

**THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND  
AGENDA**

**October 1, 2024**

6:00 PM Call to Order/Pledge of Allegiance/Moment of Silence

Meeting Announcements - LEGISLATIVE DAY - Time Is Allotted At The End Of Each Meeting For The Commissioners To Receive Comments From The Public

Public Notice

Alcoholic Beverage License Public Hearing  
Hari Corp., DBA Pip's Discount Liquors

Consent Items

- #1 - Regular Session Minutes, September 24, 2024
- #2 - Liquor Minutes, September 24, 2024
- #3 - Closed Session Minutes, September 24, 2024
- #4 - Dogwood Festival of Galena, Inc., Raffle Only, October 12, 2024
- #5 - Dan Mattson, Director, Public Works  
County Roads Division, Request to Utilize MDOT/SHA Blanket Purchase Order No. 001B4600050 Contract
- #6 - Dan Mattson, Director, Public Works  
County Roads Division, Approval To Contract Under MDOT/SHA Contract No. 477D21426 with Guardrails Etc. Inc

Special Class C Licenses

- Rock Hall Volunteer Fire Company, Beer, Wine, and Liquor, October 10, 2024
- Dogwood Festival of Galena, Inc., Beer and Wine, October 12, 2024 (Appreciation Day)
- Dogwood Festival of Galena, Inc., Beer and Wine, October 12, 2024 (Movie Night)

Legislative Session

Pete Landon, Director, Office of Emergency Services, and Lynn Sutton, Chairperson, Kent County Emergency Services Board  
First Read - Code Home Rule 8-2024 Emergency Services and Fire Companies Vehicles

Proclamations

Carol L. Niemand, President, The Shelter Alliance, Inc.  
Kent County Homeless Day, October 10, 2024  
Jamie Williams, Director and Katie Abbott, Economic Development Manager, Economic and Tourism Development  
Economic Development Week in Maryland, October 21 - 25, 2024

## Appointments

Harris P. Murphy, Judge, Circuit Court For Kent County  
Request For Project Approval and Funding

## Departmental Appointments

Katie Abbott, Economic Development Manager, Economic and Tourism Development  
Maryland PACE Program Updates  
Commercial Property Assessed Clean Energy Agreement

Rosemary Ramsey Granillo, Director, Kent County Local Management Board  
FY2025 Community Partnership Agreement with the Governor's Office for Children

## County Administrator

Melba J. Taylor, Encore Associates, LLC, The National Federation of the Blind-Maryland  
White Cane Awareness Day, October 15, 2024

Legislative Bond Initiative Requests  
Cancellation Announcement

## Public Comment/Media Review

Procedures For Public Comment

## For Your Information

Bonnie S. Pearsall, Inspector, Kent Alcohol and Tobacco Enforcement  
FY2025 First Quarter Report

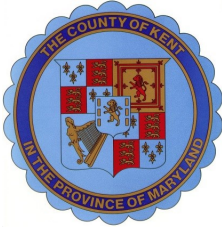
## American Rescue Plan Act Funds

American Rescue Plan Act (ARPA) Funds Spend Plan

## Contingency Fund

Contingency and Use of Fund Balance Report

(Meetings are conducted in Open Session unless otherwise indicated. All or part of County Commissioners' meetings can be held in closed session under the authority of the MD Open Meetings Law by vote of the Commissioners. Breaks are at the call of the President. Please note that times listed for specific items on the agenda are only estimates, and that the order of agenda items may change as time dictates or allows. Meetings are subject to audio and video recordings.)



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## **Alcoholic Beverage License Public Hearing 10/1/2024 County Commissioners Meeting**

### **Item Summary:**

Hari Corp., DBA Pip's Discount Liquors

### **ATTACHMENTS:**

#### **Description**

10.22.24 Hari Corp. DBA Pip's Discount Liquors, Public Hearing Notice



## Board of License Commissioners

Ronald H. Fithian, President | Albert H. Nickerson, Member | John F. Price, Member  
Shelley L. Heller, County Administrator | Thomas N. Yeager, County Attorney

### NOTICE

Application has been made by Rikin Patel, President, and Robert T. Connell, Shareholder, representing Hari Corp., for a Class A, Beer, Wine, and Liquor License with BWLT (tasting) and DEL (delivery) on the premises known as:

**Pip's Discount Liquors**  
**861 Washington Avenue**  
**Chestertown, MD 21620**

which shall authorize the holder thereof to sell Beer, Wine, and Liquor at retail, at the place therein described, for off-premises consumption. A hearing on the application will be held in the County Commissioners' Hearing Room, R. Clayton Mitchell, Jr. Government Center, 400 High Street, Chestertown, MD, on October 22, 2024, at 10:00 a.m. At that time, any exceptions to the application will be heard.

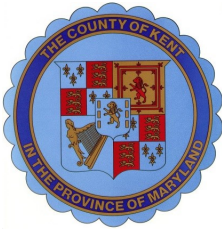
By order of:

THE BOARD OF LICENSE COMMISSIONERS  
FOR KENT COUNTY, MARYLAND

A handwritten signature in blue ink that reads "Sondra M. Blackiston".

Sondra M. Blackiston  
Clerk/KATE Manager

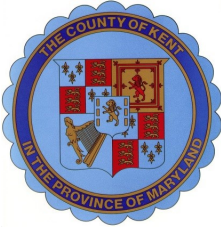
PUBLISH KCN 09/26/24, 10/03/24



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**#1 - Regular Session Minutes, September 24, 2024  
10/1/2024  
County Commissioners Meeting**

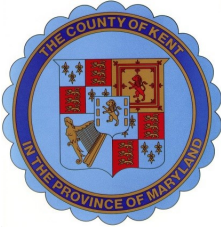
ATTACHMENTS:  
Description



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**#2 - Liquor Minutes, September 24, 2024  
10/1/2024  
County Commissioners Meeting**

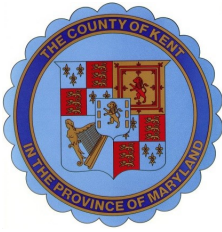
ATTACHMENTS:  
Description



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**#3 - Closed Session Minutes, September 24, 2024  
10/1/2024  
County Commissioners Meeting**

ATTACHMENTS:  
Description



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**#4 - Dogwood Festival of Galena, Inc., Raffle Only, October 12, 2024  
10/1/2024  
County Commissioners Meeting**

**ATTACHMENTS:**

**Description**

Dogwood Festival of Galena, Inc., Raffle Only, October 12, 2024, Application



Permit# 35-2024

MULTIPLE GAMING DEVICE AND RAFFLE PERMIT APPLICATION

Pursuant to the provisions of the Annotated Code of Maryland, Criminal Law §§ 13-1701 to 13-1706.

Name of Organization: Dogwood Festival of Galena, Inc.

Address of Organization: 101 S. Main St., Galena, MD 21035

Telephone: (410) 648-5151 ext. 303

Is the organization formed or located in Kent County?  Yes  No

Does the organization serve the residents of Kent County?  Yes  No

Is this organization tax exempt under the provisions of the Internal Revenue Code?  Yes  No

Tax Exempt Number: 30042353

Person responsible for complying with permit regulations and requirements:

Name: Marisa Pisapia

Address: 101 S. Main Street, Galena, MD 21035

E-Mail: Mpisapia@townofgalena.com

Telephone: (410) 648-5151 ext. 303

Type of permit sought:  Raffle Only  Combined gaming devices used in a single fund-raising event

Location address of fund-raising affair: Galena Community Park  
105 Sycamore Lane  
Galena, MD 21035

Are these premises owned, leased, or regularly occupied by the organization named above?  Yes  No

Date(s) of fund-raising: October 12, 2024

Date and Time of Drawing: 2:00 PM Begin at: 10:00 AM End at: 3:00 PM

**If you are seeking a permit authorizing only a raffle that is not conducted in combination with other gaming activity, please sign below.**

**If, however, you are seeking to conduct a fund-raiser using more than one gaming activity in a single event, please complete the following page.**

Signature of person completing this application: Marisa Pisapia

Please Select One:

- Pick Up
- Mail Permit (will be mailed to person responsible)



Pursuant to the provisions of the Annotated Code of Maryland, Criminal Law §§ 13-1701 to 13-1706.

Check the gaming devices to be used at this fund-raising event to award merchandise or cash prizes:

<input checked="" type="checkbox"/> Raffles	<input type="checkbox"/> Chance books	<input type="checkbox"/> Paddle Wheels
<input type="checkbox"/> Wheels of fortune	<input type="checkbox"/> Card games	<input type="checkbox"/> Lotteries

Other \_\_\_\_\_

Will this fund-raiser be managed and operated only by individuals domiciled in Kent County?  Yes  No

If no, please explain circumstances:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Will alcoholic beverages be served or available for purchase at this fund-raising event?  Yes  No

Is the organization a religious organization?  Yes  No

If yes, has it conducted services regularly in Kent County for at least three (3) years?  Yes  No

Where are services conducted and how often? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

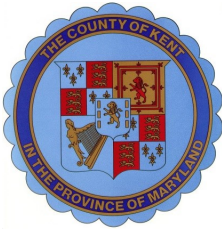
What percentage of funds derived from the multiple gaming devices will be spent or donated to:

100 % Civic \_\_\_\_\_ % Charitable \_\_\_\_\_ % Educational

Name, address, and telephone number of person completing application:

Marisa Pisapia  
1015. Main Street  
Galena, MD 21635  
(410) 648-5151 ext. 303

Signature of person completing application: Marisa Pisapia



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**#5 - Dan Mattson, Director, Public Works  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

County Roads Division, Request to Utilize MDOT/SHA Blanket Purchase Order No. 001B4600050  
Contract

**ATTACHMENTS:**

Description

MDOT/SHA BPO No 001B4600050

# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

**BPO NO:** 001B4600050

**PRINT DATE:** 08/16/23

**PAGE:** 01

<b>SHIP TO:</b>	
AS SPECIFIED ON INDIVIDUAL ORDERS	
<b>VENDOR ID:</b> MORTON SALT INC 444 WEST LAKE ST  CHICAGO, IL 60606 (312 ) 807-2737	<b>REFER QUESTIONS TO:</b>  DAVID RENFRO (410 ) 767-7064 DAVID.RENFRO@MARYLAND.GOV
<b>ITB:</b>	<b>EXPR DATE:</b> 09/01/26 <b>POST DATE:</b> 08/15/23  <b>DISCOUNT TERMS:</b> . NET 30 DAY <b>CONTRACT AMOUNT:</b> .00

**TERMS:**

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

\*\*\*\*\*  
 \* STATEWIDE CONTRACT FOR SODIUM CHLORIDE/ROAD SALT \*  
 \* ROCK AND SOLAR FOR \*  
 \* CALVERT, CAROLINE, CHARLES, KENT, AND ST. MARY'S COUNTIES \*  
 \*\*\*\*\*

DETAIL OF DELIVERY PRICE PER COUNTY IS LOCATED BELOW  
 THIS IS A STATEWIDE CONTRACT AND MAY BE USED BY ALL STATE AGENCIES,  
 COUNTIES, MUNICIPALITIES, AND OTHER ELIGIBLE ENTITIES.

CONTRACT TERM: SEPTEMBER 1, 2023 THRU AUGUST 31, 2026  
 THREE (3) YEARS.

.  
 OPTION TO RENEW: THE CONTRACT MAY BE UNILATERALLY EXTENDED FOR  
 (2) TWO ADDITIONAL, (1) ONE YEAR PERIODS AT THE SAME TERMS AND  
 CONDITIONS.

.  
 OPTION YEAR 1: SEPTEMBER 1, 2026 THRU AUGUST 31, 2027  
 OPTION YEAR 2: SEPTEMBER 1, 2027 THRU AUGUST 31, 2028

.  
 VENDOR NAME: MORTON SALT, INC.  
 VENDOR CONTACT: ANTHONY PATTON  
 TELEPHONE: 855-665-4540  
 VENDOR EMAIL ADDRESS: APATTON@MORTONSALT.COM .COM

.  
 THE PURPOSE OF THIS CONTRACT IS TO OBTAIN A SOURCE OF SUPPLY

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# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

BPO NO: 001B4600050

PRINT DATE: 08/16/23

PAGE: 02

### TERMS (cont'd):

TO PROVIDE, DELIVER AND UNLOAD SODIUM CHLORIDE (ROCK AND SOLAR SALT) FOR THE STATE AT A FIRM FIXED PRICE FOR THE TERM AS SHOWN HEREIN. ALL ROCK AND SOLAR SALT FURNISHED UNDER THIS CONTRACT SHALL COMPLY WITH THE SCOPE OF WORK DETAILED IN THE INVITATION FOR BID (IFB).

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#### QUALITY:

THIS CONTRACT IS SUBJECT TO CANCELLATION UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN. THE VENDOR WILL BE RESPONSIBLE FOR MONETARY DAMAGES LIMITED TO THE DIFFERENCE BETWEEN CONTRACT PRICE AND OPEN MARKET PURCHASE TO FULFILL THE CONTRACT.

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. .

PRODUCT ACCEPTABILITY SHALL BE AT THE SOLE DISCRETION OF THE MARYLAND STATE ORDERING AGENCY. EACH AGENCY SHALL BE THE SOLE JUDGE OF WHAT IS AN "APPROVED EQUAL". ANY MATERIAL DELIVERED AS A RESULT OF THIS AWARD WHICH DOES NOT MEET THE SPECIFICATIONS OR IS OTHERWISE FOUND TO BE DEFECTIVE, SHALL BE REJECTED AND RETURNED AT THE VENDOR'S AT THE VENDOR'S EXPENSE FOR REPLACEMENT FOR CREDIT.

.  
. .

AGENCIES RESERVES THE RIGHT TO SAMPLE MATERIAL AT ANY TIME. ACCEPTANCE TESTING WILL BE COMPLETED ON DELIVERED MATERIAL AS DETERMINED. THE MATERIAL MAY BE SUBJECT TO A WORKABILITY EVALUATION EITHER IN THE LAB OR IN THE FIELD. NON-CONFORMING MATERIALS WILL BE REJECTED WHETHER IN-PLACE OR NOT. THE VENDOR WILL REMOVE ALL AGGREGATES MATERIAL FROM INVENTORY ON HAND THAT FAILS TO MEET REQUIREMENTS AND REPLACE AT NO ADDITIONAL COST.

