

The Mid Shore Regional Council held a scheduled quarterly meeting on December 9, 2010 in Dorchester County at the Delmarva Community Services meeting room. Members in attendance included: Delegates Addie Eckardt and Jeannie Haddaway-Riccio, Senator Richard Colburn, Bill Brooks, James Redman, Jeff Ghrist, Jerome Stanley, Bill Cooper, Kurt Fuchs, Larry Porter, Walter Chase and Andy Hollis. Talbot County Manger John Craig was in attendance carrying a proxy for Dirck Bartlett. MSRC staff present was Scott Warner and Terry Deighan. Economic Development Directors attending were Paige Bethke and Keasha Haythe. Guests in attendance included: Linda Prochaska of Senator Mikulski's office, Lee Whaley of Senator Cardin's office, USDA State Director Jack Tarburton, Rachel McCullough from the Governor's office, Mindie Burgoyne of DBED, Maryland Broadband Cooperative President Patrick Mitchell, John General of the CBRTCE, Kevin Deighan of Shore Gourmet, Mike Thielke of ESEC, Steve McHenry of MARBIDCO, and Jim McCormick, Caroline County Technologies Director.

Chairman Fuchs called the meeting to order at 5:43 p.m. and introductions were made.

#### Approval of September 22, 2010 Minutes

The first order of business was approval of the September 22, 2010 minutes. Mr. Stanley made a motion to approve, Delegate Eckardt seconded the motion and the minutes were approved by unanimous consent.

#### Ratification of Executive Board September 10, 2010 Minutes

Delegate Haddaway-Riccio made a motion to ratify the executive minutes of September 10, 2010, Mr. Chase seconded the motion and the minutes were ratified by unanimous consent.

#### Treasurer's Report

Chairman Fuchs' presented the treasurer's report in Mr. Nashold's absence. He stated that all expenses were on track. Being no questions or concerns Mr. Fuchs accepted the treasurer's report into record.

#### Old Business

##### Comprehensive Economic Development Strategy (CEDS)

Mr. Warner stated that the first CEDS meeting for the 2011 document update was held Monday, October 18, 2010 at 12:00pm at the Talbot County Operations Center conference room, 605 Port Street, Easton. The CEDS Executive Committee will meet on December 16, 2010 at the MSRC office. This meeting is to evaluate proposed projects based on the guidelines established in the CEDS document and the next CEDS Committee meeting will be held on January 5, 2011 at the Talbot County Operations Center Conference Room at 12:00pm.

#### Business and Technology Parks

*Caroline County*

Caroline Commissioner and MSRC First Vice-Chairman Jeff Ghrist stated there has not been much activity; presently they are waiting for broadband connectivity to be able to market the park properly.

#### *Dorchester County*

Dorchester Economic Development Director Keasha Haythe stated that the infrastructure construction is moving forward on the tech park site as well as down Bucktown Road from Rt. 50 to the tech park. She also stated that there is already interest being shown in the facility.

#### Infrastructure Related to the Commercialization of Denton

In Caroline Economic Development Corporation Executive Director JOK Walsh's absence Mr. Warner gave the following updates. On September 29, 2010 the MSRC forwarded the response of the grant's deficiency memo that EDA sent in follow up to the August 11, 2010 meeting that he, JOK Walsh, Ellis Davison, and Jan Willis had with EDA representatives Willie Taylor, Tonia Williams, and Debra Beavin at the EDA Philadelphia Regional Office. The meeting was to review the EDA grant application submitted on June 30, 2010 and get assistance/input from the EDA prior to the EDA internal review committee's review of the application. In addition, the Denton Development Corporation (DDC), Town of Denton, and MSRC received a letter dated November 19, 2010 requesting additional information for the EDA grant application. The response to this letter has to be received by the EDA Philadelphia Regional Office by 5:00pm on December 15, 2010. DDC new Project Manager Glenn Collins, JOK Walsh, grant writer Jan Willis, and Mr. Warner have been coordinating and gathering the information for the response. Mr. Warner has also been in touch with EDA's Debra Beavin for guidance. Ms. Beavin is permitted to communicate regarding the application until the application deadline.

#### Regional Medical Facility

Talbot County Manager John Craig stated that presently talks are under way with Shore Health System to work out logistics of the project. Mr. Warner added that on September 17 he provided EDA Economic Development Specialist Debra Beavin an EDA Investment Abstract submitted to the MSRC by Ms. Bethke. The Abstract basically opens the file on a project for the EDA representative. The MSRC remains in contact with Ms. Beavin regarding the project.

