Tri County Council
For Western Maryland

Business Meeting
2016 Year in Review

April 26, 2017
Allegany County ARC and EDA Tour

Commerce Center, North Branch Industrial Park, Upper Potomac Industrial Park, Barton Business Park, Allegany County Office Complex and Business Park, Frostburg Business Park, Frostburg State University, Allegany Business Center at FSU
Western Water Tank, Pump Station & Distribution System Improvements - Town of Westernport, MD

Washington, D.C. - The Appalachian Regional Commission announced approval of a grant in the amount of $400,000 to the Town of Westernport for a water system project to improve and expand water service. The town will install a 750,000-gallon water storage tank and pump station, and also install 8,500 linear feet of waterline. The new tank will improve water service for 1,144 households and 45 businesses, and provide new water service to 12 households.

The improved water infrastructure will help the town to add more customers, improve service, lower costs, and improve economic conditions for businesses. The town will also be able to provide water to the Town of Bloomington and the Town of Luke as a result of the additional capacity.

The Appalachian Regional Commission (ARC) is an economic development agency of the federal government and 13 state governments focusing on 420 counties across the Appalachian region. ARC's mission is to innovate, partner, and invest to build community capacity and strengthen economic growth in Appalachia and help the region achieve socioeconomic parity with the nation. More information is available at www.arc.gov.
U.S. Senator Barbara A. Mikulski visited Allegany College of Maryland to announce the Appalachian Regional Commission (ARC) grant award of $87,000 to purchase 15 new dental hygiene units for the dental hygiene program. Allegany College will use these federal funds to expand the dental career training programs as well as support the growing need of dental hygienists in western Maryland communities.

Pictured with Senator Mikulski are: Allegany County Commissioner William Valentine; Allegany County Commissioner Jake Shade; Dr. Cynthia Bambara, Allegany College of Maryland; William Atkinson, ARC and City of Cumberland Mayor Brian Grim.
Appalachian Regional Commission (ARC) federal funds awarded to the City of Frostburg will be used for roadway improvements to Braddock Road (SR736) in Allegany County. The grant will be used to widen Braddock Road, add acceleration and declaration lanes and make requisite drainage adjustments. The project is estimated to create 40 new jobs in the next four years.

The project will provide improved access to a future 25+ acre site of commercial and industrial development on the Westside of Braddock Road. This project was listed as a top transportation priority by the Allegany County Board of County Commissioners.
Braddock Road Access Improvement Project Groundbreaking
Garrett County ARC and EDA Tour

Beitzel Corporation, Northern Garrett Industrial Park, Keyser’s Ridge Business Park, Mountain Fresh Farmer’s Market Oakland, Southern Garrett Industrial Park, EOC Broadband, Adventure Sports Center International, Garrett Information Enterprise Center @ Garrett College, HART for Animals, McHenry Business Park, Garrett County Career Technical Training Center
The Appalachian Regional Commission (ARC) approved a grant in the amount of $500,000 to the Garrett County Board of County Commissioners for the Keyser's Ridge Business Park Water Infrastructure, Phase I.

The applicant requested ARC support to construct a source water treatment plant and associated infrastructure which will serve the Keyser's Ridge Business Park and surrounding Keyser's Ridge community. The project will construct a treatment plant and 3,950 linear feet of water line in order to leverage private investment, create jobs, improve the local community, and provide 14 businesses and 22 households with improved access to water infrastructure.

Garrett County has also been awarded a $750,000 grant from the Appalachian Regional Commission (ARC) to construct Phase II of Keyser’s Ridge Business Park Access Road. The project is expected to create about 25 full time jobs.
Town of Boonsboro Sewer System received a $120,000 from the Appalachian Regional Commission. The upgrade will update a critical sewer line that twists and turns causing it to be prone to backups. It is estimated that 800 homes and 25 businesses will be positively impacted by the upgrade.
APPALACHIAN REGIONAL COMMISSION
and
ECONOMIC DEVELOPMENT ADMINISTRATION

FY 2017

Project Package

June 2016
Project Package FY17

Area Development Projects

<table>
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<th>Requests Received</th>
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<td>Washington County</td>
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Project Package FY17

Local Access Road Projects

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<tr>
<td>Garrett County</td>
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</tr>
<tr>
<td>Washington County</td>
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Development of a Nurse Practitioner Simulation Laboratory

Equipment for Health Sciences Education-Physician Assistant and Nurse Practitioner Programs

I-68 Regional Economic Partnership Marketing Studies

Bishop Walsh Technology Classroom Upgrade

Electronics Lab - Hagerstown Community College

Keyser’s Ridge Business Park Water Storage Tank and Infrastructure

Allegany College of Maryland Community Theatre Enhancement and Multimedia Instruction Project