#### DELIVERIES:

ALL DELIVERIES WILL BE MADE ONLY DURING NORMAL WORKING HOURS (MONDAY MONDAY - FRIDAY, 7:30AM-3:30PM), UNLESS THE SUPPLIER OBTAINS PRIOR VERBAL OR WRITTEN APPROVAL FROM AN MDOT SHA REPRESENTATIVE FOR A DELIVERY DURING NON-WORK HOURS. MDOT SHA WILL CONSIDER EXTENDED OR WEEKEND DELIVERY HOURS, OVERNIGHT IF NEEDED, PROVIDED THE VENDOR COMMITS TO A HIGH DELIVERY TONNAGE TO A SPECIFIC SALT STRUCTURE.

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#### MATERIALS:

\*\*\* CONTINUED, NEXT PAGE \*\*\*

# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

BPO NO: 001B4600050

PRINT DATE: 08/16/23

PAGE: 03

### TERMS (cont'd):

A. SODIUM CHLORIDE (ROCK SALT) OFFERED IN THIS BID SHALL MEET ALL THE REQUIREMENTS SET FORTH IN ASTM DESIGNATION.

D632-12 (OR LATEST REVISION THEREOF):

TYPE 1 - USED AS A PAVEMENT DEICER

GRADE 1 - STANDARD GRADING (PROVIDES A PARTICLE GRADING FOR GENERAL APPLICATION)

THE MOISTURE CONTENT OF SODIUM CHLORIDE (ROCK SALT) SHALL NOT EXCEED THREE PERCENT (3.0%) BY WEIGHT AT THE TIME OF DELIVERY. THE SODIUM

CHLORIDE (ROCK SALT) SHALL CONTAIN A MINIMUM OF 20 PARTS PER MILLION OF SODIUM FERRO CYANIDE UNIFORMLY MIXED THROUGHOUT THE ROCK SALT TO PREVENT CAKING.

B. SODIUM CHLORIDE (SOLAR SALT) OFFERED IN THIS BID SHALL MEET ALL THE REQUIREMENTS SET FORTH IN ASTM DESIGNATION.

D632-12 (OR LATEST REVISION THEREOF):

TYPE 1 - USED AS A PAVEMENT DEICER

GRADE 1 - STANDARD GRADING (PROVIDES A PARTICLE GRADING FOR GENERAL APPLICATION)

THE SODIUM CHLORIDE (SOLAR SALT) SHALL BE CREATED UTILIZING AN EVAPORATION PROCESS, OR EQUIVALENT PRACTICE, THAT WILL YIELD A 99% MINIMUM SODIUM CHLORIDE PRODUCT (1% OR LESS OF INSOLUBLE IMPURITIES). THE MOISTURE CONTENT OF SODIUM CHLORIDE (SOLAR SALT) SHALL NOT EXCEED

THREE PERCENT (3.0%) BY WEIGHT AT THE TIME OF DELIVERY. THE SODIUM CHLORIDE (SOLAR SALT) SHALL CONTAIN A MINIMUM OF 20 PARTS PER MILLION OF SODIUM FERRO CYANIDE UNIFORMLY MIXED THROUGHOUT THE SOLAR SALT TO PREVENT CAKING.

THE VENDOR SHALL FURNISH THE USING AGENCY WITH ITEMIZED INVOICES WITHIN FIFTEEN (15) DAYS AFTER DELIVERY/PICKUP OF MATERIAL.

#### PAYMENT:

FOLLOWING DELIVERY AND ACCEPTANCE OF MATERIAL SHALL SUBMIT AN ORIGINAL INVOICE TO THE ORDERING AGENCY

#### INVOICES:

VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL INVOICES. FAILURE TO SO MAY RESULT IN DELAY OF PAYMENT. THIS PURCHASE IS FOR ROCK AND SOLAR ROAD SALTS FOR STATEWIDE AGENCIES FACILITIES ACROSS THE STATE.

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# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

BPO NO: 001B4600050

PRINT DATE: 08/16/23

PAGE: 04

### TERMS (cont'd):

#### USAGE REPORT:

A REPORT SHALL BE FURNISHED BY THE SUCCESSFUL CONTRACTOR EVERY HUNDRED -TWENTY (120) DAYS DETAILING THE PURCHASE OF ALL ITEMS ON THE CONTRACT THE REPORT SHALL BE SUBMITTED ELECTRONICALLY IN EXCEL FORMAT. AS A MINIMUM, THE REPORT SHALL REFLECT THE CONTRACT NUMBER, CONTRACT ITEM NUMBER AND DESCRIPTION, THE DOLLAR VOLUME PURCHASED OF EACH ITEM, AGENCY IDENTIFICATION, AND THE CONTRACT TOTAL. THE REPORT SHALL BE FILED WITHIN THIRTY (30) DAYS AFTER THE END OF EACH REPORTING PERIOD. ANY EXCEPTION TO THIS MANDATORY REQUIREMENT MAY RESULT IN CANCELLATION

OF THE AWARD. FAILURE TO PROVIDE THE REPORT WITH THE MINIMUM REQUIRED INFORMATION MAY ALSO NEGATE ANY CONTRACT EXTENSION CLAUSES THE USAGE REPORT SHALL BE EMAILED TO THE DGS.STATEWIDECONTRACTSUSAGEREPORT@MARYLAND.GOV.

#### ELECTRONIC TRANSACTION FEE:

SHALL PAY AN ELECTRONIC TRANSACTION FEE TO THE STATE IN THE AMOUNT OF ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE ELECTRONIC TRANSACTION FEE IS CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS ANY RETURNS OR CREDITS. THE ELECTRONIC TRANSACTION FEE SHALL NOT BE CHARGED DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE, OR SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACT'S NET PRICES.

THE ELECTRONIC TRANSACTION FEE SHALL BE SUBMITTED TO THE OFFICE OF STATE PROCUREMENT, FISCAL SERVICES DIVISION, 301 W. PRESTON STREET, ROOM 1309, BALTIMORE, MD, 21201, THIRTY (30) DAYS AFTER THE END OF EACH REPORTING PERIOD ALONG WITH A MONTHLY USAGE REPORT DOCUMENTING

ALL CONTRACT SALES. AN EXCEL VERSION OF THE MONTHLY USAGE REPORT SHALL BE EMAILED TO DGS.STATEWIDECONTRACTSUSAGEREPORT@MARYLAND.GOV.

PURSUANT TO THE STATE FINANCE AND PROCUREMENT ARTICLE SECTION 13-110 OF THE ANNOTATED CODE OF MARYLAND, EXCEPT FOR ENTITIES DESCRIBED IN (6) (A) THE FOLLOWING ENTITIES MAY PURCHASE MATERIALS, SUPPLIES AND EQUIPMENT UNDER THIS CONTRACT:

- (1) A COUNTY OR BALTIMORE CITY;
- (2) A MUNICIPAL CORPORATION;
- (3) A GOVERNMENTAL AGENCY IN THE STATE;
  
- (4) A PUBLIC OR QUASI-PUBLIC AGENCY THAT: (I) RECEIVES STATE MONEY; AND (II) IS EXEMPT FROM TAXATION UNDER SECTION 501(C) (3) OF THE INTERNAL REVENUE CODE;

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# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

BPO NO: 001B4600050

PRINT DATE: 08/16/23

PAGE: 05

### TERMS (cont'd):

- (5) A PRIVATE ELEMENTARY OR SECONDARY SCHOOL THAT: (I) EITHER HAS BEEN ISSUED A CERTIFICATE OF APPROVAL FROM THE STATE BOARD OF EDUCATION OR IS ACCREDITED BY THE ASSOCIATION OF INDEPENDENT SCHOOLS; AND (II) IS EXEMPT FROM TAXATION UNDER SECTION 501(C) (3) OF THE INTERNAL REVENUE CODE; OR
- (6) A NON-PUBLIC INSTITUTION OF HIGHER EDUCATION UNDER SECTION 17-106 OF THE EDUCATION ARTICLE.  
(A) A PRIVATE ELEMENTARY OR SECONDARY SCHOOL OR A NON-PUBLIC INSTITUTION OF HIGHER EDUCATION MAY NOT PURCHASE RELIGIOUS MATERIALS UNDER THIS CONTRACT.  
(B) THE RIGHT TO PURCHASE UNDER THIS SECTION SHALL BE IN ADDITION TO, BUT NOT IN SUBSTITUTION FOR, THE APPLICABLE PURCHASING POWER GRANTED TO ANY OF THE LISTED ENTITIES PURSUANT TO ANY STATUTORY OR CHARTER PROVISION.
- (7) ANOTHER STATE OR AN AGENCY OR OTHER INSTRUMENTALITY OF ANOTHER STATE. ALL PURCHASES UNDER THIS CONTRACT BY ANY SUCH ENTITY WHICH IS NOT A UNIT OR AGENCY OF THE STATE OF MARYLAND FOR WHICH THE STATE OF MARYLAND MAY BE HELD LIABLE IN CONTRACT  
(1) SHALL CONSTITUTE A PURCHASE OR CONTRACT BETWEEN THE CONTRACTOR AND THAT ENTITY ONLY;  
(2) SHALL NOT CONSTITUTE A PURCHASE OR CONTRACT OF THE STATE OF MARYLAND;
- (8) SHALL NOT BE BINDING OR ENFORCEABLE AGAINST THE STATE OF MARYLAND OR ANY OF ITS UNITS OR AGENCIES; AND MAY BE SUBJECT TO OTHER TERMS AND CONDITIONS.

VENDOR MUST INCLUDE THE BLANKET PURCHASE ORDER NUMBER ON ALL INVOICES.

THIS PURCHASE ORDER IS FOR NEW PRODUCTS/EQUIPMENT WHICH MUST BE FREE FROM DEFECTS. USED, REFURBISHED OR REMANUFACTURED PRODUCTS/EQUIPMENT WILL NOT BE ACCEPTED OR CONSIDERED UNLESS OTHERWISE INDICATED HEREIN.

THE DEPARTMENT OF GENERAL SERVICES' "TERMS AND CONDITIONS FOR COMMODITY CONTRACTS OVER \$50,000" AND ALL SPECIFICATIONS, TERMS AND CONDITIONS OF SOLICITATION # BPM036326/001IT821376 INCORPORATED HEREIN BY REFERENCE.

DELIVERY PRICING/PER TON:

	9/1/2023-8/31/24		9/1/24-8/31/25		9/1/25-8/31/26	
	ROCK	SOLAR	ROCK	SOLAR	ROCK	SOLAR
CALVERT	\$88.96	\$88.96	\$91.63	\$91.63	\$94.38	\$94.38

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# BLANKET PURCHASE ORDER

## STATE OF MARYLAND

\*\*\*\*\* STATE OF MARYLAND \*\*\*\*\*

BPO NO: 001B4600050

PRINT DATE: 08/16/23

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### TERMS (cont'd):

CAROLINE	\$91.40	\$91.40	\$94.14	\$94.14	\$96.97	\$96.97
CHARLES	\$88.47	\$88.47	\$91.13	\$91.13	\$93.86	\$93.86
KENT	\$92.15	\$92.15	\$94.91	\$94.91	\$97.76	\$97.76
ST. MARY'S	\$93.55	\$93.55	\$96.36	\$96.36	\$99.25	\$99.25

0007            77545    TN    197,519.7400

ROAD MAINTENANCE SALT

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0008            77545    TN    197,519.7300

ROAD MAINTENANCE SALT

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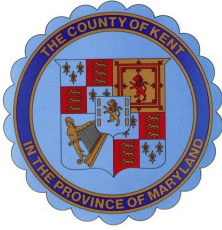
END OF ITEM LIST

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AUTHORIZED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

BUYER AUTHORIZED DESIGNEE



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**#6 - Dan Mattson, Director, Public Works  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

County Roads Division, Approval To Contract Under MDOT/SHA Contract No. 477D21426 with Guardrails Etc. Inc

**ATTACHMENTS:**

**Description**

Kent County Contract

Attachment A MDOT SHA Contract No. 477D21426

Attachment B Guardrail Quotes

Attachment C Guardrail Etc Inc Letter

# CONTRACT

THIS CONTRACT, made this \_\_\_\_ day of October 2024, by and between the County Commissioners of Kent County, a body corporate and politic of the State of Maryland, hereinafter referred to as the OWNER, and Guardrails, Etc., Inc., hereinafter referred to as the CONTRACTOR;

WITNESSETH, That for and in consideration of the mutual covenants and promises between the parties hereto, it is fully agreed that:

1. The CONTRACTOR will furnish all of the labor, materials, equipment and transportation necessary to provide/install traffic barriers/guardrails to the Kent County Roads Division, in accordance with the MDOT State Highway Administration Contract 477D21426 for State of Maryland Contract.
2. LIABILITY INSURANCE. CONTRACTOR shall furnish to Owner, before beginning any work hereunder, a Certificate of Insurance certifying that the Contractor carries comprehensive, general liability insurance coverage through a policy which protects the County, and names the County as an Additional Insured in aggregate liability coverage of not less than Two Million (\$2,000,000.00) Dollars.
3. WORKER'S COMPENSATION INSURANCE. CONTRACTOR shall furnish to the County Commissioners, before beginning construction, a Certificate of Workmen's Compensation Insurance covering all employees of said Contract in amounts statutorily required.
4. COMPLETION OF WORK. The CONTRACTOR shall commence the work covered by this contract within fifteen (15) calendar days after the date of receipt of the Notice to Proceed. Contract prices shall be effective through June 30, 2025. This contract shall have no renewal options upon mutual agreement of the CONTRACTOR and OWNER and subject to available funding.
5. CONTRACT SUM. The OWNER shall pay the CONTRACTOR for the performance of said work, subject to additions or deletions provided herein an estimated Eighty Thousand dollars (\$80,000) in conformity with Contract No.: 477D21426.
6. The contract documents include the following:
  - a. MDOT State Highway Admin. Contract No. 477D21426
  - b. Proposal Quote
  - c. Guardrail Etc Inc. Letter
7. The OWNER will pay to the CONTRACTOR in the manner and at such times as set forth in the general conditions and in such amounts as required by the Contract Documents.