#### Eastern Shore Entrepreneurship Center (ESEC)

ESEC Executive Director Mike Thielke gave the following updates:

##### ESEC Revolving Loan Fund –

A loan application is in process, after this all loan funds will be used. Initiative planned to call on area banks to begin annual contribution of CRA (Community Redevelopment Act) funds to loan fund.

##### Dorchester County Revolving Loan Fund –

Loan application expected, after this all loan funds will be used. Initiative planned calling on area banks to begin annual contribution of CRA funds to loan fund.

##### Shore Venture entrepreneur training course –

A session scheduled for March 16 to May 25, 2011. It is the third session of Shore Venture, tuition is \$150.00, and it will be held at Chesapeake College. Collaborative

partners include SCORE, Chesapeake College, Maryland Capital Enterprises, SBDC, Rural Maryland Council, and TEDCO. Marketing of the course will begin in December.

#### Law School for Business People –

This will be a half-day event comprising of multiple sessions addressing specific legal issues of interest to start-up and existing business owners. It is scheduled June 9, 2011 at Chesapeake College.

#### Finance School of Business People –

A similar course to the Law School but addressing financial issues is being planned. It will be held at Wor-Wic Community College.

#### Youth Entrepreneur Summer Camp –

One week, half-day program for middle-school students introducing them to entrepreneurship and would utilize one of Junior Achievements curriculum kits. Two camps are being scheduled; one each at Chesapeake College and Wor-Wic College.

#### Entrepreneurship Conference –

In coordination with Chesapeake College's annual business conference, one of the tracks will be on Entrepreneurism. ESEC will provide leadership in planning Entrepreneurship Track. Chesapeake College President has arranged for the keynote speaker to be a representative from Goldman Sachs.

Also, from September through November ESEC counseled 6 start-up businesses and 1 existing business. One highlight was assisting Hoopers Island Oyster Co. prepare oyster restoration business plan and grant request for seed funding from MARBIDCO.

#### USDA about possible funding opportunities –

Mr. Thielke and Mr. Warner met with USDA officials in Dover. Available immediately is an application for \$500,000 for revolving loan funds and \$100,000 technical assistance funds through Rural Microenterprise Assistance Program.

#### Angel Fund –

Continued efforts are being made to promote the idea of initiating an Eastern Shore region angel fund.

#### Maryland Upper Shore Transit (MUST)

MUST Coordinator and CBRTCE C.E.O. John General stated the MTA grant for the MUST program was received by the MSRC this past Monday, December 6, 2010.

#### 5310/Senior Rides Program –

All funding has been announced.

#### JARC/New Freedom –

The Upper Eastern Shore Coordinated Public Transit-Human Services Transportation Plan final draft update was submitted to MTA. The Plan is posted on the MTA's project website.

#### Brochures –

MSRC member Maria D'Arcy completed the Spanish translation. The MUST brochures were delivered to the MSRC office. They included 8,400 English brochures and 2,400

Spanish brochures. The brochures were distributed to DCT and QACR at the MUST meeting on December 1.

Bus Stop Signs –  
DCT is coordinating with the Town of Easton.

The Rider Survey –  
The survey has been completed. The results were distributed to the MUST Committee at their December meeting. Mr. General requested feedback from the Committee members once they have time to review.

MUST 2011 –  
The MSRC is receiving invoices.

ESLC's Eastern Shore Transportation Advisory Council –  
At their last meeting the committee members discussed the various options in the report completed by the GeoDASH Initiative Economic Development and Transportation Planner Sarah Bunch on how and when to move forward with the possible recommendations.

Eastern Shore Regional GIS Cooperative (ESRGC)  
Chairman Fuchs' stated that ESRGC Director Mike Scott sent the following updates that Mr. Warner will give.

The public meetings for the re-delineation of the Chesapeake Bay Critical Area in Talbot County have begun. The first meeting was held this past Tuesday, December 7. The next one is this Monday, December 13 from 6 to 9pm at the Talbot County Community Center. A third public meeting will be on Thursday, December 16 from 6 to 9pm at the St. Michaels Public Library. Folks can determine if the change in the maps impacts their property by going to [http://webmaps.esrgc.org/cbca\\_talbot](http://webmaps.esrgc.org/cbca_talbot). For more information, contact Mike Scott ([msscott@salisbury.edu](mailto:msscott@salisbury.edu)). The next counties to be processed are Queen Anne's and Caroline. They are underway now.