Sewer Main Replacement – Town of Boonsboro

WMHS Investment in Telemedicine and Workforce

Town Of Boonsboro Inflow & Infiltration – Phase II

Digital Design, Development, and Innovation Center-Frostburg State University

Replenishment of City First-Third Grant Program

State-of-the-Art Transportation Exhibit at the Allegany Museum

Construction of Phase II-A Hagerstown Cultural Trail

Development of the Western Maryland UAV Remote Sensing Center

Hagerstown Cultural Trail Phase II-B

LIDAR Imagery Computers – Frostburg State University

Keyser’s Ridge Business Park Local Access Road (Phase 2 of 2)

Frostburg Gateway Enhancement Project at Braddock Road

Eastern Boulevard Extension
I-68 Regional Economic Partnership includes Tri-County Council for Western Maryland, Garrett County Economic Development, Allegany County Department of Economic & Community Development, City of Cumberland, City of Frostburg, The Greater Cumberland Committee, Preston County Economic Development Authority, Monongalia County Development Authority, Morgantown Area Economic Partnership and Mineral County Development Authority.

ARC support is part of the Partnerships for Opportunity and Workforce and Economic Revitalization (POWER) Initiative.
Loan Programs For Small Business
Presented by: Ryan Davis, TCCWMD
Garrett Entrepreneur & Innovation Center

Ready, Set, Go! Are You Ready To Start A Business?
Presented by: Western Region SBDC
Frostburg Community Center

Developing A Marketing Plan
Presented by: Robert Bower, SBDC
Washington Co Dept of Business Development

Developing A Business Plan
Presented by: Mark Malec & Brandon Mason, SBDC
Frostburg State University

Loan Programs For Small Business
Presented by: Ryan Davis, TCCWMD
Allegany County Office Complex

Loan Programs For Small Business
Presented by: Ryan Davis, TCCWMD
Washington Co Dept of Business Development

How to Finance Your Business - Understanding Financials
Presented by: Mark Malec, SBDC
Allegany College of Maryland
What type of program information is available to search through the Maryland InfoPortal?

**Financial Assistance & Direct Development**
- Grants and Loans
- Day Care/Elder Care
- Education
- Health Care
- Insurance
- Scholarships
- Housing and Community Development
- Homelessness
- Small Business

**Non-Financial Assistance**
- Advisory Information
- Assisted Living
- Regulatory Information
- Permits and Building Codes
- Hazardous Waste
- Chesapeake Bay
- Crime Prevention
- Substance Abuse

**Technical Assistance**
- Environmental
- Educational
- Licensing
- Planning and Preservation
- Crime Victims Services
- Charter Schools
- Disabilities

http://www.mdp.state.md.us/OurWork/MarylandInfoPortal.shtml
Get Onboard the Startup Bus!
17th September → 2 - 5 PM

Have a great business idea?
The bus will be waiting for you at Frostburg State University! Come pitch your plan to potential investors and help us grow the entrepreneurial community in Allegany County.

Reserve your time by contacting Matt Miller: matt.miller@choosescumberland.org

THIS EVENT SPONSORED BY:
Listening Session – Rocky Gap Casino Resort

• Brief overview of current programs
• Seek input on how best to assist the development of tech entrepreneurs in the rural parts of Maryland
• 32 participants representing Allegany, Garrett, and Washington Counties

John Wasilisin
President, TEDCO
Interested in starting your own business?

Are you an entrepreneur planning to start your own venture or an existing company looking to expand but need to know where to go and what to do next?

Then stop by the first annual...

**HUB CITY BUSINESS COMPETITION & RESOURCE FAIR**

**WIN DOOR PRIZES!! RSVP BEFORE 11/15**

- What: Local Business Pitch Competition/Resource Fair For Entrepreneurs
- When: Thurs. November 17th 6:00pm EST
- Where: Kepler Theater at Hagerstown Community College
- Why: To support local entrepreneurship in Washington County, MD
- Who: Event is free and open to the public! RSVP online!