8. This Contract shall be governed by the Laws of the State of Maryland, without regard to its conflicts of law principles. Jurisdiction and venue shall lie in State or federal located within the State of Maryland.

9. This Contract shall be binding upon all parties hereto and their respective heirs, executors, administrators, successors, and assigns.

IN WITNESS WHEREOF, the parties hereto have executed, or caused to be executed by their duly authorized officials, this Contract in duplicate, on the date first above written.

WITNESS/ATTEST

THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND

\_\_\_\_\_



By: \_\_\_\_\_  
President of the Kent County Commissioners

GUARDRAIL, ETC., INC.

By: Marnie Hoffman

Marnie Hoffman, President  
Title

52-1254815  
Employer Identification Number

Attachment A



STATE HIGHWAY  
ADMINISTRATION

Wes Moore  
Governor  
Aruna Miller  
Lieutenant Governor  
Paul J. Wiedefeld  
Secretary  
Tim Smith, P.E.  
Administrator

APR 20 2023

Re: Contract No.: 477D21426  
F. A. P. No.: STATE  
Description: Install, Repair, or Replace  
Traffic Barrier at Various Locations in Caroline,  
Cecil, Kent, Queen Anne's, and Talbot Counties

Guardrails Etc., Inc.  
4010 North Point Boulevard  
Baltimore, Maryland 21222

Gentlemen / Ladies:

Reference is made to Specifications included in your bid. Please be advised that your bid of \$3,308,250.00 has been accepted and this letter is your "Notice of Award."

The contract documents will be forwarded to you in the near future by the Contract Award Division.

With the exception of maintenance contracts, please be advised that no work may commence prior to the submission and Engineer's approval of an Initial Project Schedule. If the contract requires a Critical Path Method (CPM) Schedule, refer to Section 109 in the 'Standard Specifications for Construction & Materials' for submission guidelines and deadlines. If no explicit payment provision is made for a schedule, an Initial Activities Chart is still required in accordance with the submission and deadline requirements of Section 110 in the 'Standard Specifications for Construction & Materials'.

We encourage you to elect to participate in the partnering agreement. You are likewise encouraged to familiarize your company to the Maryland Quality Initiative (MdQI) Awards of Excellence Program ([www.MdQI.org](http://www.MdQI.org)). There are categories in the MdQI Awards Program expressly created to recognize Prime Contractor, Subcontractor and Disadvantaged Business Enterprise excellence. The Partnering Team is copied on this award letter and will be reaching out to you.

I hope you will read the information and consider active participation in both of these worthwhile programs. These programs were developed to encourage teamwork, improve quality and recognize outstanding performance.

Page 2

**Contract No.: 477D21426**  
**F.A.P. No.: STATE**

If there are any questions regarding this matter, please contact Mr. Eric Agyekum Amoako, Division Chief, Contract Award Division at (443) 572-5215.

Sincerely,



Stephen A. Bucy, P.E.  
Director, Office of Construction

SAB:sat

## Bid Tabulations for Proposal 477D21426

Bidders	All   None	Bid Total	Deviation
<input type="checkbox"/>	GUARDRAILS ETC., INC.	\$3,308,250.00	\$0.00
<input checked="" type="checkbox"/>	LONG FENCE COMPANY, INC	\$3,999,125.00	\$690,875.00

Line	Item	Alt	Description	Bidder Data			
<b>Section 0001: MAINTENANCE 100%</b>							
1001	100000-EA		. MOBILIZATION (PER WORK ORDER WHEN WORKING OUTSIDE D2) (DO NOT ALTER)	Quantity	Unit Price	Extension	Deviation
			GUARDRAILS ETC., INC.	3.000 EA	\$1,500.00	\$4,500.00	\$0.00
			LONG FENCE COMPANY, INC	3.000 EA	\$1,500.00	\$4,500.00	\$0.00
6001	600000-EA		. GALVANIZED HEIGHT TRANSITION SECTION (MASH)	Quantity	Unit Price	Extension	Deviation
			GUARDRAILS ETC., INC.	1,000.000 EA	\$1.00	\$1,000.00	\$0.00
			LONG FENCE COMPANY, INC	1,000.000 EA	\$5.00	\$5,000.00	\$4,000.00
6002	600000-EA		. TRAFFIC BARRIER W-BEAM ONE-SIDED END TREATMENT (TYPE C)	Quantity	Unit Price	Extension	Deviation
			GUARDRAILS ETC., INC.	50.000 EA	\$5,000.00	\$250,000.00	\$0.00
			LONG FENCE COMPANY, INC	50.000 EA	\$3,900.00	\$195,000.00	-\$55,000.00
6003	600000-EA		. TRAFFIC BARRIER W-BEAM ONE-SIDED END TREATMENT (TYPE C) SPARE PARTS PACKAGE	Quantity	Unit Price	Extension	Deviation
			GUARDRAILS ETC., INC.	500.000 EA	\$550.00	\$275,000.00	\$0.00
			LONG FENCE COMPANY, INC	500.000 EA	\$2,000.00	\$1,000,000.00	\$725,000.00
6004	600000-EA		. TYPE E END TREATMENT REPAIR, EACH BAY, ANY TYPE	Quantity	Unit Price	Extension	Deviation
			GUARDRAILS ETC., INC.	60.000 EA	\$3,000.00	\$180,000.00	\$0.00
			LONG FENCE COMPANY, INC	60.000 EA	\$11,000.00	\$660,000.00	\$480,000.00
6005	606010		TRAFFIC BARRIER W-BEAM ONE-SIDED FLARED END TREATMENT (TYPE B) SPARE PARTS PACKAGE	Quantity	Unit Price	Extension	Deviation
			GUARDRAILS ETC., INC.	25.000 EA	\$250.00	\$6,250.00	\$0.00
			LONG FENCE COMPANY, INC	25.000 EA	\$500.00	\$12,500.00	\$6,250.00

6006	606025	<i>TRAFFIC BARRIER W-BEAM ONE-SIDED DOWNSTREAM END TREATMENT TYPE K</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 EA	\$2,800.00	\$70,000.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 EA	\$500.00	\$12,500.00	-\$57,500.00
6007	606040	<i>TRAFFIC BARRIER TWO- SIDED END TREATMENT AND CRASH CUSHION TYPE D</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 EA	\$12,000.00	\$300,000.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 EA	\$8,600.00	\$215,000.00	-\$85,000.00
6008	606042	<i>TRAFFIC BARRIER TWO- SIDED END TREATMENT AND CRASH CUSHION TYPE D SPARE PARTS PACKAGE</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 EA	\$12,000.00	\$300,000.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 EA	\$400.00	\$10,000.00	-\$290,000.00
6009	660482	<i>TRAFFIC BARRIER W BEAM USING 6 FOOT POST</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	5,000.000 LF	\$35.00	\$175,000.00	\$0.00
		LONG FENCE COMPANY, INC	5,000.000 LF	\$29.00	\$145,000.00	-\$30,000.00
6010	660483	<i>TRAFFIC BARRIER W BEAM 6 FOOT POST</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	1,000.000 EA	\$5.00	\$5,000.00	\$0.00
		LONG FENCE COMPANY, INC	1,000.000 EA	\$100.00	\$100,000.00	\$95,000.00
6011	660650	<i>TRAFFIC BARRIER W BEAM USING 8 FOOT POST</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	1,000.000 LF	\$38.00	\$38,000.00	\$0.00
		LONG FENCE COMPANY, INC	1,000.000 LF	\$35.00	\$35,000.00	-\$3,000.00
6012	660651	<i>TRAFFIC BARRIER W BEAM 8 FOOT POST</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	1,000.000 EA	\$6.00	\$6,000.00	\$0.00
		LONG FENCE COMPANY, INC	1,000.000 EA	\$140.00	\$140,000.00	\$134,000.00
6013	660670	<i>TRAFFIC BARRIER W BEAM PANEL</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	11,250.000 LF	\$8.00	\$90,000.00	\$0.00
		LONG FENCE COMPANY, INC	11,250.000 LF	\$9.50	\$106,875.00	\$16,875.00
6014	660672	<i>TRAFFIC BARRIER W BEAM PANEL REPLACEMENT</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	11,250.000 LF	\$34.00	\$382,500.00	\$0.00
		LONG FENCE COMPANY, INC	11,250.000 LF	\$20.00	\$225,000.00	-\$157,500.00
6015	660782	<i>TRAFFIC BARRIER W BEAM MEDIAN BARRIER</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>



BEAM MEDIUM BARRIER

		GUARDRAILS ETC., INC.	11,250.00 LF	\$25.00	\$281,250.00	\$0.00
		LONG FENCE COMPANY, INC	11,250.00 LF	\$40.00	\$450,000.00	\$168,750.00
6016	661380	<i>TRAFFIC BARRIER W BEAM ANCHORAGE AT STRUCTURE</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 EA	\$500.00	\$12,500.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 EA	\$400.00	\$10,000.00	-\$2,500.00
6017	661387	<i>TRAFFIC BARRIER W BEAM ANCHORAGE AT BRIDGE END POST OR CONCRETE TRAFFIC BARRIER SINGLE FACE</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 EA	\$1,000.00	\$25,000.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 EA	\$500.00	\$12,500.00	-\$12,500.00
6018	661390	<i>TRAFFIC BARRIER THRIE BEAM ANCHORAGE AT BRIDGE END POST</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 EA	\$1,000.00	\$25,000.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 EA	\$500.00	\$12,500.00	-\$12,500.00
6019	661555	<i>PERMANENT CRASH CUSHION SAND FILLED PLASTIC BARRELS</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 BBL	\$550.00	\$13,750.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 BBL	\$600.00	\$15,000.00	\$1,250.00
6020	661565	<i>REMOVE AND RESET TRAFFIC BARRIER END TREATMENT-ANY TYPE</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	25.000 EA	\$50.00	\$1,250.00	\$0.00
		LONG FENCE COMPANY, INC	25.000 EA	\$50.00	\$1,250.00	\$0.00
6021	662135	<i>TRAFFIC BARRIER W BEAM RADIUS PANEL</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	3,000.000 LF	\$34.00	\$102,000.00	\$0.00
		LONG FENCE COMPANY, INC	3,000.000 LF	\$21.00	\$63,000.00	-\$39,000.00
6022	662182	<i>REMOVE AND RESET EXISTING TRAFFIC BARRIER W BEAM</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	11,250.000 LF	\$1.00	\$11,250.00	\$0.00
		LONG FENCE COMPANY, INC	11,250.000 LF	\$1.00	\$11,250.00	\$0.00
6023	662325	<i>REMOVAL AND DISPOSAL OF EXISTING TRAFFIC BARRIER W BEAM</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	11,250.000 LF	\$18.00	\$202,500.00	\$0.00
		LONG FENCE COMPANY, INC	11,250.000 LF	\$10.00	\$112,500.00	-\$90,000.00
6024	670205	<i>RAIL RIDERS TRAFFIC BARRIER W BEAM REFLECTIVE DELINEATORS</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>

		GUARDRAILS ETC., INC.	500.000 EA	\$10.00	\$5,000.00	\$0.00
		LONG FENCE COMPANY, INC	500.000 EA	\$4.00	\$2,000.00	-\$3,000.00
6025	670210	<i>POST MOUNTED DELINEATOR</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	500.000 EA	\$70.00	\$35,000.00	\$0.00
		LONG FENCE COMPANY, INC	500.000 EA	\$145.00	\$72,500.00	\$37,500.00
6026	699005	<i>REALIGN EXISTING TRAFFIC BARRIER W BEAM</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	11,250.000 LF	\$18.00	\$202,500.00	\$0.00
		LONG FENCE COMPANY, INC	11,250.000 LF	\$5.00	\$56,250.00	-\$146,250.00
6027	699010	<i>TRAFFIC BARRIER POST OFFSET BLOCK</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	1,000.000 EA	\$8.00	\$8,000.00	\$0.00
		LONG FENCE COMPANY, INC	1,000.000 EA	\$14.00	\$14,000.00	\$6,000.00
9001	900000-EA	<i>. DOLLARS FOR MATERIALS/INCIDENTALS (DO NOT ALTER)</i>	<b>Quantity</b>	<b>Unit Price</b>	<b>Extension</b>	<b>Deviation</b>
		GUARDRAILS ETC., INC.	1.000 EA	\$300,000.00	\$300,000.00	\$0.00
		LONG FENCE COMPANY, INC	1.000 EA	\$300,000.00	\$300,000.00	\$0.00

Legal Releases Contact Support

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# GUARDRAILS, etc., Inc.

Attachment B

KENT COUNTY TO PIGGY BACK

Our Job No. 2023-032

Contract No.: 477D21426

DESCRIPTION: Guardrail Installation Various Roads

Invoice No. \_\_\_\_\_

Contractor: **Kent County Public Works**  
Roads Department  
709 Morgnec Road, Suite 103  
Chestertown, MD 21620

P.O. #: \_\_\_\_\_

Vendor #: 5269

## ESTIMATE

Date: 9/13/2024

LOCATION: 11020 PERKINS HILL ROAD

ITEM #	COST CODE	DESCRIPTION	UNIT QUANTITY	UM	UNIT PRICE	EXTENSION
6002	244	TYPE C TRAFFIC BARRIER END TREATMENT	4	EA	\$5,000.00	\$20,000.00
6009	200	TRAFFIC BARRIER W-BEAM USING 6 FOOT POST	100	LF	\$35.00	\$3,500.00
6010	222	TRAFFIC BARRIER W-BEAM 6 FOOT POST		EA	\$5.00	\$0.00
6011	133	TRAFFIC BARRIER W-BEAM USING 8 FOOT POST		LF	\$38.00	\$0.00
6014	240	TRAFFIC BARRIER W-BEAM PANEL REPLACEMENT		LF	\$34.00	\$0.00
6016	209	TRAFFIC BARRIER ANCHORAGE AT STRUCTURE		EA	\$500.00	\$0.00
6023	241	REMOVAL & DISPOSAL OF EXISTING TRAFFIC BARRIER W-BEAM	100	LF	\$18.00	\$1,800.00
EWO	332	TYPE L TRAFFIC BARRIER END TREATMENT		EA	\$2,800.00	\$0.00
<b>TOTAL</b>						<b>\$25,300.00</b>

The undersigned Contractor does certify it has made payments from proceeds of prior payments, to Labor and Material men/woman, including lessors of equipment, and subcontractors, all as required by Section 17-106 of the State Finance and Procurement Article of the Annotated Code of Maryland (1988 Edition) and that it shall make like and timely payments from the proceeds of this payment as statutorily so required.



