

Economic Development Advisory Board Kent County, Maryland

October 1, 2014

Board Members Present: James Rich, Chair, Ron Athey, Tom Beckett, Robert Ampula, John Carroll, Robert Jacob, and Zoe Schneider

Board Members Absent: Dan MacLeod

Also in attendance: Commissioner William Short, Ernest Crofoot, County Administrator, Doris Mason, Executive Director, Upper Shore Regional Council, Amy Moredock, Director, Planning, Housing, and Zoning, Richard Thorpe, Chief Executive Officer, ILSbio, Ron Hawkins, RBI Business Mentor, Maryland Technology Development Corporation, and Jim Luff.

At 4:00 p.m. the meeting convened.

On motion by Mr. Ampula and seconded by Ms. Schneider the minutes from the August 6, 2014 meeting were approved.

Mr. Thorpe shared a power point presentation about ILSbio's history, partnerships, and mission. ILSbio is a nineteen year old company originally from Bethesda, Maryland, and relocated to Chestertown ten years ago. Currently the business is located at 100 Radcliff and is expanding at 99 Talbot Boulevard. At any given time they employ three to ten interns, and the interns are paid \$10 to \$16 per hour. Mr. Thorpe shared he would like a more robust relationship with Washington College, and for interns to get College credit for working at ILSBio. Washington College is a drawing point for businesses to relocate to Kent County. Mr. Beckett asked how important high speed internet access was to a prospective business looking to relocate. Mr. Thorpe stressed that it is incredibly important for images and complex forms, and stated he could not exist without high speed internet. Mr. Thorpe anticipates the new facility would add approximately ten to twelve additional employees.

Ron Hawkins, Maryland Technology Development Corporation (TEDCO), Rural Business Initiative (RBI), Business Mentor, shared that TEDCO offers technical assistance and business assistance to small and medium sized counties in rural Maryland. TEDCO does offer some financial assistance, with stipulations, in the form of loans and grants and connects businesses to other financing sources. Mr. Hawkins represents Kent, Queen Anne's, Talbot, and Caroline counties.

Mr. Crofoot shared that at an Upper Shore Luncheon the Information Technology Director from Allegany County gave an overview of the Allconet system, which addressed their last mile delivery issue. Mr. Crofoot, Scott Boone, Director, and Amy Plummer, Project Manager, Information Technology are planning on visiting Allegany County in the near future to discuss how they developed their structure, what kind of issues they had to address, and what

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kind of arrangements they have with private service providers. Ms. Mason noted that it is a business attraction magnet for Allegany County.

The meeting adjourned at 4:56 p.m., and the board agreed to meet again on Wednesday, November 5, 2014, at 4:00 p.m. in the Commissioners' Hearing Room.

Respectfully Submitted,

Jamie L. Williams

Deputy Clerk