

Business Meeting Minutes for January 23, 2019

I. Call to Order and Determination of Quorum:

The business meeting executive session was called to order by Vice Chairman William Tumulty at 9:01 a.m. at the Chesapeake Heritage and Visitor Center, 425 Piney Narrows Road, Chester, MD 21619. The following Board Members were present and represented a quorum:

William Tumulty, Vice Chairman

Helen Bennett, Secretary

Royce Herman, Treasurer

Jesse Parks

Steve Donovan

Kathy Deoudes

Jim Brown

Rob Marsh

John Anderes

Brian DeMoss

Jeremy Reynolds

Ed Beres

Not Present:

Don Gross

Bill Stoops

Mike Rosendale

Staff Present:

Jean Fabi, Economic Development Manager

Ashley Chenault, Tourism Coordinator

Danielle Dutra, Administrative Assistant

Others Present:

Chris Corchiarino, Commissioner, Queen Anne's County

Ryan Snow, Representative, Governor Larry Hogan's Office

Adam Tolley, CTE Supervisor, Queen Anne's County Public School

Nancy LaJoyce, Sr. Business Development Representative, Maryland Department of Commerce

Jack Schammel, RBI Mentor, TEDCO

Bob Friday, Association Executive, Bay Area Association of Realtors

Gigi Windley, Director, Kent Narrows Development Foundation

Linda Friday, President, Queen Anne's County Chamber of Commerce

II. Approval of Agenda and Minutes :

On a motion made by Mrs. Bennett, and seconded by Mr. Herman, January meeting agenda and minutes from the December meeting were approved by a unanimous vote of the members present.

III. Treasurer's Report: Mr. Herman reported that the balance of the account managed by Chesapeake Charities is currently \$4734.16. This amount includes the reissued check for Commerce Street Creamery.

IV. Commissioner's Report: Commissioner Chris Corchiarino will be filling in for Commissioner Jack Wilson as the EDC liaison for the next few months. Commissioners will be looking to the EDC for recommendations on current funding programs (i.e. EDIF, Bridge) to determine if they are worthwhile and should continue to be funded during the budget process. The Commissioners will be working on their own initiatives including CTE programs and broadband.

V. Department Report: The monthly department report was sent to the EDC prior to the meeting. Jean Fabi addressed the EDC with the department update. On February 13th we will hold an Open Networking Event at the Edge Arena. On March 21st there will be a Five-County Manufacturing & Technology Industries Networking Event at Chesapeake College hosted by the Department of Commerce. In 2018 the EDIF Commission awarded \$248,000 for 6 local projects. Queen Anne's County was recently approved as an extension of the Baltimore #74 Foreign Trade Zone. PRS guitars will be one of the first companies to take advantage of this duty free program. The federal Opportunity Zone program was recently launched in Queen Anne's County; Jean Fabi will give a presentation to the EDC at the February meeting. There have been two recent EDIF awards to Smoke, Rattle and Roll for their new flagship restaurant in Centreville, and the Kent Narrows Marine Boatel for the purchase of operational equipment. Steve Donovan has requested that Jean Fabi send the EDC a status update on all EDIF recipients for review. Jesse Parks has requested that Jean Fabi send the EDC the guidelines for fee reimbursement for review. SCORE will be present at the February meeting to give an update on the Revolving Loan Fund recipients. Ashley Chenault addressed the EDC with a tourism update. Currently we are working on the final development of the new tourism website and promotional video. There will be an installation of a live camera at the Chesapeake Heritage & Visitors Center showcasing the Kent Narrows Waterfront. There will be a new marketing plan for 2020 and 2021. Upcoming trade shows include The Great American Outdoor Show, Pennsylvania Bus Association, Maryland Motorcoach Association and Bay Bridge Boat Show. Currently working with ESHI to launch a February campaign "Fall Inn Love" to promote bed and breakfasts and romantic getaway packages on the Eastern Shore. During the month of December we partnered with Centreville Main Street on a mini digital campaign "Home for the Holidays". In 2018 we saw 2,000 more visitors than we did in 2017.

