

**Cecil College  
One Seahawk Drive, North East, Maryland 21901  
Technology Building (Room TC208)**

**November 29, 2018**

The Upper Shore Region in Maryland is a unique combination of communities that complement one another in a way that can affect successful job creation and investment for our three counties and the people who call the region home. Together, we are shaping our future through regional understanding and cooperation. The Upper Shore Rural Economic Development Session is designed for attendees to hear more about new and innovative opportunities that include ways to reimagine our workforce, strengthen our infrastructure, and build partnerships among public and private sectors to retain and expand business.

**8:00 AM NETWORKING BREAKFAST**

**8:30 AM WELCOME & OPENING REMARKS**

Pamela Ruff, Executive Director, MEDA  
Raymond (Chick) Hamm, Market Executive, PNC Bank  
Dr. Alan McCarthy, County Executive, Cecil County

**8:45 AM** Susan O'Neill, Executive Director, Upper Shore Regional Council  
Upper Shore Regional Council enhances the economic development efforts of Cecil, Kent, and Queen Anne's Counties. The Council, created in 2003, is part of a network of 5 regional organizations that have been created throughout Maryland. Ms. O'Neill will explain the way the Council works in partnership with the economic development team in the Upper Shore Region.

**8:55 AM** Thomas C. Tuttle, Ph.D., Tuttle Group International  
Tom Tuttle is a consultant working with the economic development leaders in the Upper Shore Region on their collaborative efforts for jobs and investment in the three counties. He will share some of his findings and recommendations.

**9:15 AM REIMAGINING OUR WORKFORCE**

This panel will provide a unique look at "workforce challenges" from a different perspective and provide a review of how work readiness is addressed. Adjusting our focus on middle and high school students is forward thinking in today's challenging workforce. This focus matches well with preparing workers with business. Speakers will bring to the table ideas for reshaping and reimagining the future in workforce preparation.

**Moderator:** Nona Carroll, Chief Strategy Officer, Maryland Business Roundtable for Education (MBRT)

**Panelists:**

Andrew Coston, Director of Career Services, Cecil College  
Denise Christiansen, Student Impact Manager, Junior Achievement of Delaware  
Chris MacLarion, Director of Apprenticeship and Training, Office of Workforce Development  
Maryland Department of Labor, Licensing & Regulation  
Daniel P. McDermott, Sr., Executive Director, Upper Shore Workforce Investment Board

10:15 AM **BREAK**

10:25 AM **CREATING OPPORTUNITIES**

There are a number of programs available in Maryland for businesses to use as they plan their next step in retooling and/or expansion. Opportunity Zones are creating options that did not exist before and there are funding programs available to address those Zones but also to meet the needs of other areas in your community. Our speakers are currently working with economic developers who connect the business with the financing options. Hear about some new, and existing, options.

**Moderator:** Chris Moyer, Economic Development Director, Cecil County

**Panelists:**

Christopher (Chris) R. Rockey, Market Manager, Greater Maryland Community Development Banking, PNC Bank

Sergei Kuzmenchuk, Chief Financial Officer, Maryland Department of Housing & Community Development

Andrew (Andy) Fish, Senior Director, Office of Finance Programs, Maryland Department of Commerce

11:25 AM **INFRASTRUCTURE PANEL**

Adequate infrastructure is critical to a thriving business community. From the most basic needs of water, sewer and roads, to the ever-changing face of technology and need for both speed and bandwidth to compete in this global economy, the quality of the infrastructure in a community has a direct impact on that area's economic competitiveness. Panelists will address a wide range of infrastructure issues that impact economic development, as well as creative solutions and new programs to help communities tackle necessary improvements and upgrades in order to remain competitive.

**Moderator:** David Black, AICP, GISP, Cecil County

**Panelists:**

Roy McGrath, IOM, CAE, Director/CEO, Maryland Environmental Service

Kenrick Gordon, Director, Governor's Office on Rural Broadband

Heather Murphy, Director Office of Planning and Capital Programming in The Secretary's Office, Maryland Department of Transportation

12:25 PM **LUNCH**

12:50 PM **KEYNOTE SPEAKER WITH Q&A**

Economic Development encompasses a broad scope of disciplines that come together to create jobs and investment for Maryland. Ms. Gramm is certified in the practice of economic development, an internationally recognized designation achieved through study and practice. Having directed programs in local, county, and state-wide organizations, the last of which included oversight of regional representatives at the Maryland Department of Commerce, she will share best practices for achieving economic development goals in our state.

Heather Gramm, CEcD, Assistant Director, Frederick County Office of Economic Development and MEDA Vice President.