**PRE-REGISTER ONLINE**

[www.hubcitybizcomp.com](http://www.hubcitybizcomp.com)

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**Tri-County Council for Western Maryland**

Booth at Hub City Business Competition & Resource Fair
TCC acts as RCB for MTA

- Represent Garrett, Allegany, Washington and rural Frederick Counties
- Transportation Association of Maryland (TAM)
- Allegany County Transit Advisory Committee
- Washington County Transit Advisory Committee
- WMHS Wellness Committee

FY 17-18 5310 Funding

- 8 applications endorsed by TCC
- 1 application not endorsed
- Federal $1.5M  Local $748k  Total $2.25M
- New vehicles and operations
- Preventative Maintenance and mobility management

Garrett County represented at TAM Conference and Expo 2016
COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY 2013-2017
for the Tri County Council for Western Maryland Economic Development District
Allegany, Garrett, and Washington Counties, Maryland

Updated December 21, 2016
CEDS Planning Updates

- Demographics
- SWOT Analysis
- Strengths (Higher Education, Arts & Entertainment, Abundant Electricity)
- Weaknesses (Public Transportation, Diversity of Culture, Topography)
- Opportunities (Workforce Development, Changing Public Perspective, Alternative Energy Sources)
- Threats (Ready Workforce, Declining Youth Population, Increased Drug addiction)
- Industry Clusters – average employment by county
- Added I-68 Partnership
- Broadband Coverage Map
- Strategic Goals and Objectives

CEDS Planning Additions

- High-Tech industries for economic resilience
- DOC brief economic facts
- Pre-Disaster Recovery Planning provided by each County
- General Plan of actions
- Promoting Development – RLF and SLoT marketing
- Enhance and Protect Environment – Alternative Energy
- Workforce – Lack of funding for training programs
- Promote Technology – Expand fiber throughout the region
- Utilizing Funds – Strong lending programs startups and expansions

Added Strategic Initiatives

- Increased fiber available to private sector
- Change perception of Vocational schools education
- Regional Coordination for Vocational schools
<table>
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<th>2016 Loan Activity Revolving Loan Fund</th>
<th>Current Portfolio Revolving Loan Fund</th>
<th>Total Lending Revolving Loan Fund</th>
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<tbody>
<tr>
<td>Apps 5</td>
<td>Clients 24</td>
<td>Clients 255</td>
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<tr>
<td>Total $705k</td>
<td>Lent $4.7M</td>
<td>Lent $17.7M</td>
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<tr>
<td>Approved 4</td>
<td>Balance $3.5M</td>
<td>Leverage $85.3M</td>
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<tr>
<td>Denied 1</td>
<td>Available $1.6M</td>
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<tr>
<td></td>
<td></td>
<td>Jobs</td>
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<tr>
<td></td>
<td>Created 2,281</td>
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<tr>
<td></td>
<td>Retained 2,128</td>
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![Map of Maryland showing loan fund activity across counties]
## State Lottery Terminal Fund (SLoT)
### 2016 Inquiries

<table>
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<tr>
<th>Category</th>
<th>Count</th>
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<td>Total</td>
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<td>Veteran</td>
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<td>Minority</td>
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<tr>
<td>Woman</td>
<td>17</td>
</tr>
</tbody>
</table>

### 2016 Lending Areas

- Allegany: 4
- Garrett: 1
- Washington: 1
- Other: 2

### 2016 Loan Activity

- Applications: 13
- Total Requested: $2.8M
- Approved: 8 @ $1.48M
- Denied: 4 @ $768k
- Pending: 1 @ $500k

### Total Lending

- Loans: 11
- Lent: $1.9M
- Leveraged: $8.9M
- Balance: $1.8k
- Available: $2M

### Jobs

- Created: 74
- Retained: 95
Appalachian Economic Development Initiative

- HUD Grant – 3 years
- DHCD Applicant
- Partnership with Natural Capital Investment Fund
- Access to Capital Study - $25,000
- Technical Assistance Fund - $100,000
- Administrative - $50,000
- TCC and NCIF - $2,000,000 matching loan funds
2017 TCCWMD Work Plan and Budget

The Work Plan for TCCWMD is an agency wide document that outlines the tasks required to be performed under the various grants that fund our operations. The agency currently operates under six grants as indicated in the budget.

Program Areas

☐ Planning
☐ Community and Economic Development
☐ Technical Assistance

Planning Activities

☐ ARC Strategy Statement
☐ CEDS
☐ Consortium of MD Regional Councils
☐ MTA

Technical Assistance

☐ Preparation of Grants
☐ State Data Center
☐ Associations and Advocacy
Community and Economic Development

- Infrastructure
- Project Administration
- Annual Investment Package
- Local Capacity Development
- TCCWMD Digital Outreach
- Workshops and Training
- Regional Education Consortium
- I-68 Regional Partnership
- Economic Growth
- Revolving Loan Fund
- Maryland Video Lottery Terminal Fund
- Rural Maryland Prosperity Investment Fund
- Summit Development Corp. – non-profit lending opportunities
- Appalachian Economic Development Initiative