

# ECONOMIC DEVELOPMENT INCENTIVE FUND COMMISSION

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Monday, November 18, 2019

The November 18, 2019 meeting was called to order by Chairman Mike Whitehill at 8:58 a.m. in the County Commissioner Chambers, 107 N. Liberty Street, Centreville, MD. In addition to Chairman Whitehill, the following members were present: Todd Mohn, County Administrator, Patrick Perry, and Tom Glen. Absent was Bill Walmsley. Staff present was Heather Tinelli, Economic & Tourism Development Director, Jean Fabi, Economic Development Manager, and Danielle Dutra, Administrative Assistant.

On a motion made by Mr. Perry, and seconded by Mr. Glen, the meeting agenda and the October minutes were approved by the Commission.

**Department Update:** Jean Fabi gave an Economic and Tourism Department update to the members present. The new Economic and Tourism Development Director, Heather Tinelli was introduced to the Commission. Mrs. Tinelli will be attending all EDIF Commission meetings. On October 24<sup>th</sup> the department hosted a Homeland Security/Department of Defense tour of businesses in this industry sector in Queen Anne's County. Many businesses located on Kent Island expressed challenges with reliable internet service. There was a Maryland Defense Networking event at RTI Commons on November 13<sup>th</sup>, 25 people were in attendance. This networking event was a follow up from the Department of Defense tour in October. The Commission has requested that Jean Fabi set up a tour for them at Corsica Technologies.

## **Old Business:**

**A: Status of Pending Awards, Recipients and Applications:** The County Commissioners approved an EDIF award of \$50,000 to Ten Eyck Brewing for the purchase of equipment for their brewing operation. Smoke, Rattle and Roll hopes to open Joshua's Steak & Chop by the end of November. They did not receive their liquor license at last week's liquor board meeting. Corsica Technologies expansion project has been recently delayed by 2 months. Sudlersville Laundromat has received an award from the Maryland Department of Housing. All employment reports have been received, all active award recipients are on track to meet their required employment numbers.

**B: Review of Budget:** The current balance of the EDIF fund is \$170,833. Pending disbursements include \$50,000 to Ten Eyck Brewing, and \$151,000 to Corsica Technologies. There has been no discussion on further EDIF funding from the County. At the December 16<sup>th</sup> meeting the Commission will review their funding request to be presented at the first County Commissioner meeting in January 2020.

**C: Review of Agreement with Ten Eyck Brewing:** Nicki Sener, Owner of Ten Eyck Brewing came before the Commission at their September meeting to request funding to purchase fermentation tanks and cellar equipment allowing them to increase brewery production capacity. This increase in production

will result in additional product sales, and the creation of additional full time positions. The conditions of the loan are as follows:

1. The company agrees to create of a minimum of six (6) new full-time jobs, and four (4) full time equivalents within three (3) years from the date of final disbursement of funds; and
2. Corporate and personal guarantees are provided by each partner; and
3. The Company shall provide a use of funds/project summary report to the EDIF upon completion of the Project; and
4. The Company is required to meet with a representative from the Department of Economic and Tourism Development and SCORE quarterly for the duration of the agreement; and
5. The Company must remain located in and in full operation at the site for a minimum of five (5) years from the date of final disbursement of funds.

The County Commissioners have approved \$50,000 in funding from the EDIF for Ten Eyck Brewing. Equipment needing to be purchased includes two 20-BBL Foeders (\$23,510), a 20-BBL Brite Tank (\$15,000), a Cold Liquor Tank (\$11,000), and a 2-Head Canner/Seamer (\$25,000). The EDIF Board expressed that Ms. Sener should determine what equipment she wants to purchase. Ms. Fabi will follow up with her and work with the county attorney to prepare the agreement and accompanying documentation.

**New Business:**

**A: Review of and Action on 2020 Meeting Schedule:** On a unanimous vote of the members present, the 2020 meeting scheduled was approved.

**Adjournment:** On a motion made by Mr. Glen and seconded by Mr. Perry, the meeting was adjourned at 9:45 a.m.