# GUARDRAILS, etc., Inc.

KENT COUNTY TO PIGGY BACK

Our Job No. \_\_\_\_\_

Contract No.: 477D21426

DESCRIPTION: Guardrail Installation Various Roads

Invoice No. \_\_\_\_\_

Contractor: **Kent County Public Works**  
Roads Department  
  
709 Morgnec Road, Suite 103  
  
Chestertown, MD 21620

P.O. #: \_\_\_\_\_

Vendor #: 5269

## ESTIMATE

Date: 10/30/2023

LOCATION: RICAUDS BRANCH ROAD

ITEM #	COST CODE	DESCRIPTION	UNIT QUANTITY	UM	UNIT PRICE	EXTENSION
6002	244	TYPE C TRAFFIC BARRIER END TREATMENT	4	EA	\$5,000.00	\$20,000.00
6009	200	TRAFFIC BARRIER W-BEAM USING 6 FOOT POST	100	LF	\$35.00	\$3,500.00
6010	222	TRAFFIC BARRIER W-BEAM 6 FOOT POST		EA	\$5.00	\$0.00
6011	133	TRAFFIC BARRIER W-BEAM USING 8 FOOT POST		LF	\$38.00	\$0.00
6014	240	TRAFFIC BARRIER W-BEAM PANEL REPLACEMENT		LF	\$34.00	\$0.00
6016	209	TRAFFIC BARRIER ANCHORAGE AT STRUCTURE		EA	\$500.00	\$0.00
6023	241	REMOVAL & DISPOSAL OF EXISTING TRAFFIC BARRIER W-BEAM	100	LF	\$18.00	\$1,800.00
EWO	332	TYPE L TRAFFIC BARRIER END TREATMENT		EA	\$2,800.00	\$0.00
					<b>TOTAL</b>	<b>\$25,300.00</b>

The undersigned Contractor does certify it has made payments from proceeds of prior payments, to Labor and Material men/woman, including lessors of equipment, and subcontractors, all as required by Section 17-106 of the State Finance and Procurement Article of the Annotated Code of Maryland (1988 Edition) and that it shall make like and timely payments from the proceeds of this payment as statutorily so required.

**4010 NORTH POINT BLVD. • BALTIMORE, MD 21222 • PHONE (410) 477-8300 • FAX (410) 477-1612**  
"EQUAL OPPORTUNITY EMPLOYER • CERTIFIED W.B.E. CONTRACTOR"



# GUARDRAILS, etc., Inc.

KENT COUNTY TO PIGGY BACK

Our Job No. \_\_\_\_\_

Contract No.: 477D21426

DESCRIPTION: Guardrail Installation Various Roads

Invoice No. \_\_\_\_\_

Contractor: Kent County Public Works  
Roads Department

P.O. #: \_\_\_\_\_

709 Morgnec Road, Suite 103

Chestertown, MD 21620

Vendor #: 5269 \_\_\_\_\_

## ESTIMATE

Date: 10/30/2023 \_\_\_\_\_

LOCATION:

FISH HATCHERY ROAD

ITEM #	COST CODE	DESCRIPTION	UNIT QUANTITY	UM	UNIT PRICE	EXTENSION
6002	244	TYPE C TRAFFIC BARRIER END TREATMENT	4	EA	\$5,000.00	\$20,000.00
6009	200	TRAFFIC BARRIER W-BEAM USING 6 FOOT POST	100	LF	\$35.00	\$3,500.00
6010	222	TRAFFIC BARRIER W-BEAM 6 FOOT POST		EA	\$5.00	\$0.00
6011	133	TRAFFIC BARRIER W-BEAM USING 8 FOOT POST		LF	\$38.00	\$0.00
6014	240	TRAFFIC BARRIER W-BEAM PANEL REPLACEMENT		LF	\$34.00	\$0.00
6016	209	TRAFFIC BARRIER ANCHORAGE AT STRUCTURE		EA	\$500.00	\$0.00
6023	241	REMOVAL & DISPOSAL OF EXISTING TRAFFIC BARRIER W-BEAM	100	LF	\$18.00	\$1,800.00
EWO	332	TYPE L TRAFFIC BARRIER END TREATMENT		EA	\$2,800.00	\$0.00
					<b>TOTAL</b>	<b>\$25,300.00</b>

The undersigned Contractor does certify it has made payments from proceeds of prior payments, to Labor and Material men/woman, including lessors of equipment, and subcontractors, all as required by Section 17-106 of the State Finance and Procurement Article of the Annotated Code of Maryland (1988 Edition) and that it shall make like and timely payments from the proceeds of this payment as statutorily so required.

**4010 NORTH POINT BLVD. • BALTIMORE, MD 21222 • PHONE (410) 477-8300 • FAX (410) 477-1612**  
"EQUAL OPPORTUNITY EMPLOYER • CERTIFIED W.B.E. CONTRACTOR"



# GUARDRAILS, etc., Inc.

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September 17, 2024

Kent County Public Works  
Road Department  
709 Morgnec Road, Suite 103  
Chestertown, MD 21620  
Attn: Daniel Bittner

RE: FY25 - Kent County to Piggyback SHA District 2 Contract No. 477D21426

Dear Daniel:

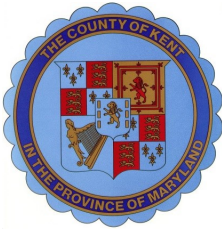
We would like to renew the Contract with Kent County for guardrail services FY25 for one year which we are piggybacking with SHA/MDOT District 2 Contract # 477D21426.

We look forward to working with you on this project.

Respectfully Submitted,

Marnie Hoffman

MH/ct



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**Rock Hall Volunteer Fire Company, Beer, Wine, and Liquor, October  
10, 2024  
10/1/2024  
County Commissioners Meeting**

**ATTACHMENTS:**

**Description**

2024 PD-43 Rock Hall Volunteer Fire Company, Beer, Wine, and Liquor, October 10, 2024, Application

**APPLICATION FOR A SPECIAL CLASS "C" (PER DIEM) LICENSE**

Application is made by the undersigned under the provisions of Sections 4-1202, 4-1208, 4-1209, 24-503, 24-1301, 24-1307 and 24-1308 of the Alcoholic Beverages Article, for a Special Class C (Per Diem) License.

Check One:  Beer  Beer and Wine  Beer, Wine, and Liquor

We submit and certify to the following information and statements as required.

1. The club, society or association on behalf of which the license is desired:

Rock Hall Vol Fire Co

Address 21500 Rock Hall Ave, Rock Hall md 21661

Type of Function Republican Presidential Election Rally

Location of Function Chesapeake Room - Rock Hall Fire House

2. This function is operated exclusively for a religious, fraternal, civic, veterans', or charitable organization, association, club, or society; or hospital supporting organization.

3. The applicants are citizens of the United States, not less than twenty-one years of age, and have never been convicted of a felony.

4. The applicants have not had a license for the sale of alcoholic beverages revoked.

5. Have the applicants ever been adjudged guilty of violating the laws for the prevention of gambling in the State of Maryland and/or adjudged guilty of violating the laws governing the sale of alcoholic beverages in the State of Maryland or the United States? NO Yes or No

6. The applicants will, if granted a license, conform to all laws and regulations relating to the business with respect to which such license is desired.

7. The applicants submit herewith a statement duly executed and acknowledged by the owner of the premises in which the business is to be conducted, assenting to the granting of the license applied for, authorizing the Comptroller, his duly authorized deputies, inspectors and clerks, the Board of License Commissioners (if any) for the aforesaid County, its duly authorized agents and employees, and any peace officer of said county, to inspect and search, without warrant, the premises upon which the business is to be conducted, and any and all parts of the premises where said business is to be conducted, at any and all hours.

8. The license for which this application is made is to be for the following day(s) Oct 10<sup>th</sup>.  
Begin at: 5:30 AM End at: 10:00 PM and the applicant tenders herewith the sum of (\$ 25 Per Diem) (\$     ) in payment for the license.

Please Select One:

Pick Up

Mail Permit (will be mailed to above address)





9. Applicants

1) Sharon J Truitt 21120 Spring Cove Rd Rock Hall  
Name Residence 21661  
49 years Aux. Pres. 410 7086647  
Length of Residence in Kent Co. Committee Title Phone No. Sharon J Truitt  
(Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 11th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared Sharon J Truitt the applicant(s) named in the a foregoing application, and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Linda M. George (SEAL)

2) Rebecca Demchuk 23046 Bay Shore Spur Chester town, MD 21620  
Name Residence  
50 years Vice President 410-708-3115  
Length of Residence in Kent Co. Committee Title Phone No. Rebecca B Demchuk  
(Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 11th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared Rebecca Demchuk the applicant(s) named in the a foregoing application, and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Linda M. George (SEAL)

3) Linda M. Kimble 21175 Haven Rd Rock Hall, Md  
Name Residence  
60 yrs Secretary 410 639-7483  
Length of Residence in Kent Co. Committee Title Phone No. Linda M. Kimble  
(Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 11th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared Linda M. Kimble the applicant(s) named in the a foregoing application, and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Linda M. George (SEAL)

STATEMENT OF OWNER/ENTITY OF PREMISES REQUIRED IN CONNECTION WITH ALCOHOLIC BEVERAGES LAWS OF MARYLAND

I, WE) HEREBY CERTIFY, That (I am, we are) the owner(s) OR (I, We) have been given authorization by the Entity to act on their behalf of the property named with the submission of this application under the Alcoholic Beverages Laws of Maryland and agrees to the issuance of the license. This statement does hereby authorize a warrantless inspection and search of the premises at any time in any part of the building in which the business is to be conducted by the Comptroller, the Commission, the Board of License Commissioners of Kent County and its authorized agents and employees, or a peace officer of the county or municipality where the business is located.

SIGNATURE OF OWNER: \_\_\_\_\_ PRINT NAME: \_\_\_\_\_

SIGNATURE OF OWNER: \_\_\_\_\_ PRINT NAME: \_\_\_\_\_

NAME OF ENTITY: \_\_\_\_\_

AUTHORIZED AGENT SIGNATURE: Robert Glenn PRINT NAME: Robert Glenn

TITLE OF AUTHORIZED AGENT: President

-----

NOTARY OWNER/ENTITY OF PREMISES

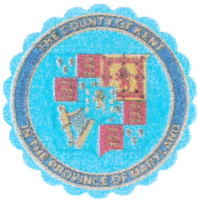
STATE OF MARYLAND, COUNTY OF Kent :

THIS CERTIFIES, That on the 11 day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared Robert Glenn and acknowledged the execution of the foregoing statement to be a true act.

WITNESS my hand and official seal.

(SEAL)

Linda M. George



# Board of License Commissioners

Ronald H. Fithian, President | Albert H. Nickerson, Member | John F. Price, Member  
Shelley L. Heller, County Administrator | Thomas N. Yeager, County Attorney

## SPECIAL CLASS "C" (PER DIEM) LICENSE AFFIDAVIT

In applying for this Special Class "C" (Per Diem) License it is important that you realize the responsibility that goes with the issuance of the license. All persons or groups using this license as authorized under Sections 4-1202, 4-1208, 4-1209, 24-503, 24-1301, 24-1307, and 24-1308 of the Alcoholic Beverages Article of the Annotated Code of Maryland are covered by all the laws regarding the sale and consumption of alcoholic beverages. Special care should be taken to be sure the following edicts are adhered to:

1. All persons must be 21 years of age or older to sell, purchase, or consume an alcoholic beverage.
2. All sales and the consumption of alcohol must stop promptly at 2:00 a.m.
3. No intoxicated person shall be served any alcoholic beverages.
4. No unnecessary noise or disturbance that could be a nuisance to the community shall occur.
5. The person(s) responsible for the function must see that order and decorum are kept at all times.
6. The application must be completed by three committee members; one member must be a Kent County resident.
7. License must be prominently displayed at the location where alcohol is being served. Failure to comply with the laws of the State of Maryland may make the responsible person(s) subject to a fine.

This license may be issued to a religious, fraternal, civic, veterans', or charitable organization, association, club, or society; or hospital supporting organization. This license shall not be transferred or reassigned.

Cost of a Special Class "C" Per Diem License: **Beer \$5.00, Beer and Wine \$15.00, and Beer, Wine, and Liquor \$25.00.** Make checks payable to: **The County Commissioners of Kent County,** along with the completed application.

Name of organization, club, etc. Rock Hall Vol Fire Co

Address 21500 Rock Hall Ave, Rock Hall Md 21661

Name Linda M. George Linda M. George  
(Please Print) (Signature)

Phone # 443-480-0675 Date 9-19-24

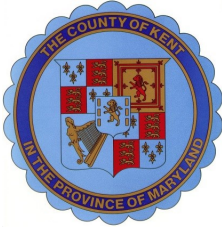
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SEP 24 2024

KENT COUNTY COMMISSIONERS OFFICE

*EMB*

R. Clayton Mitchell, Jr. Kent County Government Center



---

**Dogwood Festival of Galena, Inc., Beer and Wine, October 12, 2024  
(Appreciation Day)**

**10/1/2024**

**County Commissioners Meeting**

ATTACHMENTS:

Description

2024 PD-42 Dogwood Festival of Galena, Inc., Beer and Wine, October 12, 2024, Application

2024 PD-42

**APPLICATION FOR A SPECIAL CLASS "C" (PER DIEM) LICENSE**

Application is made by the undersigned under the provisions of Sections 4-1202, 4-1208, 4-1209, 24-503, 24-1301, 24-1307 and 24-1308 of the Alcoholic Beverages Article, for a Special Class C (Per Diem) License.