The ESRGC is in the process of completing the quality assurance/quality control procedure for the 2010 aerial orthophotography flight of the Eastern Shore. Those photos should be available in the next couple months.

Work on the Maryland Broadband Map continues. Expect a new rollout of the map (<http://www.mdbroadbandmap.org/map>) by year's end that includes speed test information. The Maryland Broadband Map is the most visited mapping website on the state's MD iMap infrastructure, with nearly 20,000 unique visitors since it launched in March. That's double the next closest mapping application. Those 20,000 people viewed the map 326,000 times and the majority spent anywhere from 10 minutes to over an hour on the site.

Finally, the ESRGC is going to be rolling out a GIS intern program next calendar year that places paid GIS interns in local/county governments around the region. These interns will be paid directly from the Mid-Shore Regional Council's contribution to the ESRGC, thus leveraging that funding into direct aid to the counties and municipalities. The ESRGC has already had considerable interest in procuring an intern from local government departments.

### GeoDASH Initiative

Chairman Fuchs stated that GeoDASH Initiative Eastern Shore Business and Economic Development Dashboard Specialist Jim Garrity sent the following updates as well.

#### Salisbury University (SU) Projects –

SU Fact book Product Development is transitioning a 250 page book to a dashboard. This book uses census information. The end users are internal and external to the University.

GeoDASH is developing a STEM Program Evaluation Product Development that will monitor the five year STEM grant.

#### Wicomico County Council of Economic Advisors –

Working on a Revenue Projection Tool Product dashboard that uses an Excel model made by the Finance Director. The interactive dashboard will allow the County Executive as well as the Council to adjust projections on the fly. It covers up to 2020.

#### Lower Shore Workforce Alliance (LSWA) and Wor-Wic Survey and Dashboard development project –

Matches up three components: employees training needs, employers hiring needs, and regional trends in employment from public data to help create current training programs.

#### Other projects include –

Regional Planning Organization feasibility study – with Eastern Shore Land Conservancy (ESLC).

Delmarva Freight Study in cooperation with MDOT/VDOT and DELDOT which is completed.

Wallops Economic Impact Study – final stages of completion.

#### Matapeake Economic Impact Study and Dashboard used at Board of Public Works meeting –

GeoDASH was referred by DBED. Helped Queen Anne's County build a basic, basic dashboard. Comptroller wanted more in-depth so BEACON was asked by Queen Anne's County to develop an impact study. The study showed an increase in approximately 170 jobs in Queen Anne's County and was presented to the Board of Public Works; the Governor seemed pleased. Ms. Burgoyne was asked to elaborate on this project. DBED was a big part of this project with a lot of valuable input.

GeoDASH also assisted with the Mid-Shore and Lower Shore CEDS document updates.

Jim Garrity will be attending the January 5 CEDS meeting to discuss tracking of CEDS projects with dashboards.

### Shore Gourmet, Inc. (SG)

Chairman Fuchs stated that on September 14 SG held a Board meeting at the MSRC office. On November 4 the MSRC submitted an RBEG application to USDA Rural Development and SG plans to be self-sufficient after this grant.

Currently Shore Gourmet has been working with Comcast regarding an advertising campaign as well as WBOC. General Manager Deighan stated on Sunday, September 19 SG setup and manned a booth in front of Annebeth's (an SG vendor) in Annapolis for the Fall Festival.

SG also prepared a SG basket for silent auction event for the Maryland Agricultural Education Foundation. The Maryland Farm Bureau purchased the basket to donate to the cause. Mr. Deighan delivered the basket to Maryland Department of Agriculture Secretary Hance's office as he purchased it at the auction.

SG was asked by the Talbot County Farm Bureau to provide refreshments at their Talbot County Candidate Forum at the Talbot County Historical Society.

SG participated in the Waterfowl Festival and was located adjacent to the Talbot County Historical Society. SG was very well received, selling all the grilled items it prepared. It was a great learning experience for next year.

A local organization met with SG to discuss using their products for an upcoming fundraiser in the Summer.

SG's refrigeration truck is now fully operational and using it daily; signage is being designed. Mr. Deighan continues discussions with an existing SG producer that is interested in having SG handle their product distribution needs; this will allow the producer to concentrate on making their value-added products.

Mr. Deighan is working with a new SG producer in assisting them with developing an oyster pie. This assistance includes working with the Chef's panel.

Mr. Deighan continued to meet with potential vendors located on the Eastern Shore as well as Annapolis to discuss supplying them with SG products. Mr. Deighan has expanded SG's vendors from two to approximately 18 since his hiring.

