

The Mid Shore Regional Council held a scheduled quarterly meeting on September 15, 2011 in Talbot County at the Calhoun MEBA Engineering School in Easton. Members in attendance included: Dirck Bartlett, Andy Hollis, Rick Price, Walter Chase, Bill Cooper, Kurt Fuchs, Carolyn Spicher, Delegates Addie Eckardt and Jeannie Haddaway-Riccio, Senator Rich Colburn, Gale Nashold, Jerome Stanley, Maria D'Arcy, and Talbot County Manager John Craig. MSRC staff present was Scott Warner and Terry Deighan. Economic Development Director attending was Caroline Economic Development Corporation Executive Director JOK Walsh. Guests in attendance included: Linda Prochaska of Senator Mikulski's office, Lee Whaley of Senator Cardin's office, USDA State Director Jack Tarburton, Mindie Burgoyne of DBED, Richard Sossi representative for Congressman Harris, Brad Powers of Shore Gourmet, Rachel McCullough-Parker representative for Governor O'Malley, John General of CBRTCE, Michael Thielke of ESEC, Mike Pennington of the TCCLES, Dr. Memo Diriker of BEACON and Tyler Patton of MdBC.

Introductions were made and Chairman Fuchs called the meeting to order at 9:15 a.m.

Chairman Fuchs first stated that a big thank you goes to this events co-sponsor BEACON (Business, Economics, and Community Outreach Network, Franklin P. Perdue School of Business at Salisbury University) and it's Director Dr. Memo Diriker.

Action Items

The first order of business was to obtain approval of the June 9, 2011 Minutes. Mr. Patton had a correction to the date of the MdBC Annual Members' Meeting. The Minutes stated it would be held on 10-10-11; this will be changed to reflect the proper date 10-20-11. Being no more changes Mr. Nashold made a motion to approve the Minutes with the change, Mr. Stanley seconded the motion and they were approved by unanimous consent.

The next order was ratification of the Executive Board May 19, 2011 Minutes. Mr. Cooper made a motion to ratify, Mr. Price seconded the motion and the Minutes were ratified by unanimous consent.

Next in Mr. Nelson's absence, Chairman Fuchs presented the Treasurer's Report. He stated that all expenses are on track and this report had been approved by the Executive Board earlier this month. Being no questions Chairman Fuchs' accepted this report into record as presented.

Old Business

Maryland Broadband Cooperative (MdBC)

Mdbc Vice President for Public Affairs Tyler Patton gave the following updates. Maryland Broadband fiber is to the Caroline County Tech Park. There is fiber sitting at the entrance way that can be used when there are customers. The Annual members' meeting is set for October 20th in Annapolis. He also stated that the Mdbc is working with Dorchester County to provide fiber to the Dorchester Technology Park by the end of the year. He then stated the BTOP grant program is moving forward. The Governor called his first Broadband Stat meeting to pull all the players into the same room and talk about what needs to be done to get this project done and on time. Mdbc is in a prep mode awaiting fiber from the State. Mr. Sossi asked if a representative from the Maryland Department of Information Technology (DoIT) would come to speak at the next MSRC meeting to explain the State's construction timelines etc. Mr. Warner said that he would contact DoIT.

Business and Technology Parks

Caroline County

Caroline Economic Development Corporation Executive Director JOK Walsh stated that his organization is working with the County to find occupants for the Park. They are talking with a company at the present time.

Dorchester County

Dorchester Councilman Rick Price stated the park is 80% complete and should be 100% complete in October. There are some prospects as well as a developer who is interested in putting a 20,000 square foot building or putting interested tenants in the park, as well as conversations with a renewable energy company from Germany.

Regional Medical Facility

Talbot County Manager John Craig informed the MSRC that representatives of Shore Health System came and spoke to the Talbot County Council a few weeks ago. He also stated the Shore Health System is working on obtaining the certificate of need. Mr. Bartlett added that he thinks they apply for the certificate in March. Mr. Bartlett also stated that the County is updating the sewer and water sewer plans. Senator Colburn notified the MSRC that he is having a meeting with the State Highway Administrator next week regarding roads for the Regional Medical Facility.