Check One: Beer ( ) Beer and Wine (X) Beer, Wine, and Liquor ( )

We submit and certify to the following information and statements as required.

1. The club, society or association on behalf of which the license is desired:

Dogwood Festival of Galena, Inc.

Address 101 S. Main St., Galena, MD 21635

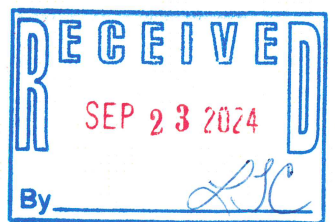
Type of Function Appreciation Day (small event at town park)

Location of Function 105 Sycamore Ln, Galena, MD 21635

- 2. This function is operated exclusively for a religious, fraternal, civic, veterans', or charitable organization, association, club, or society; or hospital supporting organization.
- 3. The applicants are citizens of the United States, not less than twenty-one years of age, and have never been convicted of a felony.
- 4. The applicants have not had a license for the sale of alcoholic beverages revoked.
- 5. Have the applicants ever been adjudged guilty of violating the laws for the prevention of gambling in the State of Maryland and/or adjudged guilty of violating the laws governing the sale of alcoholic beverages in the State of Maryland or the United States? NO Yes or No
- 6. The applicants will, if granted a license, conform to all laws and regulations relating to the business with respect to which such license is desired.
- 7. The applicants submit herewith a statement duly executed and acknowledged by the owner of the premises in which the business is to be conducted, assenting to the granting of the license applied for, authorizing the Comptroller, his duly authorized deputies, inspectors and clerks, the Board of License Commissioners (if any) for the aforesaid County, its duly authorized agents and employees, and any peace officer of said county, to inspect and search, without warrant, the premises upon which the business is to be conducted, and any and all parts of the premises where said business is to be conducted, at any and all hours.

8. The license for which this application is made is to be for the following day(s) 10/12/24.  
Begin at: 10 AM End at: 3 PM and the applicant tenders herewith the sum of (\$ \_\_\_\_\_ Per Diem) (\$ 15) in payment for the license. 3 PM Email approval given to change event time.

Please Select One:  
( ) Pick Up  
(X) Mail Permit (will be mailed to above address)





**SPECIAL CLASS "C" (PER DIEM) LICENSE AFFIDAVIT**

In applying for this Special Class "C" (Per Diem) License it is important that you realize the responsibility that goes with the issuance of the license. All persons or groups using this license as authorized under Sections 4-1202, 4-1208, 4-1209, 24-503, 24-1301, 24-1307, and 24-1308 of the Alcoholic Beverages Article of the Annotated Code of Maryland are covered by all the laws regarding the sale and consumption of alcoholic beverages. Special care should be taken to be sure the following edicts are adhered to:

1. All persons must be 21 years of age or older to sell, purchase, or consume an alcoholic beverage.
2. All sales and the consumption of alcohol must stop promptly at 2:00 a.m.
3. No intoxicated person shall be served any alcoholic beverages.
4. No unnecessary noise or disturbance that could be a nuisance to the community shall occur.
5. The person(s) responsible for the function must see that order and decorum are kept at all times.
6. The application must be completed by three committee members; one member must be a Kent County resident.
7. License must be prominently displayed at the location where alcohol is being served. Failure to comply with the laws of the State of Maryland may make the responsible person(s) subject to a fine.

This license may be issued to a religious, fraternal, civic, veterans', or charitable organization, association, club, or society; or hospital supporting organization. This license shall not be transferred or reassigned.

Cost of a Special Class "C" Per Diem License: **Beer \$5.00, Beer and Wine \$15.00, and Beer, Wine, and Liquor \$25.00.** Make checks payable to: **The County Commissioners of Kent County**, along with the completed application.

Name of organization, club, etc. Dogwood Festival of Galena, Inc.

Address 101 S. Main St., Galena, MD 21635

Name Marisa Pisapia Marisa Pisapia  
 (Please Print) (Signature)

Phone # (410) 648-5151 ext. 303 Date 9/17/24

9. Applicants

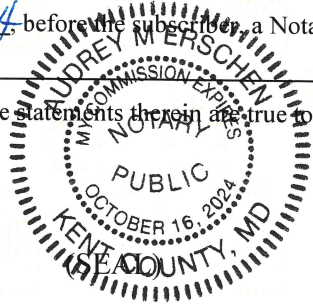
① Marisa R. Pisapia 31854 Griffith Dr., Galena, MD 21635  
 Name Residence  
23 years Finance Clerk (410) 648-5151 Marisa Pisapia  
 Length of Residence in Kent Co. Committee Title Phone No. (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 17th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared \_\_\_\_\_ the applicant(s) named in the foregoing application and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Audrey M. Erschen



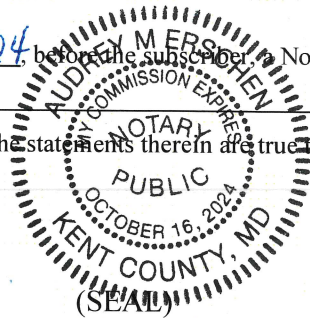
② John T. Carroll 137 N Main St Galena, MD 21635  
 Name Residence  
15 years Mayor 410-708-0247  
 Length of Residence in Kent Co. Committee Title Phone No. (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 17th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared John T. Carroll the applicant(s) named in the foregoing application and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Audrey M. Erschen



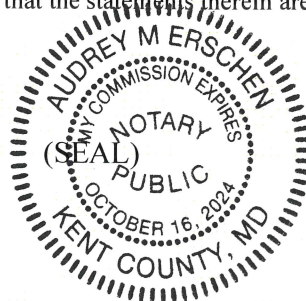
③ Amber E. Englebach 110 E. Cross, Galena, Md. 21635  
 Name Residence  
18 yrs  zoning coordinator 448 5151  
 Length of Residence in Kent Co. Committee Title Phone No. (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 17th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared Amber E. Englebach the applicant(s) named in the foregoing application and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Audrey M. Erschen



**STATEMENT OF OWNER/AUTHORIZED AGENT FOR ENTITY OF PREMISES REQUIRED IN CONNECTION WITH ALCOHOLIC BEVERAGES LAWS OF MARYLAND**

I HEREBY CERTIFY That I am the owner OR I have been given authorization by the Entity to act on their behalf of the property as an authorized agent named with the submission of this application under the Alcoholic Beverages Laws of Maryland and agree to the issuance of the license. This statement does hereby authorize a warrantless inspection and search of the premises at any time in any part of the building in which the business is to be conducted by the Comptroller, the Commission, the Board of License Commissioners of Kent County, and its authorized agents and employees, or a peace officer of the county or municipality where the business is located.

NAME OF ENTITY: Dogwood Festival of Galena, Inc.

OWNER/AUTHORIZED AGENT:  
SIGNATURE: [Signature] PRINT NAME: John T. Carroll, Jr.

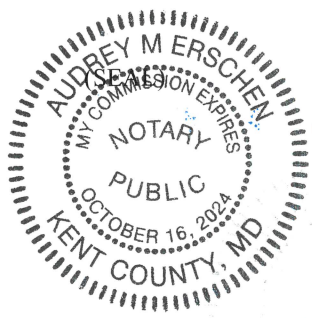
TITLE OF AUTHORIZED AGENT: Mayor

**NOTARY  
OWNER/AUTHORIZED AGENT FOR ENTITY OF PREMISES**

STATE OF MARYLAND, COUNTY OF Kent :

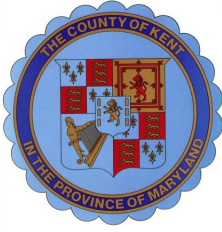
THIS CERTIFIES, That on the 17th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared John T. Carroll, Jr. and acknowledged the execution of the foregoing statement to be a true act.

WITNESS my hand and official seal.



Audrey M. Erschen





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**Dogwood Festival of Galena, Inc., Beer and Wine, October 12, 2024  
(Movie Night)  
10/1/2024  
County Commissioners Meeting**

**ATTACHMENTS:**

**Description**

2024 PD-44 Dogwood Festival of Galena, Inc., Beer and Wine, October 12, 2024, Application

2024 PD-44

**APPLICATION FOR A SPECIAL CLASS "C" (PER DIEM) LICENSE**

Application is made by the undersigned under the provisions of Sections 4-1202, 4-1208, 4-1209, 24-503, 24-1301, 24-1307 and 24-1308 of the Alcoholic Beverages Article, for a Special Class C (Per Diem) License.

Check One:  Beer  Beer and Wine  Beer, Wine, and Liquor

We submit and certify to the following information and statements as required.

1. The club, society or association on behalf of which the license is desired:

Dogwood Festival of Galeta, Inc.

Address 101 S. Main St., Galeta, MD 21635

Type of Function Appreciation Day (small event at town park) - Movie Night

Location of Function 105 Sycamore Ln, Galeta, MD 21635

2. This function is operated exclusively for a religious, fraternal, civic, veterans', or charitable organization, association, club, or society; or hospital supporting organization.

3. The applicants are citizens of the United States, not less than twenty-one years of age, and have never been convicted of a felony.

4. The applicants have not had a license for the sale of alcoholic beverages revoked.

5. Have the applicants ever been adjudged guilty of violating the laws for the prevention of gambling in the State of Maryland and/or adjudged guilty of violating the laws governing the sale of alcoholic beverages in the State of Maryland or the United States? NO Yes or No

6. The applicants will, if granted a license, conform to all laws and regulations relating to the business with respect to which such license is desired.

7. The applicants submit herewith a statement duly executed and acknowledged by the owner of the premises in which the business is to be conducted, assenting to the granting of the license applied for, authorizing the Comptroller, his duly authorized deputies, inspectors and clerks, the Board of License Commissioners (if any) for the aforesaid County, its duly authorized agents and employees, and any peace officer of said county, to inspect and search, without warrant, the premises upon which the business is to be conducted, and any and all parts of the premises where said business is to be conducted, at any and all hours.

8. The license for which this application is made is to be for the following day(s) 10/17/24.  
Begin at: 7 P.M., End at: 10 PM and the applicant tenders herewith the sum of (\$ \_\_\_\_\_ Per Diem) (\$ 15) in payment for the license.

*Time charge of event approved via email. LSC*

Please Select One:  
 Pick Up  
 Mail Permit (will be mailed to above address)



9. Applicants

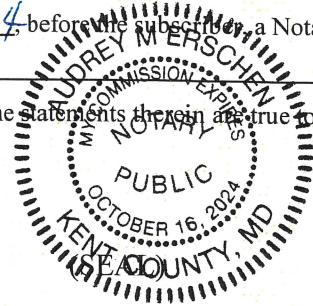
① Marisa R. Pisapia 31054 Griffith Pr., Galeta, MD 21635  
 Name Residence  
23 years Finance Clerk (410) 648-5151  
 Length of Residence in Kent Co. Committee Title Phone No. Marisa Pisapia  
 (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 17th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared \_\_\_\_\_ the applicant(s) named in the foregoing application and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Audrey M. Erschen



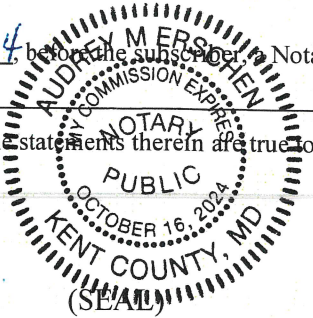
② John T. Carroll 137 N main St Galeta, MD 21635  
 Name Residence  
15 years Mayor 410-708-0247  
 Length of Residence in Kent Co. Committee Title Phone No. \_\_\_\_\_  
 (Signature of Applicant)

STATE OF MARYLAND

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WITNESS my hand and official seal.

Audrey M. Erschen



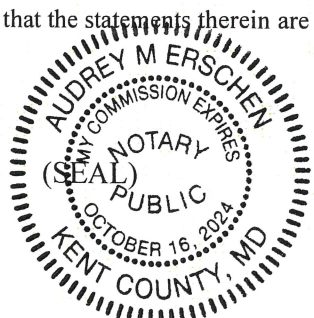
③ Amber E. Englebach 110 E. Cross, Galeta, Md. 21635  
 Name Residence  
18 yrs Zoning Coordinator 448 5151  
 Length of Residence in Kent Co. Committee Title Phone No. \_\_\_\_\_  
 (Signature of Applicant)

STATE OF MARYLAND

This certifies, that on the 17th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared Amber E. Englebach the applicant(s) named in the foregoing application and made oath in the due form of law that the statements therein are true to the best of (his, their) knowledge and belief.

WITNESS my hand and official seal.

Audrey M. Erschen



STATEMENT OF OWNER/AUTHORIZED AGENT FOR ENTITY OF PREMISES REQUIRED IN CONNECTION WITH ALCOHOLIC BEVERAGES LAWS OF MARYLAND

I HEREBY CERTIFY That I am the owner OR I have been given authorization by the Entity to act on their behalf of the property as an authorized agent named with the submission of this application under the Alcoholic Beverages Laws of Maryland and agree to the issuance of the license. This statement does hereby authorize a warrantless inspection and search of the premises at any time in any part of the building in which the business is to be conducted by the Comptroller, the Commission, the Board of License Commissioners of Kent County, and its authorized agents and employees, or a peace officer of the county or municipality where the business is located.

NAME OF ENTITY: Dogwood Festival of Galena, Inc.

OWNER/AUTHORIZED AGENT:

SIGNATURE: [Signature] PRINT NAME: John T. Carroll, Jr.

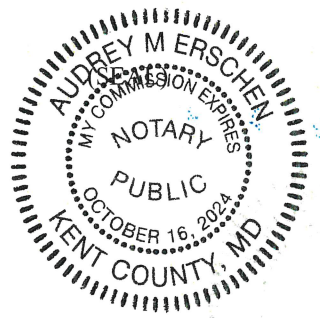
TITLE OF AUTHORIZED AGENT: Mayor

NOTARY OWNER/AUTHORIZED AGENT FOR ENTITY OF PREMISES

STATE OF MARYLAND, COUNTY OF Kent :

THIS CERTIFIES, That on the 17th day of September, 2024, before the subscriber, a Notary of the State of Maryland, personally appeared John T. Carroll, Jr. and acknowledged the execution of the foregoing statement to be a true act.

