

The Mid Shore Regional Council held a scheduled quarterly meeting on March 16, 2011 in Talbot County at the Talbot County Senior Center. Members in attendance included: Jeff Ghrist, Bill Cooper, Kurt Fuchs, Larry Porter, Walter Chase, Burton Wilson, Carolyn Spicher, Dirck Bartlett, Lin Spicer, Maria D'Arcy, Robert Hanson, Andy Hollis and Talbot County Manager John Craig. Chairman Fuchs was carrying proxies for the Senator Richard Colburn, Delegate Addie Eckardt, and Delegate Jeannie Haddaway-Riccio (they were in Annapolis at State legislative meetings.) MSRC staff present was Scott Warner and Terry Deighan. Economic Development Directors attending were Paige Bethke, JOK Walsh 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, USDA Farm Services Agency Maryland State Executive Director Charles Cawley, Mindie Burgoyne of DBED, John General of the CBRTCE, Caroline County Technologies Director Jim McCormick, Mary Handley of DCS, Santos Grande of DCS, Richard Sossi representative for Congressman Harris, Janice Kerr of the League of Women Voters, Dr. Michael Scott of the ESRGC, Michael Pennington of the TCCLES, Pam Ruff of MEDA and Laura Knickman of Verizon.

Introductions were made and Chairman Fuchs called the meeting to order at 5:34 p.m.

Approval of December 9, 2010 Minutes

Mr. Warner stated a change had to be made to page 2 under the MUST category of the Minutes. The correction stated that "The MSRC is receiving invoices." With no other corrections Mr. Bartlett made a motion to approve the Minutes with change noted, that motion was seconded by Mr. Chase and the Minutes were approved unanimously.

Ratification of CEDS document updated February 18, 2011

The next order of business was to ratify the CEDS document. Chairman Fuchs stated that all MSRC members are on the CEDS Committee and on January 5, 2011 the MSRC held a full CEDS Committee meeting at the Talbot County Community Center at which time two projects were approved for inclusion in the document. They were: Center for Leadership in Environmental Education (CLEEn) and the Talbot County Bio-Solids Treatment Facility. The MSRC will submit the updated CEDS document to the EDA Philadelphia office once ratified. The updated document can be viewed on the MSRC website www.midshore.org, click on "Reports & Publications". Mr. Chase made a motion to ratify the document, Mr. Cooper seconded the motion and the CEDS document was ratified by unanimous consent.

Treasurer's Report

In Treasurer Nelson's absence Chairman Fuchs presented the Treasurer's Report, noting the MSRC was on track with spending. Mr. Bartlett made a motion to accept the report as presented, Mr. Ghrist seconded and the report was unanimously accepted as presented.

Old Business

Maryland Broadband Cooperative (MdBC)

Mr. Warner stated that on March 14 a follow-up meeting of the November 10 meeting concerning the Mid-Shore broadband connections in Maryland's federal stimulus grant award was facilitated by the MSRC. Attendees were: Skyline Network Engineering (the firm contracted by the State to design the fiber network) representatives Ron Pusloskie, Bill Wheeler; IT Directors on the Mid-Shore Jim McCormick (Caroline County), Parker Durham (Talbot County), Donald Keyes (Dorchester County), and Maryland Broadband Cooperative representative Drew VanDopp.

Elkton to Caroline Tech Park in Ridgely fiber build (Rt. 213 route): two crews are working, the pole attachment agreements are complete, there is a 45 to 60 days estimated build time (weather permitting), and the P.O.P. for Caroline Tech Park has been ordered.

Broadband also has a new office in Annapolis at 60 West Street, Suite 103. Tyler Patton will be working for the MdBC starting after the legislative session. He will be handling external affairs, i.e. coordinating with local governments, attending County Council meetings, Chambers of Commerce and press releases.

Business and Technology Parks

Caroline County

Caroline Commissioner and MSRC Third Vice-Chairman Jeff Ghrist stated that the Park should have a POP in 60 days and they are hopeful that should help to attract businesses.

Dorchester County

Dorchester Economic Development Director Keasha Haythe stated that the completion date for the Park is August 2011.