VI. New Business:

- A. Legislative Update:** Ryan Snow, Outreach Coordinator for Governor Larry Hogan presented a legislative update to the board. The proposed budget is \$40.6 billion, leaving \$1.3 billion in the reserve. Some highlights from the budget include education, school safety & accountability, job creation, tourism, transportation/infrastructure, correctional services, health care/public safety, children's safety, environmental protection/Bay Restoration Fund and opportunity zone funding.

VII. Old Business:

- A. Election of Officers 2019-2021:** The nominating committee has recommended the following slate of officers to be elected to a 2 year term:

Chairman-Jess Parks Secretary: Helen Bennett
Vice Chairman-Kathy Deoudes Treasurer: Royce Herman

On a motion made by Mrs. Bennett, and seconded by Mr. Herman this slate of officers was approved by a unanimous vote of the members present.

B. Subcommittee Updates:

- i. Workforce Development Subcommittee:** In Chairman Don Gross's absence Adam Tolley and Linda Friday updated the board on behalf of the Workforce Development Subcommittee. On January 17th the QAC Chamber of Commerce hosted a breakfast at Annie's Steakhouse. The Youth Apprenticeship program that is currently running in Washington and Frederick Counties will start at QACPS in fall 2019. The program will be open to all businesses wanting to take on an apprentice. A 501-3C is being created to hire a liaison between local business and educational institutes. This program is also looking to hire 2 additional employees for communications and marketing. Hopefully funding for these employees will come from the federal or state level, otherwise funding will come from the 5 county regions connected to the college.
- ii. Marketing and Promotions Subcommittee:** Jesse Parks updated the board on behalf of the Marketing and Promotions subcommittee. There will be an Open Networking Event at the Edge Arena on 2/13. On March 21st there will be a Five-County Manufacturing & Technology Industries Networking Event at Chesapeake College hosted by the Department of Commerce. The subcommittee would like to use the new website to attract new business and increase the commercial tax base.
- iii. Annual Business Recognition Event Planning Subcommittee:** The Annual Business Recognition Breakfast has been postponed until September 2019. Workforce development will be the theme for the breakfast.

VIII. Liaison Reports:

- A. Queen Anne's County Chamber of Commerce:** Linda Friday updated the board on behalf of the Queen Anne's County Chamber of Commerce. The 2019 business directory has been released. The 64 chambers in Maryland have formed a coalition, AHP (Association Health

Care Program) for Chamber of Commerce's to offer health care programs to small businesses. Concerned about the minimum wage being increased to \$15/hour which will affect small businesses. Taste of the Eastern Shore will be held at Lowes Annapolis Hotel on 2/14. The Chamber issued a Certificate of Origin to a local farmer who is shipping soy to Shrilanka.

- B. Kent Narrows Development Foundation:** Gigi Windley updated the board on behalf of the Kent Narrows Development Foundation. At the 1/22 KNDF meeting the board saw a presentation of the current concept plan for the Jemal project. The second phase of the Boatel expansion has been approved. There is no update on Mears Marina. Piney Narrows Marina is making improvements; the Commissioners recently approved additional water allocation. Tax district expansion was approved to include the Kent Island Yacht Club. In collaboration with county employees Nancy Scozzari and Mike Wisnosky they are working to design a pedestrian way finding system.
- C. Business Queen Anne's:** Steve Donovan updated the board on behalf of Business Queen Anne's. Recently attended the Four Seasons ribbon cutting. First board meeting will be next week; Commissioner Jack Wilson will be in attendance.
- D. Department of Commerce:** Nancy LaJoice updated the board on behalf of the Department of Commerce. On March 21st there will be a Five-County Manufacturing & Technology Industries Networking Event at Chesapeake College. Fishergate recently celebrated 50 years in business. The Department of Commerce will be presenting a Certificate of Celebration to Fishergate. There is grant money available for those looking to upgrade their systems to be more cyber secure and new tax credits are available for those looking to invest in a cyber security company. The Department of Commerce is looking for cyber security businesses to vet to become preferred vendors for the State of Maryland. There are currently no certified vendors on the Eastern Shore. They have spoken with Corsica Technologies.

IX. Adjournment:

On a motion made by Mr. Donovan, and seconded by Mrs. Bennett, the Board unanimously approved the adjournment of the meeting at 10:42 a.m.