



Washington County Economic Development Commission

January 19, 2017

The regular meeting of the Washington County Economic Development Commission (EDC) was held at 100 West Washington Street, Suite 1401. The following members were present: Julie Rohm (Chair), Ed Lough (Vice Chair), Michael Reyka (Secretary), Steve Blickenstaff, Hugh Breslin, Mike Fitzgerald, Jim Herbert, Andrew Lobley, Joshua Martin, and Theresa Shank. Ex-Officio members in attendance were The Honorable Robert Bruchey, Mayor for the City of Hagerstown; The Honorable Emily Keller, Council Member for the City of Hagerstown; and Jill Frick, Director of Community and Economic Development for the City of Hagerstown. Excused absences included Gary Bockrath, Janet Stiles Fulton, and Greg Snook; absent were Commissioners Terry Baker, John Barr, and LeRoy Myers.

County staff in attendance included Kassie Lewis, Robert Mandley, Leslie Hart, Linda Spence, Carmen Harbaugh, Greg Murray, Lauren Pogue, and Phil Ridenour. Also in attendance was Andrew Sargent.

Call to Order – Julie Rohm called the meeting to order. Ms. Rohm announced Mayor Bruchey and Council Member Emily Keller were recently named by the City of Hagerstown as representatives on the Economic Development Commission. A formal request for consideration will be presented to the Board of County Commissioners on January 31.

Approval of the Agenda – A motion to approve the meeting agenda for January 19, 2017 was made by Ed Lough, seconded by Andrew Lobley and unanimously approved.

Approval of Minutes – Ed Lough motioned to approve the meeting minutes of November 10, 2016 as presented. The motion was seconded by Jim Herbert and approved unanimously.

Elected Officials' Comments – Robert Bruchey expressed appreciation for being part of the economic development discussion. His interest is to continue moving City projects forward for the betterment of the City of Hagerstown and Washington County. Greg Murray mentioned the County remains committed to downtown Hagerstown revitalization efforts through the Urban Improvement Project. The County has undertaken an extensive renovation project of the County Administration building and has increased its footprint with the purchase of two additional buildings located beside the Transit Center. Those buildings will be demolished to make way for additional parking and easier access to parking facilities behind the County Administration building.

Director's Report – Kassie Lewis reported the 3rd Manufacturers Roundtable event was held in December and focused on LEAN manufacturing. As a result a LEAN Manufacturers Peer Group was created in which manufacturers will share and learn best LEAN practices. The first meeting will be held on February 9 at Qiagen in Germantown and the second on March 9 at Hub Labels. EDC members interested in participating in any of the meetings should contact the DBD. Ms. Lewis noted that she is participating in the Business Outreach Services Strategy (BOSS) group in which State, County and non-profit agencies meet to discuss alternative workforce solutions. She presented a You Tube video showing how one employer, Arcadia, was able to partner with the ARC of their community to employ persons of varying disabilities with great success. Ms. Lewis noted she is partnering with the Washington County Public Schools and Sierra Nevada in developing curriculum as part of the school system's Career Technology and Education (CTE) program. Linda Spence presented members with an overview of the Business Retention Program since her last report in September. Personal visits and returned surveys addressing Supply Chain, Concerns, Issues, or Needs (local or State), Applicant

Rejection Reasons, Employment, Education, Workforce, Annual Revenue, etc. were received. Data was extracted from 27 companies and necessary follow-up was provided.

Executive Committee – Julie Rohm requested a motion to nominate Gary Bockrath to fulfill a vacancy on the Executive Committee as Vice Chair or a recommendation for another member. *Hugh Breslin made a motion to appoint Gary Bockrath to the Executive Committee, a second was made by Andrew Lobley, and the motion was approved unanimously. On April 13, 2017 Janet Stiles Fulton amended the motion stated here to appoint Gary Bockrath as a member of the Executive Committee, and not as its Vice Chair. This amended motion was seconded by Michael Reyka and approved unanimously.* Ms. Rohm explained that committee members discussed a desire to increase Board of County Commissioner presence at EDC meetings. Greg Murray agreed that he and Assistant County Administrator, Sarah Sprecher would reach out to the Commissioners with the EDC's request. Julie Rohm announced Nathaniel Moore resigned his position as Chair of the EDC's Education and Workforce Development Committee due to a change in job location. Discussion about the numerous workforce development efforts conducted throughout the County members agreed to consolidate energies by appointing one EDC member as its representative and report back to the Commission. Theresa Shank agreed to be the representative on behalf of the EDC and will work with Kassie Lewis moving forward.

