

Business Meeting Minutes for October 28, 2020

I. Call to Order and Determination of Quorum:

The business meeting was called to order by Chairman, Jesse Parks at 9:00 a.m. at the Chesapeake Heritage Visitor Center, 425 Piney Narrows Road, Chester, MD 21619. Due to COVID-19 social distancing restrictions, attendees were given the option to attend via Zoom meeting, to be displayed on a monitor in the Barrett Room meeting space. The following Board Members were present and represented a quorum:

Jesse Parks, Chairman
Kathy Deoudes, Vice Charmain (via Zoom)
Helen Bennett, Secretary
Royce Herman, Treasurer
Rob Marsh
Brian DeMoss
Ed Beres
Lee Bridgmon
Jeremy Reynolds
Hazen Arnold (via Zoom)
Heather Bacher (via Zoom)
Jon Cook (via Zoom)
John Anderes (via Zoom)

Not Present:
Mike Rosendale
Steve Donovan

Staff Present:
Heather Tinelli, Director, Economic & Tourism Development
Lisa Gallow, Office Coordinator, Economic & Tourism Development (via Zoom)

Others present:
Jack Wilson, Commissioner, Queen Anne's County
Chris Corchiarino, Commissioner, Queen Anne's County (via Zoom)
Linda Friday, President, Queen Anne's County Chamber of Commerce
Gigi Windley, Director, Kent Narrows Development Foundation
Jody Schulz, Owner, Fisherman's Village/Kent Narrows Boatel
Kim Kratovil, Eastern Shore Field Representative, U.S. Senator Ben Cardin (via Zoom)
Dave Harper, VP of Workforce & Academic Programs, Chesapeake College (via Zoom)
Joanne Gannon, Ready to Work Facilitator, Upper Shore Workforce Investment Board (via Zoom)

II. Approval of Agenda and Minutes

On a motion made by Mrs. Bennett, and seconded by Mr. Marsh, the October meeting agenda was approved by a unanimous vote of all members present.

On a motion made by Mrs. Bennett, and seconded by Mr. Marsh, the minutes from the September meeting were approved by a unanimous vote of all members present.

- III. Treasurers Report:** Mr. Herman reported that account managed by Chesapeake Charities has a current balance of \$3865.85. There has been no recent activity.
- IV. Commissioners Report:** Queen Anne's County Commissioner, Jack Wilson deferred his Commissioners update to Economic and Tourism Development Director, Heather Tinelli.
- V. Department of Economic and Tourism Update:** Heather Tinelli, Director of Economic & Tourism Development provided a department update for the EDC. Mrs. Tinelli reviewed the Small Business Assistance and Recovery Fund infographic sheet that was created by the department with the members present. Governor Larry Hogan has announced an additional \$250M in funding through the Maryland Strong: Economic Recovery Initiative. \$50M that has been allocated for Restaurants, Queen Anne's County will be receiving \$445K. Funds will be distributed by December 31, 2020. \$20M has been allocated for both Main Street Programs and Layoff Aversion programs. \$2M has been allocated for Tourism Destination Marketing. Queen Anne's County will be receiving about \$22K. Through the CARES Act, the Maryland Department of Natural Resources has been awarded \$3M in funding for fisheries and related businesses. Applications will be available starting November 4, 2020. Mrs. Tinelli will be attending the Watermen's Association meeting on Sunday, November 1st to make sure all are aware of this funding opportunity. Two Economic Development Incentive Fund Conditional Loan applications were brought before the Commissioners for approval at their October 27th meeting, Shine Like Stars Daycare and Chesapeake Environmental Labs. Shine Like Stars Daycare was denied their request of \$50K in funding. They had previously received \$25K from the Commissioners in the form of a grant. Chesapeake Environmental Labs was approved for \$50K which will aide in the purchase of new equipment and create two new jobs. The department is currently collecting quarterly employment reports from all active EDIF recipients. Queen Anne's County Celebrated Economic Development week from October 19th-October 23rd. The department used their social media platforms to share local business funding, expansion and success stories. Mrs. Tinelli was able to tour GTI, a medical marijuana facility located in Centreville, MD. Mrs. Tinelli continues to work with the Cordish Group, the owners of the Kent Landing property, to fill the vacant Kmart space. She has also met with the developer on conceptual plans for the Bay Bridge Marina redevelopment. There has been some movement on the Urgent Care Facility in Queen Anne's County. They will be looking at potential sites over the next few weeks. The Stevensville Arts & Entertainment District was recently awarded \$13K from the Maryland State Arts Council. The department will be running a test campaign for the newly developed QR code. Tourism marketing efforts are currently focused on Oyster season, small businesses and supporting "local". The Queen Anne's Watermen Association will be hosting the 1st Annual Holiday Crab Basket Tree, that will be located on the corner of Wells Cove Road and Main Street in Grasonville. The tree will be on display from December-to early January. A new administrative assistant has been hired to staff the visitors center, and they are in the final stages of hiring the new Tourism Marketing position. The Workforce Development Initiative has been rolled out. Currently there has been interest from 13 companies offering on the job training with living wage pay to local Queen Anne's County residents looking for employment.
- VI. Old Business:**

