bay Times/APG Media
Courtney Leigh, Volunteer, Adult Education Coordinator, CBEC
Linda Friday, Queen Anne's County Chamber of Commerce

CALL TO ORDER

With a quorum of directors being in attendance, Chair Jody Schulz called to order the regular meeting of the Kent Narrows Development Foundation at 9:03 a.m.

PUBLIC COMMENT

None

RESOLUTION

Minutes

The Board unanimously approved the Minutes from January 23, 2018, regular meeting as amended to add Walt Thompson as absent.

TV production and film crews* were in Kent Island and Kent Narrows last month. Several members stayed in our hotels and dined in our restaurants.

Important Dates

March 22 — Hospitality Job Fair at the CHVC

April 20 — Business Awards Breakfast

November 4 — Bay Bridge Walk

Parks and Recreation

Independence Day Celebration

Joan Brooks discussed the 2018 Independence Day Celebration for the County. The Parks and Recreation Division will be leading the effort. The event will be similar to last year's. She asked that the KNDF Board inform the Commissioners re: which dates would work best for the business community. After discussion, the Board recommended July 3, with a July 5 rain date.

While the Foundation is not opposed to the event being held on July 4, they recommended that the County consider the increased costs associated with holding the event on that date, as well as the days and times of celebrations in nearby communities. It was noted that the logistics for crowd control and security are less labor intensive when the event is centered at Ferry Point Park. Jason Tuel stated that even when the event is held at Ferry Point, additional crowd control and security measures would be welcome in the three other quadrants of the WVC.

Presentation:

CBEC's Paddlepalooza

Courtney Leigh made a presentation about the upcoming Paddlepalooza scheduled for July 14. This is a unique opportunity for paddlers to circumnavigate the area known as Horsehead Peninsula. This three-mile, safety-supported paddle will give participants the opportunity to paddle through the waters of Cabin Creek, Kent Narrows, and Marshy Creek. Participants must bring their own vessels, paddles, and U.S. Coast Guard approved personal flotation devices. Kayaks, canoes, and stand-up paddle boards are allowed. Following the event, food and beverages will be offered at CBEC's Lakeside Pavilion. Courtney described a variety of sponsorship opportunities for the Foundation to consider. The County is providing billboard space to publicize the event throughout the month of June at no cost to CBEC.

Directors' Report

Gigi Windley reported the following:

Economic Impact Study

The Foundation received a \$10,000 grant from the Upper Shore Regional Council for the purpose of updating the economic impact study. (This is different from the study that will project the economic impact of the TIF; that study will be conducted by MuniCap.) Susan O'Neill is the new Executive Director of the Council and has an extensive background in Economic Development. The KNDF and the Council will work together in coordinating the effort. The Council will provide technical assistance and other resources to assist the Foundation.

Infrastructure Financing Project

A meeting was held with County Finance Director Jonathan Seaman to transition to the next phase of the TIF project. The upcoming phase will center around preparations needed for the proposed bond issue which includes the development of an economic impact statement and several other matters related to County finances. Jonathan will take the lead during this phase, and will keep the KNDF engaged in the project. The Foundation and the County have budgeted \$6,000 from each entity to cover the cost of the project.

*Film Project Local Facilitation

The KNDF assisted the A&E TV channel with securing the Kent Narrows Marine Boat Yard for a shoot that involved the QAC Sheriff's Office.

Great American Outdoor Show

Worked in cooperation with the Maryland Office of Tourism (Film and the Arts) to promote hunting and fishing opportunities at the Great American Outdoor Show in Harrisburg, Pa. The show receives over 200,000 attendees

FINANCIAL REPORT

Mike Harris reported the following: Queenstown Bank: \$13,599.69. According to the most recent statement provided by the County, the KNDF fund balance as of 1/16/18 is \$223,721. The Chesapeake Charities account has \$9876.41. A year-end report for 2017 was distributed.

ANNOUNCEMENTS

Linda Friday announced that the annual Chamber Golf Tournament is May 11 at Queenstown Harbor. The Chamber will also be working with the Queen Anne's County Drug Free Coalition on a cooperative initiative focusing on prevention and education. The "Going Purple" initiative, modeled after the program in Talbot County, will be deployed in September of 2018.

REPORTS

Commissioner Moran

Commissioner Moran brought the good news that the County received a AAA bond rating from two bond rating agencies and they are waiting to hear from the third agency.

He requested that KNDF send a letter to Delmarva Power asking that they project the costs associated with moving the power lines to one side on Rt. 18 between Kent Narrows and Dominion Road in Chester.

The Commissioners will be resurrecting the initiative to expand and improve broadband service throughout the County.

The County will be placing "No Overnight Parking" signs in the lot on the west side of the Kent Narrows Bridge.

Paige Tilghman

Paige presented a report on the 2017 accomplishments of the County Economic Development and Tourism Department.

New officers were elected to the Economic Development Commission; Eric Hoffman is Chair. That group is advisory in nature.

The EDC and the County Economic Development officials are working on the North County Economic Impact Study. A request for information has gone out, and to date, four entities have responded. The projected date for delivery of the final report is mid-July. The study will help serve as an aid to communities that wish to identify capacities and from where the demand might come.

The Economic Development Department has new software that will track number of jobs created in the County, Gross Domestic Product, employment, number of businesses, pay rates, how many people work locally, etc.

Eight to ten businesses have signed up to participate in the Enterprise Zone Program.

A Workforce Development subcommittee was created within the EDC. The office is currently working with 20 recipients of the economic development fund. That \$300,000 fund is a good incentive tool and has served to spark new jobs.

The Office is working with the MD Department of Commerce to organize a local reception for businesses that want to export goods and services.

The Eastern Shore will be featured in the March issue of Site Selection Magazine. Queen Anne's County will have an ad in that issue.

The Chamber of Commerce, the Kent Narrows Development Foundation, and the Economic Development Office met to go over upcoming initiatives.

A new website is under construction for Economic Development and Tourism.

The Tourism Office advertised nationally in the *USA Today* supplement for Black History Month. The Office will be working with the Bay Bridge Boat Show in April and will partner with CBEC on the Paddlepalooza scheduled for July.

ADJOURNMENT

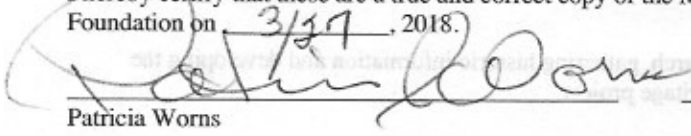
Mike Harris moved to adjourn the meeting and the motion was approved unanimously.
The meeting was adjourned at 10:34 a.m.

The next meeting of the Foundation is scheduled for 9 a.m. Tuesday, March 27, at the Chesapeake Heritage and Visitor Center.

Respectfully submitted,
Georgeanna (Gigi) Windley, Executive Director
Kent Narrows Development Foundation

Certification

I hereby certify that these are a true and correct copy of the Minutes that were adopted by the Directors of this Foundation on 3/27, 2018.


Patricia Worns

3/27/2018
Date