

The Mid-Shore Regional Council held a scheduled quarterly meeting on June 21, 2012 in Caroline County at the Old Choptank Electric Building in Denton. Members in attendance included: Burton Wilson, Carolyn Spicher, Dirck Bartlett, Gale Nashold, Jeff Ghrist, John Craig, Wilbur Levensgood, Delegate Addie Eckardt, Andy Hollis, Rick Price, Robert Hanson, and Walter Chase. MSRC staff present was Scott Warner and Terry Deighan. Economic Development Directors present were Paige Bethke and Keasha Haythe. Guests attending were: Kevin Deighan of Shore Gourmet, Mike Thielke of ESEC, John General of CBRTCE and MUST, Chuck Cook, representative for Governor O'Malley, Richard Sossi representative for Congressman Harris, Linda Prochaska representative for Senator Mikulski, Brad Powers of Shore Gourmet, Mindie Burgoyne of DBED, and Jack Tarburton of USDA.

Introductions were made and Chairman Bartlett called the meeting to order at 5:33 pm. Chairman Bartlett also announced that he was carrying proxies for Senator Richard Colburn and Delegate Jeannie Haddaway-Riccio. Wilbur Levensgood was carrying a proxy for Larry Porter.

Action Items

Approval of March 15, 2012 Minutes

The first order of business was approval of March 15, 2012 Minutes. Mr. Chase made a motion to approve that was seconded by Ms. Spicher and the Minutes were approved by unanimous consent.

Ratification of Executive Board February 24, 2012 Minutes

The next order of business was ratification of the February 24, 2012 Executive Board Minutes. Mr. Nashold made a motion to approve, Mr. Chase seconded the motion and the Minutes of February 24, 2012 of the Executive Board were ratified by unanimous consent.

Treasurer's Report

The next order of business was presentation of the Treasurer's Report, in the Treasurer's absence Mr. Warner stated that all expenditures are on track at this time. Being no questions or comments Delegate Eckardt made a motion to accept the report as presented, Ms. Spicher seconded the motion and the Treasurer's Report was accepted into record as presented.

Approval of FY13 Scope of Work

The next order of business was to gain approval for the FY2013 Scope of Work. Mr. Warner explained the changes to the document, stating all changes this year were merely housekeeping items to clean up the document. He also stated that the Executive Board met on June 7, 2012 to review the Scope of Work and they approved this final version. Being no questions Mr. Price made a motion to approve the FY2013 Scope of Work, Delegate Eckardt seconded the motion and the FY2013 Scope of Work was approved by unanimous consent as presented.

Approval of FY13 Budget

The next order of business was presentation and approval of the FY2013 budget. Mr. Warner stated that on June 7, 2012 the Executive Board reviewed and approved the MSRC FY2013 budget. He also stated that the Rural Maryland Prosperity Investment Fund was not funded in

the FY2013 state budget; however, the efforts resulted in a \$501,000 deal between the legislators and the Governor in the supplemental budget. He explained that the breakdown of these funds is \$167,000 is to be divided equally among the 5 regional councils (an additional \$33,400 per council) via DBED. The original regional council funding in the budget through DBED was \$73,500 per council. He also stated an additional \$167,000 through MDA will go to the Rural Maryland Council and as well as an additional amount of \$167,000 through MDA will be made available for the MAERDAF (Maryland Agricultural Education & Rural Development Assistance Fund) grant program, which is administered by the Rural Maryland Council. Mr. Warner then stated the biggest changes to the MSRC budget this year will be the payment to ESRGC in the amount of \$15,000 since the three year EDA funding of the GeoDASH Initiative is done, a slight increase in insurance for workman's compensation insurance, and computer/server upgrades. Mr. Warner and Ms. Deighan were given thanks for color coding the budget so the increases and decreases are easily detected. As there were no questions Mr. Price made a motion to approve the proposed budget, Ms. Spicher seconded the motion and the FY2013 budget was approved unanimously as presented.

Old Business

Maryland Broadband Cooperative (MDBC)

MDBC Board Member Mr. Warner stated that fiber build to the Dorchester Technology Park is complete and as stated before the fiber build to the Caroline Technology Park is complete. MDBC is ready for customers in both parks.

Business and Technology Parks

Caroline County

Caroline Commissioner and MSRC Third Vice-Chairman Jeff Ghrist simply stated the Park is anxiously awaiting occupants and the county has enlisted additional help to market the Park.

Dorchester County

Dorchester Economic Development Director Keasha Haythe stated on March 14, 2012 the Park was officially completed and they have several prospects at this time, stating the "Hub Zone" status is an especially beneficial marketing tool.