Shore Gourmet

Shore Gourmet President of the Board Brad Powers stated there was an aquaculture, seafood processing tour on July 19th. The tour of the following facilities was conducted primarily for the benefit of EDA Economic Development Specialist Debra Beavin. Sites visited were Waterland Fisheries – Hurlock, J.M Clayton Seafood – Cambridge, Choptank Oyster Aquaculture Company (Marinetics) – Cambridge, and Kool Ice and Seafood – Cambridge. A great deal was learned about regulatory constraints to business development as well as the need for future funding for expansion of aquaculture and continuing issues related to employment in seafood processing businesses. Senator Colburn requested a list of aquaculture permits needed; Mr. Powers said he will prepare. A brief discussion ensued regarding an article in the Star

Democrat today regarding proposed changes to pay structure in the aquaculture industry. Senator Mikulski's representative Ms. Prochaska stated that the Senator is already in discussions with the Department of Labor regarding the proposed changes. On a motion by Senator Colburn, that was seconded by Delegate Eckardt and supported by all, the MSRC should draft a support letter and send to Senator Mikulski regarding her efforts on behalf of the region's seafood processors with regards to the new H-2B regulations. Mr. Powers also on August 9th a Press Event was held to Introduce Shore Gourmet into Delaware. USDA Rural Development announced new grants supporting Shore Gourmet's efforts to facilitate the introduction their services and products to Delaware producers and retailers. In addition to already approved funding, Shore Gourmet through MSRC received \$15,000 for this effort. Shore Gourmet has added some new Producers as well; they include Saps Rice Pudding, Buster's Balls crab cheese balls, Small Wonder Hydroponics, Kent Island Crab Cakes, Archangelo Ricotta Cheese, Chef Rob Heyn's Cream of Crab Soup, and Victor's Famous Marinade. Several new retail outlets have also joined Shore Gourmet including the Harbor Inn and Marina, St. Michael's; Marco's Restaurant, St. Michael's; Blue Moon, Rehoboth; Coastal Living Market, Bethany; Nage Restaurant, Rehoboth; Fifer's Markets, Dewey and Wyoming; A Cook's Café, Annapolis; and Hot Spots Cool Eats in Cambridge. Some planned promotions are a Wine Festival hosted by the Old Brick Inn in St. Michael's and the Waterfowl Festival in Easton which will be held November 11, 12 & 13 this year. Mr. Powers also mentioned Shore Gourmet's desire to apply for a marketing improvement grant to execute a value-added market study, as well as, the formal organization/development of regional volunteers for the upper and lower shore regions of Maryland and possible two in Delaware to assist the producers in the development of their businesses.

Eastern Shore Entrepreneurship Center (ESEC)

ESEC Executive Director Mike Thielke gave the following updates. A federal grant application was submitted for assistance to develop a Delmarva Aerospace Innovation Cluster. Partners included TEDCO and MIST with support from DBED. This would utilize Wallops flight facility; a decision should be know within 30 days. He also stated work has begun on a proposed Tech Transfer Initiative; this course would highlight products that have been submitted for patenting but never make it to the production line. This course could possibly be offered at local community colleges. Lastly Mr. Thielke stated that he was very proud to announce the company he has been assisting, Hoopers Island Oyster company using new innovative strategies, will be holding a ribbon cutting on October 8th and they are about to cultivate their first crop of Chesapeake Gold Oysters.

Maryland Upper Shore Transit (MUST)

MUST Coordinator and CBRTCE C.E.O. John General stated the MSRC has received and accepted the MUST 2012 grant documents. Also new schedules are being finalized by DCT and QACR. They will be printed in the near future. Work is being done to find a new advertising contractor; Mr. Warner stated that the original contract with Dinkins Communications had been mutually terminated recently and MUST is working with the State to find a new

advertising firm. Mr. General also stated that work is currently underway on the Mid Shore Health Transportation Planning Network, the network is planning to link to more providers through the MUST website. Also work is currently underway to update the MUST video.

GeoDASH Initiative

Dr. Memo Diriker first stated that if the Tech Transfer Initiative comes to fruition and it requires matching funds he may be able to contribute \$5,000 towards the project and for Mr. Thielke to keep that in mind.