- A. **TACO-20-08 Update:** This agenda item was not reported on during the October 28th Economic Development Commission meeting.
- B. **Comprehensive Plan Economic Development Review:** The EDC, EDIF and EDC Liaisons all received a survey through Survey Monkey to collect feedback on the how the vision, strategies and goals are currently written in the 2010 Comprehensive Plan pertaining to Economic & Tourism Development. All wording in the survey was pulled directly from the current plan. Prior to the October 28th EDC meeting, 11 responses were collected. This is the first of many discussions that will be held on the Comprehensive Plan, there is still time to submit feedback via the survey.
- C. **Planning Commission Update (Kathy Deoudes):** This agenda item was not reported on during the October 28th Economic Development Commission meeting due to internet connectivity issues at the Chesapeake Heritage & Visitors Center.
- D. **QAC Small Business Assistance and Recovery Fund Final Update:** The Small Business Assistance and Recovery Fund closed on September 30, 2020. The \$2.5M fund supported 228 local businesses. The average grant award was \$10K. The largest industries served were retail, restaurant/bar/food service, and construction/trades. The funding was able to help support 2,265 employees of which 63% are Queen Anne's County residents.
- E. **Trade Liaison Position Update:** The Upper Shore Regional Council has set aside funds to help support this Trade Liaison position. Kent and Queen Anne's Counties are both in agreement to use these funds for this shared position. There have been phone calls with both Talbot and Dorchester Counties to get feedback and details on how this position has worked out in their areas.

VII. New Business:

- A. **Boat Show at Kent Narrows Boatel: Spring 2021-Rob Marsh:** Local business owner, and EDC board member, Rob Marsh, presented on a signature event to be held in the Kent Narrows. The Kent Narrows Boat Show will be held April 16-April 18, 2021. The plan for year one is that this event will be held at the Kent Narrows Boatel, showcasing smaller powerboats. The goal is to expand this event to include all of the Kent Narrows and showcase larger boats. The show will provide vendors, ample free parking, and no general admission fee
- B. **Economic Development Week:** Queen Anne's County Celebrates Economic Development week from October 19th-October 23rd. The department used their social media platforms to share local business funding, expansion and success stories.
- C. **Workforce Development Project Roll Out October 1st:** In collaboration with the Upper Shore Workforce Investment Board, the department introduced a new Workforce Development Initiative. This program will work to pair local businesses who have the ability to offer in house training, with local motivated applicants. Employers enrolled in the program have the opportunity for wage reimbursement up to 50%. Currently there has been interest from 13 companies.

VIII. Liaison Reports:

- A. **Queen Anne's County Chamber of Commerce:** Linda Friday, Chamber President, provided an update on behalf of the Chamber of Commerce. There was a successful in-person mixer held at the Kent Narrows Boatel on October 13th. On November 19th, the Chamber will be hosting an Economic Overview, Mrs. Heather Tinelli will be the guest speaker. They will also be hosting a small luncheon for their annual

Pinnacle Awards. Only winners and board members will be invited to the luncheon due to group gathering restrictions from the COVID-19 pandemic.

- B. Kent Narrows Development Foundation:** Gigi Windley, Executive Director, provided an update on behalf of the Kent Narrows Development Foundation. The Boatel Phase 2, and the Hyatt place construction is currently under way. Safe Harbor formerly Means Point Marina proposed development has been extended until March 11, 2021. The Queen Anne's County Watermen Association will be hosting the 1st Annual Holiday Crab Basket Tree. The tree will be located at the corner of Wells Cove Road and Main Street in Grasonville. Lastly, the Kent Narrows Boatel plans to host a Boat Show in the spring of 2021.
 - C. Chesapeake College:** Dave Harper, VP of Workforce & Academic Programs provided and updated to the board on behalf of Chesapeake College. After the July opening of Health Professions courses, and the August opening of Skilled Trades, the College plans to open additional courses in October including; Electrical, Marine Trades, CNA-Clinical Medical Assistant, Dental, CMA-Certified Medical Aide, and Veterinary Assistant. January 2021 additions include HVAC and additional Professional Studies and Health Profession courses. Currently there is a potential Culinary program pilot in the development stages with Adam Tolley and QAC CTE programs. Adam is hopefully that he can easily find 10 students for this program. If anyone knows of any potential scholarship sources, please contact Dave Harper or Adam Tolley. The plan is to model this after a very successful Marine Trades Apprenticeship model.
 - D. September 2020 Real Estate Statistics:** Ed Beres updated the board with the August 2020 local market insight for Queen Anne's County. The statistics were passed out to the members present. There is a lack of inventory in the area right now. In 2019 there was 443 active listings, and in 2020, 170 active listings. The number of closed sales for September was up 53% over September 2019. Year to Date sale price is up 11.9% over last year in Queen Anne's County. There is currently issues with inspections being done on time, which causes numerous extensions to closing dates.
- IX. Adjournment:** On a motion made by Mrs. Bennett, and seconded by Mr. Marsh, the board unanimously approved the adjournment of the meeting at 10:50am.