Eastern Shore Entrepreneurship Center (ESEC)

Executive Director Mike Thielke stated that he has been working on the following projects in the development of the Eastern Shore Entrepreneur Ecosystem. StartUp Maryland which is part of Startup America, a White House initiative that was launched to celebrate, inspire, and accelerate high-growth entrepreneurship throughout the nation. He distributed handouts with the proposed schedule of a bus tour with 90 minute stops that are to marshal attention to entrepreneurship. Each stop will have key speakers and entrepreneurs giving their business pitches. Mr. Thielke then stated Shore Venture courses were recently completed at both Wor-Wic and Chesapeake Colleges. There was a total of 33 participants in the courses; 22 completed the courses. Also, a student business plan competition has been completed in which the final round was held during the Upper Shore Manufacturing & Business Council's (USMBC) annual conference held at Chesapeake College on May 10, 2012. The business plan competition was sponsored by USMBC and ESEC. Students were encouraged to submit a business plan that was judged and 5 finalists were chosen. Those 5 finalists gave presentations at the conference and 3 winners were chosen who received cash prizes, as well as, scholarships to an upcoming Shore Venture course. The next item discussed was a tech transfer initiative involving the four community colleges:

Chesapeake, Wor-Wic, Delaware State, and the Community College of the Eastern Shore of Virginia. Mr. Thielke explained that this is a program where the colleges are developing a curriculum for tech transfer and tech venture based classes. It will be offered at each of the colleges. Regarding capital Mr. Thielke reported that all the revolving loan funds are in good standing. In addition, the USDA RMAP loan funds have started to be disbursed. The ESEC loan review committee has approved \$150,000 of the \$500,000 in three loans. Also, ESCE just submitted an application for \$1 million to the SBA IRP program for consideration. The final item Mr. Thielke reported was that the private foundation that supported the entrepreneurship programs this year recently pledged another year of support.

Shore Gourmet

Mr. Warner stated that on June 12 the MSRC received a letter dated June 8, 2012 from USDA Rural Development that the MSRC's proposal for a Rural Business Enterprise Grant (RBEG) that supports the operation of Shore Gourmet (SG) has been selected for funding. The MSRC signed the required documents and mailed them to USDA. The MSRC is now preparing a MAERDAF grant application, due Friday, July 6, 2012, in hopes to secure more operating capital. SG General Manager Kevin Deighan stated that since the last meeting of the MSRC Shore Gourmet has participated in the St. Michaels Food & Wine Festival. This year SG was aboard the Patriot; the boat did four tours on Saturday and three tours on Sunday of 65 guests each trip. SG supplied each guest with a plate that included a sampling of both garlic & chive and cheddar Chapel Cheese, as well as a slice of Chapel Blue, a baguette with hummus, smoked tuna on fresh greens, strawberry and chocolate cake. Everyone had a wonderful time and SG received tremendous feedback on its selection of food. SG also participated in The Strawberry Festival in Wyoming, Delaware and started promoting Buy Local Week by sharing the Governor's Annual Cookout request for recipes with our Chefs and vendors. The Buy Local Challenge week is July 21st to 29th. During this week all Marylanders are encouraged to eat at least one local product each day of the week. New Customers include: It's The Pits in Stevensville, Hoopers Island General Store, and Gina's in St. Michaels. New producers include: Long Liner out of Ocean City and Paul's Pride crabmeat. SG has also moved on to the next steps with two vendors with products in production: Jessica Wiggins in Delaware with her Delicious Dipping Sauce and Victor Hendricks with an all purpose marinade. SG President Brad Powers also added that SG sponsored an all day workshop at Chesapeake College in April called Food For Profit. It was extremely well attended. The course was developed by Penn State and is highly promoted by University of Maryland. There is the possibility of offering it in the Lower Shore region in the future. Mr. Powers stated that he and Mr. Deighan are planning a trip to Cecil County in the near future to explore additional possible value added producers. He described various marketing efforts by Mr. Deighan from the exploration of SG food buying clubs in golf communities to SG's presence at the grand opening of the Tractor Supply Company. Mr. Powers concluded by praising Terry Deighan for all her work to support the operations of SG.

BEACON

GeoDASH Initiative

In Memo Diriker and Sarah Bunch's absence, Mr. Warner reported the comments that Dr. Diriker forwarded him. The comments were that they are in negotiations with Western Maryland and EDA to incorporate minor scope and budget changes to continue with a more regional approach.

Broadband Planning Grant

Mr. Warner stated that a preliminary draft has been distributed to all regions. On June 13 the MSRC distributed the draft of the Broadband Deployment Plan from BEACON to the Mid/Upper Eastern Shore Local Technology Planning Team (LTPT). The LTPT is being asked to review the draft and respond with feedback by the end of June 2012. Updates will be made throughout the Summer and a final version will be ready in the Fall.