Infrastructure Related to the Commercialization of Denton

Mr. Warner stated the time line below concerning the long, process concerning this project. On April 4, 2009 the first Investment Summary sent to EDA officials, June 30, 2010 the EDA grant application was submitted to get assistance/input from the EDA prior to the EDA internal review committee's review of the application. On August 11, 2010 met with EDA officials in Philadelphia to review grant application, then on September 29, 2010 a complete response to the August 16, 2010 document, which was a deficiency memo summarizing the August 11 meeting, was sent to EDA. On November 19, 2010 an EDA deficiency letter was received by Denton. On December 14, 2010 the 90-plus page response was sent to EDA. Then on January 21, 2011 The Town of Denton received a letter from EDA Regional Director Willie Taylor that EDA will not fund the project. February 11, 2011 at the Eastern Shore Delegation meeting in Annapolis following a discussion between U.S. Senator Cardin and Maryland Senator Colburn, Mr. Taylor offers to tour the Denton project site with Senator Colburn. On February 28, 2011 Willie Taylor, EDA Economic Development Specialist for Maryland Debra Beavin, and EDA Engineer Brian Brotherston traveled to Denton to discuss the project with Senator Colburn, Denton Town Manager Don Mulrine, Denton Development Corporation Project Manager Glenn Collins, JOK Walsh, and Scott. On March 9, 2011 the

Town of Denton mailed an updated grant application for the next round of funding deadline of March 10, 2011 by 5:00pm.

Caroline Economic Development Corporation Executive Director JOK Walsh expressed his disappointment with the process and lack of empathy on EDA's behalf having wasted two years of not only his time but many other people's time and the tremendous waste of limited resources.

Regional Medical Facility

Talbot Councilman and MSRC First Vice-Chairman Dirck Bartlett stated that the Counties responsibility is yet to be determined before the project moves forward; no official commitment has been made to the site at this time. Talbot County Manager John Craig did state that the design phase has been completed. Mr. Warner also stated that EDA has shown high interest in this project.

Eastern Shore Entrepreneurship Center (ESEC)

Mr. Warner stated that ESEC Executive Director Mike Thielke sent the following update as he could not be here because he is at Chesapeake College for the opening session of the third Shore Venture entrepreneurship preparatory program.

ESEC Revolving Loan Fund had two loan applications processed and both were denied. There is \$40,000 in available funds. USDA RMAP (Rural Micro entrepreneur Assistance Program) application submitted for \$500,000 to replenish fund, awaiting reply April 2011.

The Dorchester County Revolving Loan Fund had a loan application approved for \$30,000 that will use up the remaining funds. Dorchester County Economic Development planning to submit request to DBED to replenish funds. ESEC preparing USDA IRP (Intermediary Re-lending Program) application to submit for replenishment of funds.

The next Shore Venture entrepreneur training course which started tonight is being held March 16 to May 25, 2011. Collaborative partners include SCORE, Chesapeake College, Maryland Capital Enterprises, SBDC, Rural Maryland Council and TEDCO. The course has 25 students registered and has 10 facilitators. A "Shore Growth" course has been scheduled for Fall 2011 (a 10-week course targeted to existing businesses that are interested in strategically growing their business to the next level).

Law School for Business People will be a half-day event 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. Also, Finance School of Business People is a half-day event of multiple sessions addressing specific financial issues of interest to start-up and existing business owners, scheduled June 7, 2011 at Wor-Wic Community College.

A Youth Entrepreneur Summer Camp previously planned for the Summer 2011 at Chesapeake and Wor-Wic Community Colleges has been cancelled and will be reattempted for Summer 2012.

Chesapeake College's annual business conference will be on May 18, 2011 having a focus on entrepreneurship. ESEC is part of the planning committee.

From December through February ESEC counseled 8 start-up businesses and 1 existing business. ESEC also helped initiate a Survival Breakfast series, monthly breakfast events for Talbot County business owners to gather and discuss substantive issues about how best to survive the current challenges in tough economic times. Average of 25 business owners attending. Discussions occurring to duplicate series in Caroline and Dorchester.

An Angel Fund reception is being planned for Spring 2011 to promote the idea of starting an Angel Fund on the Eastern Shore. Web-based software has been acquired for administration and management of angel fund, including participating investors having individual portfolios of their respective angel investments.

ESEC is participating in early discussions about idea to establish a venture accelerator on the Eastern Shore that would help entrepreneurs commercialize new ideas and innovations.

Maryland Upper Shore Transit (MUST)

MUST Coordinator and CBRTCE C.E.O. John General stated that the FY11 MTA Rural Community Base (RCB) grant was received on December 6, 2010. It was reviewed, signed, and returned to the MTA on December 21, 2010.