WITNESS my hand and official seal.



[Signature]



# Board of License Commissioners

Ronald H. Fithian, President | Albert H. Nickerson, Member | John F. Price, Member  
Shelley L. Heller, County Administrator | Thomas N. Yeager, County Attorney

## SPECIAL CLASS "C" (PER DIEM) LICENSE AFFIDAVIT

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3. No intoxicated person shall be served any alcoholic beverages.
4. No unnecessary noise or disturbance that could be a nuisance to the community shall occur.
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6. The application must be completed by three committee members; one member must be a Kent County resident.
7. License must be prominently displayed at the location where alcohol is being served. Failure to comply with the laws of the State of Maryland may make the responsible person(s) subject to a fine.

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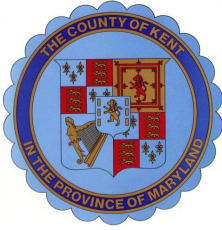
Cost of a Special Class "C" Per Diem License: **Beer \$5.00, Beer and Wine \$15.00, and Beer, Wine, and Liquor \$25.00.** Make checks payable to: **The County Commissioners of Kent County**, along with the completed application.

Name of organization, club, etc. Dogwood Festival of Galena, Inc.

Address 101 S. Main St., Galena, MD 21035

Name Marisa Pisapia Marisa Pisapia  
(Please Print) (Signature)

Phone # (410) 648-5151 ext. 303 Date 9/17/24



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**Pete Landon, Director, Office of Emergency Services, and Lynn Sutton,  
Chairperson, Kent County Emergency Services Board  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

First Read - Code Home Rule 8-2024 Emergency Services and Fire Companies Vehicles

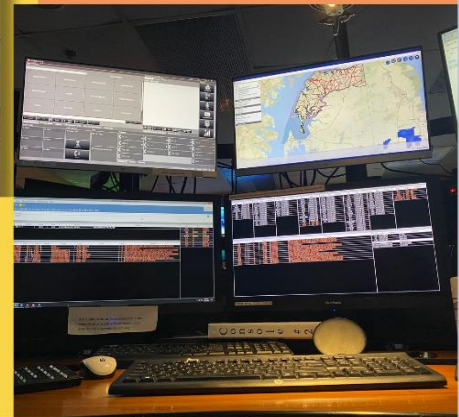
AN ACT concerning Chapter 33 Emergency Services and Fire Companies, Section 33-1 Emergency Services Board Appropriations and 33-2 Vehicles. For the purpose of decreasing time constraints for volunteer fire and EMS companies to achieve compliance with standards and revisions to be consistent with the Maryland Annotated Code Transportation Article. By repealing Chapter 33 Emergency Services and Fire Companies, Section 33-1 Emergency Services Board Appropriations, and 33-2 Vehicles and reenacting with amendments to Chapter 33 Emergency Services and Fire Companies.

**ATTACHMENTS:**

Description

OES NA Coversheet

CHR Bill No. 8-2024 Emergency Services and Fire Companies, DRAFT Legislation



**THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND**

**October 1, 2024**  
**Legislative Session Day**

**Legislative Session Day**  
**October 1, 2024**

**CODE HOME RULE**  
**BILL NO. 8-2024**

INTRODUCED BY: Ronald H. Fithian, President of the Board of County Commissioners for Kent County, Maryland.

AN ACT concerning Chapter 33 Emergency Services and Fire Companies, Section 33-1 Emergency Services Board Appropriations and 33-2 Vehicles. For the purpose of decreasing time constraints for volunteer fire and EMS companies to achieve compliance with standards and revisions to be consistent with the Maryland Annotated Code Transportation Article. By repealing Chapter 33 Emergency Services and Fire Companies, Section 33-1 Emergency Services Board Appropriations, and 33-2 Vehicles and reenacting with amendments to Chapter 33 Emergency Services and Fire Companies.

**THE COUNTY COMMISSIONERS**  
**OF KENT COUNTY, MARYLAND**

\_\_\_\_\_  
Ronald H. Fithian, President

INTRODUCED, read the first time, October 1, 2024, ordered posted and public hearing scheduled on October 29, 2024, at 10:00 a.m. in the County Commissioners Hearing Room, R. Clayton Mitchell, Jr., Kent County Government Center, 400 High Street, Chestertown, Maryland.

By order of:

\_\_\_\_\_  
Sondra M. Blackiston, Clerk

**PUBLIC HEARING**

HAVING been posted and notice of the time and place of the hearing and copies made available to the public and the press, a public hearing was held on October 29, 2024. Reported favorably [with] [without] amendments; read the second time and ordered to be considered on November 19, 2024, a legislative session day.



**A BILL ENTITLED CHR 8-2024 EMERGENCY SERVICES AND FIRE COMPANIES**

**SECTION 1. NOW THEREFORE BE IT ENACTED BY THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND, that Chapter 33 Emergency Services and Fire Companies** is hereby amended by repealing Chapter 33 Emergency Services and Fire Companies, Section 33-1 Emergency Services Board Appropriations and Section 33-2 Vehicles and reenacting with amendments to Chapter 33 Emergency Services and Fire Companies herein.

**§ 33-1. Emergency Services Board Appropriations.**

A. Definitions. As used in this section, the following terms shall have the meanings indicated:

ALS — Advance life support.

BLS — Basic life support.

BOARD — The Emergency Services Board as set forth in this section.

~~CHIEFS~~ **CHIEFS' ASSOCIATION** — The organization known as "Kent County ~~Chiefs~~ **CHIEFS' Association of Kent County, Maryland,**" whose membership consists of the chief of each fire company and rescue squad located in Kent County, Maryland.

COUNTY — Kent County, Maryland.

DIRECTOR — The Director of the Kent County Office of Emergency Services.

EMS — Emergency medical services.

EMS COUNCIL — The organization known as "Kent County Emergency Medical Services Council," whose membership consists of a representative from each of the EMS services in Kent County and one from the County's EMS.

B. Emergency Services Board.

(1) ~~The County Commissioners~~ of Kent County shall establish an Emergency Services Board, which shall consist of five members:

(a) Membership.

[1] A representative from the ~~Chiefs~~ **CHIEFS' Association**, who shall be appointed by the ~~Chiefs~~ **CHIEFS' Association** and shall serve for a one-year term;

[2] A representative from the EMS Council, who shall be appointed by the EMS Council and shall serve for a one-year term;

[3] A citizen, who shall be appointed by the County Commissioners and shall act as Chairman of the Board. The citizen shall be a resident of Kent County, Maryland, shall have no current affiliation with a fire or EMS company, shall have leadership skills, and shall serve for a three-year term;

[4] A citizen attorney, who shall be appointed by the County Commissioners. The citizen attorney shall be a member of the bar of the State of Maryland; shall be a

resident of Kent County, Maryland or shall maintain an active office in Kent County for the practice of law; shall have no current affiliation with a fire or EMS company; and shall serve for a three-year term; and

[5] The Director of the Kent County Office of Emergency Services, who shall serve as long as he or she is the Director.

- (b) Notwithstanding the above, there shall not be more than one member from each respective fire company and rescue squad on the Board.
- (c) A quorum of the Board shall be a majority of all members thereof.
- (d) The Board, subject to the approval of the County Commissioners, may from time to time employ or contract with such personnel as the Board may consider necessary to properly administer the functions of the Board.

(2) All Board members may be reappointed to the Board after serving their term.

(3) The Board shall approve and enforce County-wide policies and standards for fire protection services and emergency medical services.

(4) The Board shall have authority to withhold funding from any fire or EMS company in order to ensure compliance with approved standards. The Board's authority in this regard shall be exercised as follows: From the date of the adoption of a policy or one or more standards by the Board, each fire and EMS company will have ~~one year~~ to come into reasonable compliance **WITHIN THE TIME SET FORTH BY THE KENT COUNTY CHIEFS' ASSOCIATION OR THE KENT COUNTY EMS COUNCIL. SUCH TIME SHALL BE EITHER THIRTY DAYS, SIXTY DAYS, OR NINETY DAYS.** If at the end of ~~one year~~ **THE TIME SET FORTH BY THE KENT COUNTY CHIEFS' ASSOCIATION OR THE KENT COUNTY EMS COUNCIL** a company is not compliant with the Board's policies and/or standards, the Board shall withhold 5% of the noncompliant company's funds and will appoint a review committee to determine strategies to bring the company into compliance. If at the end of the ~~second year~~ **TIME SET FORTH BY THE KENT COUNTY CHIEFS' ASSOCIATION OR THE KENT COUNTY EMS COUNCIL** the company is still not in compliance, the Board will withhold 10% of the company's funds and will appoint a review committee to provide an alternative recommendation to the Board in order to ensure compliance.

(5) The Board shall evaluate the **FIRE AND EMS** system annually, and shall make recommendations as appropriate to the County Commissioners regarding updates and improvements to the system. These recommendations may include, but are not limited to, staffing, priority dispatch, billing, evaluation of system progress, and the delivery of **FIRE AND EMS** Countywide.

(6) The Board may establish bylaws, procedures, and rules to facilitate carrying out its mission and responsibilities.

C. Authorization.

(1) The County Commissioners are hereby authorized and directed, each and every year, to appropriate .0322 per \$100 of the value of the assessable real property as set by the State

Department of Assessments and Taxation (full-year levy) for the use and benefit of the fire companies, ambulance companies, rescue squads, and/or other public safety providers.

- (2) The sum so appropriated shall be in lieu of any and all other funds to be paid by the County to or on behalf of the fire companies, ambulance companies, rescue squads, and/or other public safety providers.

D. Allocation of funds.

- (1) All such funds appropriated by the County Commissioners pursuant to the above subsection shall be designated for the use of fire protection services, for the use of emergency medical services, and/or for both as determined by the Board.
- (2) The ~~Chief's~~ **CHIEFS'** Association shall allocate among the fire companies, rescue squads, and/or other public safety service providers all of those funds designated for the use of services relating to fire protection services. If the ~~Chief's~~ **CHIEFS'** Association is unable to agree on an appropriate allocation in a timely manner, then the Board shall allocate the funds.
- (3) The EMS Council shall allocate among the fire companies, rescue squads, and/or other public safety service providers all of those funds designated for the use of services related to the provision of emergency medical services. If the EMS Council is unable to agree on an appropriate allocation in a timely manner, then the Board shall allocate the funds.
- (4) The Board shall allocate among the fire companies, rescue squads, and/or other public safety service providers all of those funds designated for the use of services related to the provision of both fire protection services and emergency medical services.
- (5) In the event that the Board cannot agree on the appropriate allocation or distribution of funds, the County Commissioners may withhold funding.

**§ 33-2. Vehicles.**

~~The Fire Chief, his two Chief Deputies or his designated fire police of each volunteer fire company in Kent County may have their vehicles equipped with amber lights or signal devices designed to emit an oscillating, rotating, blinking or other type of emission of light. The lights or signal devices may be flashed or oscillated or otherwise used only while en route to or at the scene of an accident, flood or other emergency to which the volunteer fire company is responding. In addition, the Fire Chief, his two Chief Deputies or his designated fire police may flash, oscillate or otherwise use blue lights only at the scene of an accident, flood or other emergency.~~

**A. IN EACH VOLUNTEER FIRE COMPANY, NO MORE THAN FIVE OF THE FOLLOWING OFFICERS MAY HAVE THEIR PRIVATELY OWNED VEHICLES EQUIPPED WITH RED OR RED AND WHITE LIGHTS OR SIGNAL DEVICES, WHICH MAY BE DISPLAYED ONLY WHILE IN ROUTE TO OR AT THE SCENE OF AN EMERGENCY:**

- (1) THE FIRE CHIEF OR THE HIGHEST-RANKING OFFICER;**
- (2) ONE OR MORE OF THE ASSISTANT CHIEFS OR DEPUTY CHIEFS, WHICHEVER RANK IS SECOND IN COMMAND; AND**
- (3) THE EMERGENCY MEDICAL SERVICES COMMANDER.**

**B. THE FIRE POLICE OF EACH VOLUNTEER FIRE COMPANY MAY HAVE THEIR PRIVATELY OWNED VEHICLES EQUIPPED WITH RED, RED AND GREEN, OR RED**

**AND WHITE LIGHTS OR SIGNAL DEVICES DESIGNED TO EMIT AN OSCILLATING, ROTATING, BLINKING, OR OTHER TYPE OF EMISSION LIGHT.**

**C. THE LIGHTS OR SIGNAL DEVICES MAY BE FLASHED OR OSCILLATED OR OTHERWISE USED ONLY WHILE THE VEHICLE IS AT THE SCENE OF AN ACCIDENT, FLOOD, OR OTHER EMERGENCY TO WHICH THE VOLUNTEER FIRE COMPANY IS RESPONDING.**

**SECTION 2. BE IT FURTHER ENACTED** by the County Commissioners of Kent County that this

Act shall take effect on the \_\_\_\_\_ day of \_\_\_\_\_, 2024.

Read Third Time \_\_\_\_\_

PASSED this \_\_\_\_\_ day of \_\_\_\_\_, 2024.

Failed of Passage \_\_\_\_\_

By order of:

\_\_\_\_\_  
Sondra M. Blackiston, Clerk

THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND

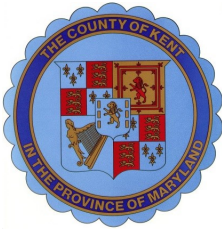
(SEAL)

\_\_\_\_\_  
Ronald H. Fithian, President

\_\_\_\_\_  
Albert H. Nickerson, Member

\_\_\_\_\_  
John F. Price, Member

ORDERED a fair summary thereof or the entire bill shall be published in at least one newspaper of general circulation in the County, not less than three times at weekly intervals within a four-week period.