Eastern Shore Regional GIS Cooperative (ESRGC)

Mr. Warner stated in ESRGC Director's Michael Scott's absence that the ESRGC is actively working with GeoDASH Initiative partners (MSRC, TCCLES, BEACON, EDA) to finalize budget for Initiative's final year while supporting Dashboard development for the Department of Labor, Licensing, and Regulations (DLLR). The DLLR Dashboard is an online, interactive tool designed to visualize data related to the supply and demand of Maryland's workforce as well as the education and training opportunities that exist in the state. The dashboard will incorporate data from a variety of sources including Maryland Workforce Exchange, Unemployment Insurance, and Maryland Higher Education Commission. Critical Area Map Updates in Talbot County are complete and being delivered to the County. The ESRGC is working with Caroline County to prepare for public meetings regarding their CBCA (Chesapeake Bay Critical Area) changes and Queen Anne's County to verify CBCA changes. The ESRGC continues to support updates to MSRC Website and they hosted a MSRC GIS Committee Meeting May 23, 2012 that was attended by representatives of the three Mid-Shore Counties and Queen Anne's County.

Maryland Upper Shore Transit (MUST)

MUST Coordinator and CBRTCE C.E.O. John General stated the MTA MUST 2012 grant has gone very smoothly. It is wrapping up this month. The MUST 2013 grant application was submitted to MTA prior to the due date for the Statewide Coordination and Technical Assistance (SCATA) grant applications of June 8, 2012. New bus schedules are being translated into Spanish. 20,000 schedules will be printed as soon as the translation is complete. Advertising RFP will include DCT, QACR, and Shore Transit. The program is looking to utilize buses and shelters. A subcommittee that is made up of the transit providers, MUST, MSRC, and MTA has met over the last few weeks to finalize the program and BEACON will draft the RFP. Mr. General then reported on the Local Management Board (LMB)/Health Transportation Network (HTN) Project which is target to improving getting people to doctor offices and medical appointments. The Handy Group is scheduling presentations to disseminate the results of the survey to various clients. Chester River Hospital will be showing the MUST video on their closed circuit television network and Mr. Handy has a meeting with Shore Health System at the end of June, hopefully they will do something similar to Chester River Hospital, Mr. Handy also met with Choptank Health Systems and they will hopefully be sharing the information with their facilities. Mr. General informed the Council that the JARC/New Freedom FY2014-2015 grant announcement meeting will be held on Thursday, June 28, from 10:00am to 12:00pm at Chesapeake College in the Kent Humanities building, Room 8103 and that the next DCS Community Transportation Advisory Council (CTAC) meeting will be held on Wednesday, September 5.

EDA grant applications (overview and progress)

Dorchester County Regional Incubator

Dorchester County Economic Development Director Keasha Haythe stated that last November 2011 the Dorchester County Council gave her instructions to pick the project back up. She has been working with Shirley Collier and others on the Eastern Shore to garner support. Presently, there is \$1.5 million

dollars in committed funds to build the facility and need to obtain an additional \$500,000. Ms. Haythe stated that there is a conference call scheduled for next week facilitated by Mr. Warner with representatives of the funding organizations and EDA to discuss the possibility of a grant application to EDA.

Regional Medical Facility

Talbot County Manager John Craig stated that Shore Health System received permission to move Longwoods Road and the rebuild should begin the middle of July. The Intent to File the Certificate of Need (CON) is slated to be filed July 15, 2012. This is the first step in actually filing with the State to begin the process of requesting permission to build a new hospital. The CON is then expected to be filed in early September and will take approximately six-months for approval. Also, Talbot County offered a parcel of land to the hospital for expansion purposes that is located just off Rt. 50, as this property was acquired by Project Open Space (POS) funds it was necessary to replace the acreage with a similar property. 86 acres in Oxford valued at approximately \$2.5 million was offered to Talbot County so this fulfilled the POS requirements and the land promised to the hospital for expansion can be completed. He informed the Council that the total project cost is approximately \$6 million. Mr. Craig also stated that the total amount of funds to be requested from EDA will be reduced from \$2.89 million to between \$1.5 and \$2 million due to the fact the hospital will now bear the cost of the water tower relieving the County of that financial burden. Mr. Craig stated that the County plans to submit the grant by EDA's September deadline.

Joint Land Use Study (JLUS) for the Naval Air Station (NAS) Patuxent River

Mr. Warner stated that Caroline, Dorchester, and Talbot Counties all approved resolutions to participate in the study. Mr. Craig then informed the Council that Councilman Corey Pack has been appointed to the commission for Talbot County.

New Business

None

Other matters

None

Member comments/requests

None

Adjourn

Delegate Addie Eckardt made a motion to adjourn, Mr. Chase seconded the motion and the MSRC meeting was adjourned by unanimous consent at 6:26 p.m.