In regards to the GeoDASH Initiative Dr. Diriker thanked the MSRC for their partnership. He then reiterated that the GeoDASH model follows the ESRGC model that because of the regional councils' partnership, public entities within their regions receive a 50% discount on their projects. He also stated that the EDA grant application for year three has been submitted. This plan includes the expansion of the initiative to Western Maryland working with the Tri-County Council for Western Maryland, the other EDA Economic Development District in the State of Maryland. The plans for long-term sustainability should occur more quickly than anticipated as the breakeven point should be reached earlier than anticipated. He gave the examples that capacity has been greatly improving. The first dashboard took 8 months to develop, the second dashboard took 3 months, and now one dashboard every 25 days. There are currently 13 dashboards. Dr. Diriker then informed the Council that Eastern Shore Business and Economic Development Dashboard Specialist Jim Garrity last day with the GeoDASH was this past Tuesday. He took a position closer to his family; a great opportunity professionally. While with GeoDASH, Jim earned two bachelor's degrees (one in GIS and one in business) from Salisbury University. He will be greatly missed. A search process for his replacement is in process.

Eastern Shore Regional GIS Cooperative (ESRGC)

ESRGC Director Dr. Michael Scott forward the following updates to Mr. Warner to give the MSRC. The ESRGC provided an Intern to the Town of Denton free of charge for the summer. They signed year-long agreement with the Town of Denton to conduct updates to their GIS data layers. The ESRGC hired a student intern for the summer to work on updating GIS layers for the Town of Oxford. They are in the final stages of Critical Area Map updates in Talbot County and are currently working with Caroline County to prepare for public meetings regarding their CBCA changes in yearly 2013.

New Business

None

Other matters

Rural Maryland Prosperity Investment Fund

Mr. Warner stated that the marketing campaign is underway. The campaign is utilizing handouts, a one page summary sheet, a website, and a display booth to explain the initiative. Booths spotlighting the new display were at the MML

Convention in Ocean City on June 27 and 28; the Septic Legislative Symposium organized by Maryland Farm Bureau and MACo, held at Chesapeake College on August 16; and the MACo Convention in Ocean City on August 18 and 19. Additional venues will include the Maryland Special Legislative Session in Annapolis October 17 thru 21, the Maryland Rural Health Conference in Ocean City on November 3 and 4, the Maryland Farm Bureau Convention in Ocean City on December 4 thru 6, and finally the Maryland legislative session in Annapolis starting January and running through April. A support letter was sent by the Tri-County Council for the Lower Eastern Shore (TCCLES) to the Governor in July and TCCLES Chair requested all regional councils to do the same; the MSRC sent its letter – dated July 29, 2011. Rachel McCullough-Parker requested a copy of the letter.

Upcoming Meetings and Events

Comprehensive Economic Development Strategy (CEDs)

Chairman Fuchs stated the first CEDs Committee meeting will be on Thursday, October 6, 2011 at 12:00pm, the second CEDs Committee meeting will be on Wednesday, January 4, 2012 at 12:00pm, both meetings will be held at the Talbot County Operations Center located on Port Street in Easton.

Dover Air Force Base Tour

On Friday, October 14, 2011 the MSRC will tour the base with the TCCLES. The TCCLES is making the arrangements with the base and MSRC will be e-mailing detailed information in the near future. Mr. Pennington did inform the group there will be a 40 person max allowed to tour this facility.

The Next Mid-Shore Regional Council meeting will be held on Thursday, December 8, 2011 at 5:00pm at the Delmarva Community Services building in Cambridge. Information will be forthcoming.

Mr. Fuchs stated this concluded all of the MSRC business for today and we are very happy to have a presentation by Delmarva Poultry Industry, Inc. Executive Director Bill Satterfield. Mr. Satterfield gave a very enlightening, informative and somewhat shocking overview of the poultry industry.

Member comments/requests

None

Adjourn

The meeting was adjourned at 10:55 a.m., at which time the Council members were taken on a tour of Calhoon MEBA Engineering School by Interim Executive Director Chuck Eser.