City Center Committee – Mike Fitzgerald reported the committee will continue to coordinate efforts with the City's Main Street program and identify market trends for home sales to homeowners versus rentals.

Infrastructure Committee – Jim Herbert presented members with highlights from a Frost and Sullivan Report, a firm best known for its economic analysis and SMART City concept. There have been initiatives at the Presidential and Congressional level that the idea of building a SMART City elevates every element of that community. Data shows that more than \$1.5T over the next five years are available for the creation of a SMART City concept and money drives interest. The next step for Washington County, MD is to socialize the concept, by utilizing experts from federal and local governments. Mr. Herbert agreed to develop a seminar to assist in educating folks on this concept. He and Michael Reyka discussed the possibility of medical being one of the early implementations of a SMART City. Mr. Herbert identified a grant opportunity available but time may be an issue as it is due mid-February. Michael Reyka noted the hospital may have two opportunities for our community at the local and State level for Meritus Medical Center and the Department of Health and Mental Hygiene for the Western MD Hospital. Mr. Herbert requested HCC's assistance in the pursuit of a grant for this project.

Marketing and Communications Committee – Julie Rohm reported the committee has not met recently. Kassie Lewis noted the committee should be prepared to meet soon to discuss development of the next Export Forum and Government Procurement Fair.

Old Business – There was no Old Business to report this month.

New Business – Bob Mandley explained the Department of Community Grant Management requested the EDC write a letter to support their Appalachian Regional Commission (ARC) application for the extension of Halfway Boulevard. This is for approximately 1,000 square feet of road which currently terminates at the property line at Newgate Boulevard to be extended to Greencastle Pike, allowing another entrance into the Hopewell Valley area. The amount being requested is \$1M. *Hugh Breslin motioned to approve the letter of support for application of ARC funds as requested by the Department of Community Grant Management for the project. Ed Lough seconded the motion and the motion was carried.* Julie Rohm reminded members the State of the County will be held on February 7 at Fountain Head Country Club. Leslie Hart commented on the newly printed Agriculture Guide for Washington County, MD. In addition to the printed version, the Guide is available on-line and preliminary discussions are being held to create a Farm Guide APP. Ed Lough requested an update on the extension of Professional Boulevard. Greg Murray stated funding is being held in the County's Capital Improvement Plan (CIP) and that funds are also available for the roundabout. He noted two issues are standing in the way, securing right-of-ways from 5-6 residents, and extension of utilities. Mr. Lough suggested that health and safety should be the main factor in pushing this project forward swiftly.

Closed Session – Hugh Breslin motioned to go into Closed Session to consider a matter concerning the proposal of a business or industrial organization to locate, expand, or remain in the State; or any personnel matters in accordance with the Annotated Code of Maryland. The motion was seconded by Joshua Martin. Hearing no discussion the motion was approved by unanimous vote.

Open Session – On a motion made by Jim Herbert to return to Open Session and seconded by Joshua Martin, the motion was unanimously approved. Present during Closed Session were Steve Blickenstaff, Hugh Breslin, Mike Fitzgerald, Jill Frick, Carmen Harbaugh, Leslie Hart, Jim Herbert, Emily Keller, Kassie Lewis, Andrew Loble, Ed Lough, Bob Mandley, Joshua Martin, Greg Murray, Lauren Pogue, Michael Reyka, Phil Ridenour, Julie Rohm, Andrew Sargent, Theresa Shank, and Linda Spence.

Adjournment – Hugh Breslin made a motion to adjourn the meeting which was seconded by Jim Herbert. Hearing no discussion, the meeting was adjourned.

Linda Spence, Business Support Specialist for the
Washington County Department of Business Development,
and,
Recording Clerk for the Washington County Economic
Development Commission