On January 11 at the invitation of the Kent County Administrator Susanne Hayman, John and Scott gave an update/overview of the MUST program to the Kent County Commissioners during their meeting. Santo Grande, Mary Handley, and Andy Hollis joined John and Scott to support MUST and give an overview of DCT services in Kent County.

Maryland Coordinating Committee for Human Services Transportation's next committee meeting will be held on May 4, 2011.

Section 5310 completed applications must be submitted to the MTA by May 6, 2011 at 4:00pm. The Senior Rides Program application submittal deadline is March 25, 2011 at 4:00pm. Completed applications for SRP funds must be submitted to the MTA no later than March 25, 2011 by 4:00 p.m.

Upper Eastern Shore Coordinated Public Transit-Human Services Transportation Plan has been updated and is on the MTA project website:

<http://www.kfhgroup.com/mdcoordinationplans.htm>

The JARC/New Freedom applications due date for FY12 and FY13 was February 1, 2011. Three proposals were received: one from Cecil County Senior Services & Community Transit and two from Delmarva Community Services, Inc. On February 23 the Upper Shore Coordinated Transportation Application Review Committee met to

review applications. The grant applications will now be forwarded to the state JARC/New Freedom committee for their review.

The Mid-Shore Health-Transportation Planning Network continues to meet. It is a Local Management Board (LMB) project studying transportation access to health services. The Next meeting is March 29 and they will be discussing the challenges surrounding transportation to Dialysis. Santo Grande of DCS/DCT will be joining the group to help them understand the issues related to this topic.

Brochures have been well received we had 8,400 English brochures and 2,400 Spanish brochures printed.

Bus Stop Signs have been installed in Easton.

Eastern Shore Regional GIS Cooperative (ESRGC)

ESRGC Director Mike Scott stated that the final public meeting for the re-delineation of the Chesapeake Bay Critical Area in Talbot County was held last night in St. Michaels. Folks can determine if the change in the maps impacts their property by going to http://webmaps.esrgc.org/cbca_talbot. For more information, contact Mike Scott (msscott@salisbury.edu). Many other counties have been preliminarily completed including Queen Anne's and Caroline. They now await QA/QC by the CBCAC and the county staff.

The ESRGC is helping with the public information campaign to inform Eastern Shore residents and businesses about the upcoming new digital Flood Insurance Rate Maps. This is important because for people who currently live out of the flood hazard zone, but are about to be "mapped in," they can purchase flood insurance at the current low rates and keep those rates as long as they pay their premiums.

The ESRGC recently completed the quality assurance/quality control procedure for the 2010 aerial orthophotography flight of the Eastern Shore. Those photos have been delivered to the Counties (usually to the Emergency Management dept, but not always) by AXIS Geospatial of Easton.

Speaking of AXIS Geospatial, they were recently awarded the contract to fly orthophotography for the rest of Maryland with the ESRGC as a partner on the winning proposal.

Work on the Maryland Broadband Map continues. We are about to deliver a new data update, now including nearly 50 broadband service providers in the state. The map (<http://www.mdbroadbandmap.org/map>) continues to be the most visited mapping website on the state's MD iMap infrastructure.

The ESRGC is engaged in a project funded by FEMA and MDE to develop a web-based tool that will calculate a homeowner's potential loss from flooding based on the value of their house and the predicted depth of the water. This project is being used to advance the national conversation about the next-generation of flood risk communication and mitigation.

Finally, the ESRGC has placed GIS interns in Dorchester County and Queen Anne's County this spring and will be placing interns in other locations (Denton, Oxford, and Cambridge) this coming summer. These paid interns are being provided at no cost to the county/town, as the funding from the MSRC is being used to pay these highly-qualified students.

GeoDASH Initiative

Mr. Warner stated the GeoDASH Initiative Eastern Shore Business and Economic Development Dashboard Specialist Jim Garrity sent the following updates.

The Regional Planning Organization feasibility study working with the Eastern Shore Land Conservancy (ESLC) has been launched and can be reviewed at www.mygeodashboard.com. It was presented at the Taste of the Eastern Shore where it received attention from EDA Regional Director Willie Taylor.

The Mid-Shore Comprehensive Economic Development Strategy (CEDS) Dashboard, which can also be found at www.mygeodashboard.com click CEDS, is nearing completion. This dashboard was facilitated with the help of input received from the MSRC CEDS Committee where at their January meeting Mr. Garrity posed many questions to the Committee to answer that helped him with the site.