---

**Carol L. Niemand, President, The Shelter Alliance, Inc.  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

Kent County Homeless Day, October 10, 2024

**ATTACHMENTS:**

**Description**

10.01.24 Proclamation, Kent County Homeless Day 10.10.24

09.12.24 Carol Niemand, President The Shelter Alliance Letter Requesting Proclamation

# *Kent County, Maryland*



## *Proclamation*

### **Kent County Homeless Day** *October 10, 2024*

- WHEREAS,** The purpose of World Homeless Day is to draw attention to homeless people’s needs locally and provide opportunities for the community to get involved in responding to homelessness while taking advantage of the stage an “international day” provides; and
- WHEREAS,** World Homelessness Day was created on the 10<sup>th</sup> of October 2010 through discussions of various aid workers around the world, all of whom were helping the homeless in their own countries; and
- WHEREAS,** The aim is for Kent County citizens to “act locally on a global day”. The emphasis is giving hands-on aid that is sensitive to local needs while being aware of the global problem of homelessness and feeling solidarity with other homeless shelters and aid organizations around the world; and
- WHEREAS,** Since its founding, World Homeless Day has been observed on every continent except America, in over 100 counties; and
- WHEREAS,** The Commissioners of Kent County, Maryland, recognize the homeless population in our community and the need for resources and opportunities to improve their situations.

**NOW, THEREFORE, WE, THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND,** do hereby proclaim October 10, 2024, as “**Kent County Homeless Day**” in Kent County and encourage all members of the community to become educated about homeless issues, and to celebrate and support local good works.

THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND

Ronald H. Fithian, President

Albert H. Nickerson, Member

John F. Price, Member

October 1, 2024



The Shelter Alliance • P.O. Box 2 • Chestertown, MD 21620

September 12, 2024

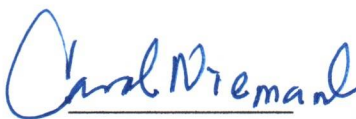
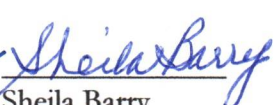


The Commissioners of Kent County  
400 Hight Street  
Chestertown, MD 21620

To the Commissioners of Kent County,

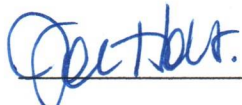

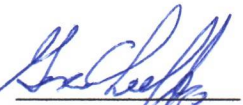
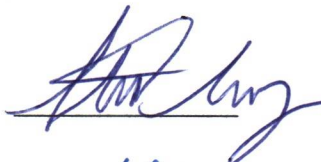
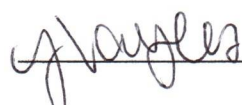
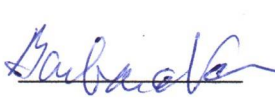
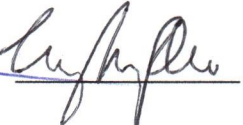
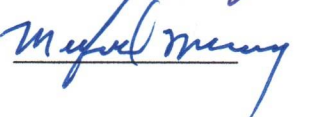
On behalf of The Shelter Alliance, we write to request you adopt a resolution (sample enclosed) designating October 10, 2024, as World Homelessness Day in Kent County. World Homelessness Day is observed internationally on the 10th of October, every year. This year marks the 15<sup>th</sup> Anniversary of the first observance.

This international day serves as a platform to advocate for improved policies and funding that can help prevent and end homelessness. It also aims to raise awareness about the needs of people who currently experience homelessness and promote work in local communities to alleviate suffering and prevent death. As a newly constituted fund within the Mid-Shore Community Foundation, The Shelter Alliance's mission is: *"to provide a year-round shelter for the homeless and unsheltered with a continuum of programming to facilitate their movement from dependency to self-sufficiency."* A proclamation of World Homelessness Day in Kent County will raise awareness of the challenges we face and our organization's aim to be a central part of the solution.

With appreciation for your consideration,

			
Carol Niemand President	Sheila Barry Vice President	David Stant Secretary	Linda Kuiper Treasurer

And Members:

*The Shelter Alliance, Inc. is a component fund of the Mid-Shore Community Foundation, a 501(c)(3) nonprofit organization – donations to which are tax deductible to the fullest extent allowed by law.*

## PROCLAMATION

WHEREAS, the purpose of World Homeless Day is to draw attention to homeless people's needs locally and provide opportunities for the community to get involved in responding to homelessness, while taking advantage of the stage an 'international day' provides; and

WHEREAS World Homeless Day was created on the 10th of October 2010 through discussions of various aid workers around the world, all of whom were helping the homeless in their own countries; and

WHEREAS the aim is for citizens to "act locally on a global day". The emphasis is on giving hands-on aid that is sensitive to local needs while being aware of the global problem of homelessness and feeling solidarity with other homeless shelters and aid organizations around the world; and

WHEREAS, since its founding, World Homeless Day has been observed on every continent except Antarctica, in over 100 countries; and

WHEREAS, the Commissioners of Kent County, Maryland recognize the homeless population in our community and the need for resources and opportunities for the betterment of their situations.

NOW, THEREFORE, we, the Commissioners of Kent County, by the power vested in us, do hereby proclaim October 10, 2024 as "WORLD HOMELESS DAY" in the Kent County and encourage all members of the community to become educated about homeless issues, and to celebrate and support local good works.

IN WITNESS WHEREOF, we have hereunto set our hands and caused to be affixed the official Seal of the Kent County this \_\_\_th day of September 2024.

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Ronald H. Fithian, President

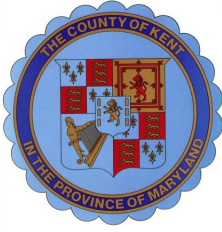
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Albert J. Nickerson, Member

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John F. Price, Member





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**Jamie Williams, Director and Katie Abbott, Economic Development  
Manager, Economic and Tourism Development  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

Economic Development Week in Maryland, October 21 - 25, 2024

**ATTACHMENTS:**

Description

Cover Page

10.01.24 Proclamation Economic Development Week

MEDA Year in Review



Department of Economic and Tourism Development

# Economic Development Week



**October 21-25, 2024**

# *Kent County, Maryland*



## *Proclamation*

### **ECONOMIC DEVELOPMENT WEEK OCTOBER 21-25, 2024**

- WHEREAS,** Kent County Economic Development is an active member of the Maryland Economic Development Association (MEDA), a nonprofit organization established in 1961 whose mission is to enhance the knowledge and skills of its members, encourage partnerships and networking among people committed to bringing jobs and capital to Maryland, and promotes economic development as an investment in Maryland; and
- WHEREAS,** MEDA members promote the economic well-being of Maryland by working to improve the state's business climate and the professionalism of those in the field of economic development including other professionals with an interest in the economy of Maryland, and through its regular meetings, special programs and projects, members address diverse issues; and
- WHEREAS,** Economic Development Week provides the opportunity for community-minded organizations to collaborate and share strategies, programs, and best practices for advancing Maryland's economy; and
- WHEREAS,** The economic growth and stability of the State affect all regions and jurisdictions of Maryland, and Kent County Economic Development is an important component of the State's economic success.

**NOW, THEREFORE, WE, THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND,** hereby proclaim the week of October 21<sup>st</sup> – 25<sup>th</sup>, 2024, as "**Economic Development Week**" in Kent County.

THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND

Ronald H. Fithian, President

Albert H. Nickerson, Member

John F. Price, Member

October 1, 2024



create  
inspire  
enrich

**MEDA**  
Maryland Economic  
Development Association

Economic Development  
*Transforms lives.*

**YEAR IN REVIEW**  
JULY 1, 2023–JUNE 30, 2024

# MEDA YEAR-ROUND PARTNERS

## PREMIER SPONSORS

Maryland Department of Commerce

Maryland Department of Housing & Community Development

Maryland Technology Development Corporation (TEDCO)

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## PLATINUM SPONSORS

M&T Bank

Miles & Stockbridge P.C. (Awards)

PNC Bank

## GOLD SPONSORS

Anne Arundel Economic  
Development Corporation

Baltimore Gas and Electric

Calvert County Department  
of Economic Development

Charles County Economic Development

Comcast NBCUniversal

FSC First

Maryland Department of Labor

Maryland Economic Development  
Corporation (MEDCO)

Montgomery County Economic  
Development Corporation

Prince George's County Economic  
Development Corporation

## SILVER SPONSORS

Baltimore County Department of  
Economic & Workforce Development

Frederick County Office  
of Economic Development

Harford County Office of  
Economic Development

Howard County Economic  
Development Authority

Merritt Companies

Potomac Edison – a FirstEnergy Company

St. Mary's County Department  
of Economic Development

Verizon

## BRONZE SPONSORS

Allegany County Department of  
Economic and Community Development

AT&T

Baltimore Development Corporation (BDC)

Bay Crossing Consulting

Carroll County Department of  
Economic Development

The City of Bowie

City of Frederick Department  
of Economic Development

*The Daily Record*

Fulton Bank

Kent County Department of Economic  
& Tourism Development

Local Initiatives Support Corp. (LISC)

Maryland Department of Planning

The Patuxent Partnership

Town of Bel Air

University of Maryland Eastern Shore

Vision Technologies

Washington County Department of Business  
and Economic Development

## IN-KIND SPONSORS

BEACON at Salisbury University

Maryland Association of Counties  
(MACo)

Maryland Municipal League  
(MML)

PPR Strategies

# LETTER FROM THE GOVERNOR

Dear Maryland Economic Development Partners,

I am thrilled to introduce the Maryland Economic Development Association's 2023-2024 Year in Review, a powerful summary of what our state's economic development community has achieved in the past 12 months.

In our first year, we made incredible progress moving Maryland forward, including announcing the creation of 39,000 new jobs; raising the minimum wage; launching the Service Year Option, and helping 34,000 children move up the socioeconomic ladder. The Baltimore metropolitan region was named a federal Tech Hub, unlocking new opportunities for tens of millions of dollars in federal funds to support our innovation economy. And the long-awaited decision to build the new FBI headquarters in Prince George's County will bring 7,500 jobs to the state and produce over \$4 billion in economic activity.

In our second year, we passed landmark legislation to make housing in Maryland more affordable and strengthen rights for Maryland renters, critical steps that will not only help working Marylanders increase their economic mobility but will help us attract new business and investment to the state. We also passed bills to make our state more competitive by helping us attract technology projects such as data centers and by requiring state agencies to provide more transparency in their licensing and permitting process—which will provide much-needed predictability for entrepreneurs and growing businesses.

Of course, Maryland also faced an unexpected challenge this spring with the shocking and tragic collapse of the Francis Scott Key Bridge in Baltimore. We immediately mobilized a massive recovery effort, provided several avenues of support for impacted businesses, and worked closely with our partners to ensure the wreckage was removed as quickly as possible. Though we mourn with the families of the six men who lost their lives, I am incredibly proud of how Maryland has responded to the tragedy and am proud to say that the Port of Baltimore has fully reopened.

I'm grateful to each and every member of our economic development community for your hard work and dedication to make this Maryland's decade. I look forward to the great things we'll accomplish together in the years to come.

Sincerely,



Wes Moore  
Governor



Wes Moore  
Governor,  
State of Maryland

*"I'm grateful to each and every member of our economic development community for your hard work and dedication to make this Maryland's decade."*



**Kevin Anderson**  
Maryland Department of Commerce

*"Thank you all for your hard work throughout the year, and your continued support of economic development in Maryland."*

## LETTER FROM THE SECRETARY

Dear MEDA Team,

It's once again my great pleasure to introduce the Maryland Economic Development Association's 2023-2024 Year in Review, which offers a summary not only of our state's recent economic development achievements, but of the hard work and dedication of people like you.

It's been an eventful year, to say the least. We announced major expansion and location wins, including Conair's new distribution center in Washington County, Rocket Lab's new manufacturing site in Baltimore County, EV APCO's expansion in Carroll County, and the relocation of Blink Charging's headquarters to Prince George's County.

The Maryland Department of Commerce has continued to attract foreign investment to our state, and recently launched the fifth round of applications for the Maryland Global Gateway Soft Landing Program, which has helped dozens of international companies land in Maryland so they can explore the U.S. market.

During this year's General Assembly session, lawmakers approved Commerce's proposal to add an important new capability to the Small-, Minority-, and Women-Owned Business Account. Our fund managers for this program can now offer grants in conjunction with loans, giving Commerce another tool with which to support small businesses across the state.

Commerce also mobilized to support our business community after the sudden collapse of the Francis Scott Key Bridge in March. Commerce's Port of Baltimore Emergency Business Assistance Program made \$15 million available to businesses whose operations and shipments were primarily reliant on the Port of Baltimore. As the program draws to a close, we expect to have provided funds to more than 100 businesses whose operations were hindered or halted by the temporarily reduced operations at the Port.

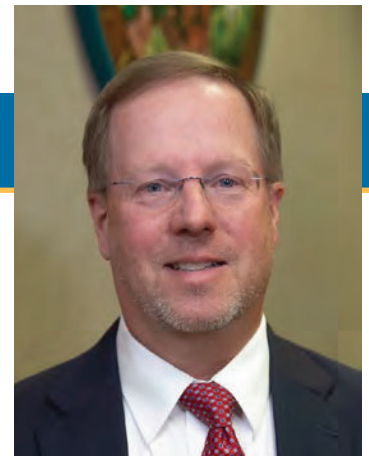
In the coming months, Commerce will continue to work with our partners at the Maryland Economic Development Commission on a new strategic plan to guide our agency's efforts to support economic growth and job creation in the coming years. We've been seeking input from our partners across the state during this process, and look forward to sharing the new plan with you soon.

Thank you all for your hard work throughout the year and your continued support of economic development in Maryland. Great things lie ahead!

Sincerely,

Kevin Anderson  
Secretary of Commerce

# MESSAGE FROM MEDA'S PRESIDENT



**Richard Griffin, CEcD**  
MEDA President

Dear MEDA Members and Economic Development Partners,

I am pleased to report that during the past year MEDA has continued to add new members, deliver high quality professional development conferences, and support the economic development vision for the State of Maryland and its counties, cities, and towns. My first year of a two-year MEDA presidency has been one of growth, resiliency, and opportunities for our members and partners.