He has also met with a vendor in regards to using greenhouses to grow product during the off months.

Recent stores that have agreed to become new SG vendors are Cindy's Country Store located in Denton and Shark on the Bay located in West Ocean City.

SG recently participated at the Farm Bureau Convention held in Ocean City.

#### Maryland Broadband Cooperative, Inc. (MdBC)

MdBC President and CEO Patrick Mitchell gave the following updates.

Fiber connection is complete from Wallops Island to Annapolis with connections to Baltimore. Commercial services are now available. Construction underway from Elkton to Chesapeake College with connection to Caroline Technology Park located in Ridgely.

National Telecommunications & Information Administration awards (Federal Stimulus package). On November 6, 2009 MdBC was awarded a broadband data collection and mapping activities, as well as, broadband planning activities. Partners include the ESRGC, Towson University's Center for GIS, MSGIC, ESRI, BEACON, DBED and the

regional councils. It is the official State mapping project. Mapping award was a 2 year grant and extended to 5 years.

On September 17, 2010 a \$115.2 million federal grant was awarded to the One Maryland Broadband Network (OMBN) to bring a new high speed internet backbone to unserved and underserved regions of the state. OMBN is led by the Maryland Department of Technology (DoIT) in partnership with the Inter-City Broadband Network and MdBC. The total build out is \$159 million. Community Anchor Institutes (CIA) to be connected: 715 in urban areas, 291 in rural counties, Western Maryland 68, Southern Maryland 92, Upper Shore 77, Lower Shore 46 and 8 in the Mid-Shore. A November 10<sup>th</sup> meeting concerning the Mid-Shore broadband connections in Maryland's federal stimulus grant award was held in Dorchester County. The meeting was facilitated by the MSRC with representatives from the following entities present: DoIT, Skyline Network Engineering (contracted by the State to design the fiber network), MdBC, Caroline County, Dorchester County, Talbot County, and the Eastern Shore State Delegation, the outcome was that DoIT and Skyline will work with MdBC and the Counties to see if the routes can be altered.

### **New Business**

Chairman Fuchs stated the tentative 2011 Meeting Dates will be Wednesday, March 16, 2011 in Talbot County; Thursday, June 9, 2011 in Caroline County; Thursday, September 15, 2011 in Dorchester County; and November/December 2011 – prior to the Joint Regional Councils' Meeting.

### **Officer Selection**

Chairman Fuchs described that at their November 30, 2011 meeting the MSRC Executive Board discussed and unanimously approved the proposed slate for the 2011 Executive Board. It is in compliance with the MSRC Bylaws. Chairman Fuchs informed the Council that the slate was in their information packets as he read off the proposed 2011 MSRC Executive Board.

Chairman: Kurt Fuchs

First Vice-Chairman: Dirck Bartlett (Talbot)

Second Vice-Chairman: Ricky Travers (Dorchester)

Third Vice-Chairman: Jeff Ghrist (Caroline)

Secretary: Walter Chase

Treasurer: Allen Nelson

General Assembly: Richard Colburn

Member-at-large: Gale Nashold

Member-at-large: James Redman

Delegate Eckardt made a motion to adopt the 2011 proposed Executive Board slate as presented, Mr. Stanley seconded the motion and the Executive Board selection for 2011 was passed by unanimous consent.

### **Other matters**

Mr. Warner stated that the MSRC and TCCLES members will have a luncheon to meet each other and discuss upcoming legislative issues on Thursday, January 6, 2011 at the Hyatt in Cambridge from 11:45am to 1:00pm. It is during the MACo Conference. More detailed information will be e-mailed to the membership in the near future.

Ms. Burgoyne stated that through the efforts of Senator Colburn Tri-Gas and Oil was successful at getting a \$250,000 Secretary's grant to expand rail service on the Mid-Shore that would assist with fuel storage at their Williamsburg facility. It will save 30 plus jobs.

Steve McHenry stated that MARBIDCO recently made their 100<sup>th</sup> project investment in 3 ½ years. He wanted everyone to know that 32 of the investments were in the Mid-Shore region.

Mr. Tarburton gave an impressive update of projects that USDA Rural Development and USDA Farm Service Agency contributed to in the Mid-Shore region in FY10.

#### Member comments/requests

Scott stated that he and Terry would like to thank all the MSRC members and those that we partner with in moving the MSRC/regional objectives forward and as a small thank you would like to give each of you a holiday gift complements of Shore Gourmet. Happy Holidays.

#### Adjourn

The meeting was adjourned at 7:32 p.m. by unanimous consent.