DBED Strategic Assistance Consulting Fund is half way through project timeline; two clients have been matched to consultants, two more in approval process. Ms. Burgoyne gave an overview of this project to the Council.

Shore Gourmet (SG)

Chairman Fuchs noted that Shore Gourmet General Manager Kevin Deighan is attending the opening session of the Shore Venture class this evening so Shore Gourmet President of the Board Brad Powers will give an update.

SG has been working with producers (existing and potential) to help them move their product: assisting with labeling and packaging for an oyster pie, working with the Chef Panel to give valuable input to the oyster pie producer, discussing markets for a producer of various varieties of tomatoes and herbs, assisted producer with various marketing ideas of his flavored olive oils, and discussed with S.B. Farms the possible production of bison hot dogs to supply The Hot Dog Place in Cambridge.

Mr. Powers stated that he and Kevin met with USDA Rural Development's Terry Fearins to give her a tour of the SG distribution center at which time Ms. Fearins gave valuable input with regards to SG expansion and assistance to its clients in the future.

On January 27 SG held a Board meeting followed by a SG Producers meeting, SG plans to hold Producer meetings twice a year.

Next, Mr. Powers discussed SG promotion: A press release has been sent to local papers including the Delmarva Farmer to highlight the first SG Producers meeting. It includes a photo taken of SG Board Members and Producers that were present; Shark

on the Harbor has updated their website to include naming SB Farms and Chapel Farms as suppliers of product they now use on their menus; and Kevin is working with Cindy's Country Store to incorporate the SG logo into their advertising, in addition to signage being prepared for the outside of their building similar to signage put at Clabber Hill (another SG vendor). Mr. Powers also stated that he has been invited to travel to Hartford County on the 25th to speak at an awards banquet about SG.

In regards to marketing and distribution Mr. Powers mentioned Church Hill vendor Clabber Hill and the booming business they are doing with SG products. He also informed the Council that SG is updating their Face Book page as one of their vendors Hair O' The Dog will be promoting SG products along with their weekly wine tastings using this forum as one of their media outreaches.

New Business

Chairman Fuchs stated that the MSRC continues efforts to maintain funding for itself, the other Regional Councils, Rural Maryland Council and MAERDAF.

Santo Grande thanked DBED for a CDBG grant, along with USDA for a loan to renovate the old Banner building in Cambridge.

Other matters

Presentation on MEDA (Maryland Economic Development Association) by Executive Director Pam Ruff. Ms. Ruff stated that this year will be MEDA's 50th anniversary and a conference will be held at the Hyatt in Cambridge on June 5 to 7, 2011. The topic will be "The Shift in Communications for Economic Development" and she urged everyone to go to the website to explore the benefits of joining MEDA and to sign up for the conference or to be a sponsor. Ms. Ruff stated that MEDA currently has nearly 500 members.

Next Mobility Manager and One Stop Manager Mary Handley gave a presentation on Mobility Management by Delmarva Community Services (DCS). She stated that DCS had 80 new riders because of travel trainers/mobility management which is a new program established within the last two years. One of the biggest challenges DCS faces is teaching people how to use the transit system because most people still do not know that the available busses are for them to use. The bus system needs promotion and she urged everyone to help promote it – it is a nationally recognized program. She then shared several stories of the independence gained by several people once they were made aware of the buses and shown how to utilize them for the good of their lives.

Member comments/requests

Executive Director for the Tri-County Council for the Lower Eastern Shore (TCCLES) Mike Pennington thanked the MSRC for joining the TCCLES in hosting the yearly event Taste of the Eastern Shore legislative reception held at the Loews Hotel in February and helping to make it a huge success and a great event. In addition, it was wonderful

to have ESEC and Shore Gourmet as partners. Next year's event will be the 2nd Thursday in February 2012.

Jack Tarburton stated that due to the federal government Continuing Resolution process there are currently no funds available for USDA Rural Development to allocate.

Lee Whaley, Linda Prochaska, and Dick Sossi each thanked the MSRC for having such a valuable meeting.

Paige Bethke announced that the 3rd Annual Talbot County Business Appreciation Breakfast will be held at the Talbot Country Club on May 3rd from 8:30am to 10:30am. The cost is \$20.00. She also mentioned that she secured a sponsor for this event while attending the Taste of the Eastern Shore legislative reception.

Adjourn

The meeting was adjourned at 7:27 p.m.