MEDA relies on strong membership, capable staff, and effective committees to deliver results, and I would like to recognize those MEDA members who serve on the Board of Directors and committees for their time and energy. It has clearly paid off for the organization and their communities. I am proud to have been at the helm but can take little credit as we broke record membership numbers, brought insightful programming and speakers at sold-out conferences, and expanded our public policy work with a statewide dashboard. Earlier this year MEDA and UMD-Salisbury BEACON announced new research that shows for every dollar invested in economic development across the state, an average return of \$9.17 is generated. I would like to offer our sincerest appreciation for the partnership with BEACON which gathered the data and conducted the analysis. I also want to thank the county economic development directors who took time to provide the data needed to compile the results.

Each of the MEDA committees collaborate with a common purpose: to provide our members the tools they need to be the best economic development professionals in the country. We all work to transform the lives of our citizens and it shows every day.

While MEDA has had a banner year, we recognize it hasn't been easy for many Maryland communities impacted by the collapse of the Francis Scott Key Bridge. Additionally, MEDA has lost some of its own during the past year including Jack Lyburn (Carroll County) and Lori Ratzburg (MD Commerce). Despite these challenges, I've so enjoyed this year primarily because I've had the opportunity to work with each of you and learn how MEDA can be of service.

Thank you to the MEDA team, board, and sponsors for your support. And thank you to all our members for placing your trust in MEDA as we guide Maryland economic development forward.

Best,

A handwritten signature in black ink that reads "Richard G. Griffin". The signature is written in a cursive, flowing style.

Richard Griffin, CEcD  
President of the MEDA Board of Directors  
Director of Economic Development Service, The City of Frederick

*"Each of the MEDA committees collaborate with a common purpose: to provide our members the tools they need to be the best economic development professionals in the country."*



## EXECUTIVE COMMITTEE



**PRESIDENT**  
**Richard G. Griffin, CEcD**  
Director, City of Frederick Department of Economic Development



**VICE PRESIDENT**  
**Tammi Thomas**  
Chief Development and Marketing Officer, TEDCO



**SECRETARY**  
**Kelly Robertson-Slagle**  
Director, Charles County Economic Development Department

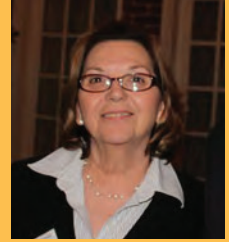


**TREASURER**  
**Renée Winsky**  
President and Founder, Bay One Group, LLC



**PAST PRESIDENT**  
**Daniel K. Thompson**  
Executive Director, Somerset County Economic Development Commission

## MEDA TEAM



**EXECUTIVE DIRECTOR**  
**Pamela J. Ruff**



**MEMBERSHIP MANAGER**  
**Margaret A. Bollhorst**



**Gwen Fike**  
Creekside Agency



**Sandy Dubay, CEcD**  
PPR Strategies

# AWARDS COMMITTEE



## Committee Co-Chairs:

### **N. Gordon Knox**

Partner, Duane Morris LLP

### **Dawn Medley**

President and Chief Executive Officer,  
FSC First

## Committee Members:

### **Solash Aviles**

Senior Business Development Specialist,  
Frederick County Office of Economic  
Development

### **Michele Burke**

Business Development and Economic  
Specialist, Worcester County Tourism and  
Economic Development

### **Mike Fisher**

Principal, Site Resources

### **Kellie Hinkle**

Assistant Director, St. Mary's  
County Economic Development

### **Nancy Jordan-Howard**

Chief Operating Officer, Baltimore  
Development Corporation

### **Laura Soper**

Senior Tourism Specialist,  
Wicomico County

### **Adam Strott**

Economic Development Specialist,  
Department of Economic and Community  
Development, Allegany County Government

TO LEARN MORE ABOUT THE AWARDS  
COMMITTEE [CLICK HERE.](#)

The MEDA Awards Committee recognizes the contributions its members make every day to transform lives in Maryland. With their support, MEDA is able to recognize its members and their businesses for the exemplary work they do to advance economic development in their communities. The MEDA Awards honor projects, programs, marketing initiatives, and individuals for their outstanding contributions to the economic development community in Maryland. The Awards Committee works throughout the year to help our members as they consider their projects, programs, and individuals for consideration. There is a sub-committee of judges that review every entry and the awards are presented at the Awards banquet during the MEDA Annual Conference.

## 2024 PROJECT AND PROGRAM RECIPIENTS

### **Economic Development Project—Large Community:**

#### **CFG Bank Arena**

*Nominated by: Baltimore Development Corporation*

### **Economic Development Project—Small Community:**

#### **Great Wolf Lodge**

*Nominated by: Cecil County Office of Economic Development*

### **Economic Development Program—Large Community:**

#### **Frederick County Agricultural Innovation Grant Program**

*Nominated by: Frederick County Government*

### **Economic Development Program—Small Community:**

#### **SCIF Capital Grant: Charles County & St. Mary's County**

*Nominated by: Maryland Economic Development Corporation (MEDCO)*

### **Economic Development Marketing:**

#### **Creando Exitos**

*Nominated by: Prince George's County Economic Development Corporation*

## 2024 INDIVIDUAL AWARDS



### **MEDA Rising Star**

#### **Katie Stevens**

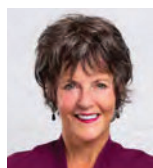
Director, Frederick County  
Office of Agriculture



### **MEDA Hall of Fame**

#### **John Wasilisin**

Retired



### **MEDA Volunteer**

#### **of the Year**

**Karlys Kline**



TO VIEW  
AWARDS VIDEOS  
[CLICK HERE.](#)

# BUSINESS DEVELOPMENT COMMITTEE



## Committee Co-Chairs:

### John Stalfort

Managing Principal, Washington, D.C. Office,  
Miles and Stockbridge

### Jerry T. Sanford

Managing Director, Business and  
Economic Development Officer,  
The Harbor Bank of Maryland

---

## Committee Members:

### Andy Fish

Senior Director of the Office of Programs,  
Maryland Department of Commerce

### John Genakos

Director of Development, Maryland  
Economic Development Corporation

### Shelly Gross-Wade

Principal, Bay Crossing Consulting  
Services, LLC

### Tiffany Harvey

Principal, Cornerstone Government Affairs

The Business Development Committee connects MEDA with public and private funding partners who invest in the organization's mission and vision for Maryland's future. The committee plays a critical role in retaining corporate and public partners while actively seeking new funding sources. By securing these resources, MEDA can offer its members cutting-edge programs at affordable rates.

In the current year, the committee successfully maintained a steady income flow from year-round sponsors and made efforts to expand outreach to private sector donors. At present, MEDA proudly boasts 44 year-round partners that include cities, counties, towns, corporations, and state agencies across Maryland. Additionally, MEDA collaborates with various sponsors for its quarterly conferences. We extend our heartfelt gratitude to all those who have supported our organization through their sponsorships.

If you are interested in learning more about becoming a sponsor, please visit [Sponsorship Information](#).



TO LEARN MORE ABOUT THE BUSINESS DEVELOPMENT COMMITTEE [CLICK HERE](#).

## MEMBERSHIP COMMITTEE



### Committee Co-Chairs:

#### Denise Beaver, CEcD

Director, Carroll County Department of Economic Development

#### Ebony Stocks, CEcD

Executive Vice President, Prince George's County Economic Development Corporation

### Committee Members:

#### Destiny Allen-Mitchell

Program Officer, Local Initiatives Support Corporation (LISC)

#### Susan Banks

Director, Dorchester County Economic Development

#### Kerrie Bunting

President, Ocean Pines Chamber of Commerce

#### Al Delia

Vice President for Regional Development and Engagement, Frostburg State University

#### David Fike

President and Chief Executive Officer, Leadership Maryland

#### Jay Meashey

Economic Development Director, City of Taneytown

#### Daisy Namukwaya

Economic Impact Analyst, FSC First

#### Ardys Russakis

Executive Director, Policy and Strategic Initiatives, Towson University

#### Andrew Sargent

Senior Business Development Representative, Maryland Department of Commerce

#### Nancy Schwendeman

Workforce Development Specialist, Worcester County Tourism & Economic Development

#### Steven Wall

Regional Development Representative, Maryland Department of Commerce

#### Walter Woods, M.A.

Coordinator for Outreach and Strategic Initiatives, University of Maryland Eastern Shore



Membership development and retention play a vital role in strengthening the MEDA organization as we strive to meet the educational and networking needs of our members. The MEDA Membership Committee's primary focus is on cultivating a diverse group of members who support the professional development goals of the organization. The committee is responsible for overseeing the delivery of membership services, facilitating the sharing of news and accomplishments among members, and organizing a New Members Reception. Additionally, the committee plans exclusive tours for members throughout the year. Acting as a liaison between members and the board of directors, the committee regularly conducts surveys to gather input on valuable networking opportunities, as well as ideas for services and programs that can enhance members' capabilities and learning.

As of June 30, 2024, MEDA had an unprecedented number of 537 members, representing a wide range of industries. The impressive cross-section of industries within the MEDA membership reflects the fact that economic development encompasses various sectors that intersect to bring jobs and investment to Maryland. In addition to economic and community development, our members include representatives from tourism, workforce development, education, small business, finance, labor, environment, site selection, and transportation. Additionally, we have professionals such as attorneys, bankers, utility experts, and developers.

During the past year, the membership committee held a virtual new member orientation, and it welcomed new members at each of the quarterly conferences.

TO LEARN MORE ABOUT THE MEMBERSHIP COMMITTEE [CLICK HERE.](#)

# PROFESSIONAL DEVELOPMENT COMMITTEE



## Committee Co-Chairs:

### Rosa Cruz, CEcD

Chief of Staff, Maryland Department of Housing & Community Development

### Trish Heidenreich, CEcD

Founder and Chief Executive Officer, Economic Development Initiatives Group

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## Committee Members:

### Laurie Babb, CEcD

Director of Economic Development, Montgomery County Economic Development Corporation

### Jim Chandler, CEcD

Assistant Deputy Chief Administrative Officer (CAO) for Economic Development, Prince George's County Government

### Sharon Disque, CEcD

Economic Development Manager, City of Gaithersburg

### Tamar Osterman, CEcD

Senior Business Development Representative, Maryland Department of Commerce

### Larry Twele, CEcD

Principal, Eastport Partners

### Roger J. Venezia, CEcD

Director of Operations and Special Projects, Maryland Department of Commerce

The MEDA Professional Development Committee supports members in their pursuit of educational and professional goals. The committee is dedicated to delivering courses that enable members to achieve their Certified Economic Developer (CEcD) designation, as well as offering other courses that enhance their professional skills.

One of the committee's key responsibilities is overseeing the delivery of the Chesapeake Basic Economic Development Course, providing members with comprehensive knowledge in economic development. Furthermore, the committee collaborates with the International Economic Development Council (IEDC) to offer MEDA members access to a wide range of course opportunities aimed at further developing their skills.

In addition to course offerings, the Professional Development Committee coordinates a Mentorship Program. This program serves members who are seeking certification and those new to economic development.

The committee also structures course offerings such as the Primer, which serves as a foundation for understanding the fundamental principles and practices of economic development within the State of Maryland.

Through these initiatives, the Professional Development Committee strives to empower and equip MEDA members with the necessary knowledge and skills to excel in their professional endeavors.



TO LEARN MORE ABOUT THE PROFESSIONAL DEVELOPMENT COMMITTEE [CLICK HERE.](#)

# PROGRAM DEVELOPMENT COMMITTEE



## Committee Co-Chairs:

### Lara Fritts, CEcD

Executive Director, Frederick County Office of Economic & Workforce Development

### Lori Ratzburg (In Memoriam)

Senior Director, Regional Growth & Retention, Maryland Department of Commerce

## 2024 Annual Conference Chair:

Tammi Thomas

## 2024 Annual Conference Committee Members:

Marco Ávila

Susan Banks

Al Delia

DeJonna Farrar

Lyn Farrow

David Fike

Lara Fritts, CEcD

Narbeli Galindo

Heather Gramm, CEcD

Cassy Haber

Tiffany Harvey, Esq.

Jonathan Horowitz

David S. Iannucci

Rachael Kalinyak

Michael Mitchell

Sadaf Parveen

Larysa Salamacha

Tom Sadowski

Sheebah Smith

The Program Development Committee approaches the planning of quarterly conferences with enthusiasm and a commitment to excellence. They dedicate themselves to create engaging content and securing esteemed speakers, ensuring that our conferences provide valuable insights and knowledge to our attendees. Additionally, the committee plays a crucial role in supporting MEDA's Vice President in the development of the Annual Conference. Some members of this committee may also serve on the sub-committee responsible for organizing Economic Development Week.

Throughout the year, this committee works to shape cutting-edge conference topics that address the evolving needs of our members. They take pride in inviting informative experts in their respective fields to serve as our speakers, guaranteeing that attendees gain valuable insights and knowledge from industry leaders.

In the past year, the committee organized a successful virtual Summer Conference, discussing Leadership Development in Economic Development Organizations. The Fall Conference, held in Carroll County, focused on Innovation in Manufacturing. In January, the Winter Conference took place in Annapolis, offering a comprehensive legislative overview. Lastly, the year culminated in the MEDA Annual Conference, held at the Chesapeake Bay Hyatt, with a theme centered around Leveraging Maryland's Competitive Advantages.

These conferences serve as a platform for collaboration, education, and networking, and the Program Development Committee plays a crucial role in ensuring their success. Their commitment to delivering high-quality events contribute to the professional growth and advancement of our members.

TO LEARN MORE ABOUT THE PROGRAM DEVELOPMENT COMMITTEE [CLICK HERE.](#)



# PUBLIC POLICY AWARENESS COMMITTEE



## Committee Co-Chairs:

**Andrea E. Mansfield**  
Government Affairs Professional,  
Manis Canning & Associates

**Lori Valentine**  
Vice President of Policy and Public  
Relations, Prince George's County Economic  
Development Corporation

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## Committee Members:

**A.C. Alrey**  
Director of Business Development,  
City of Crisfield

**Laurie Babb, CEcD**  
Director of Economic Development,  
Montgomery County Economic  
Development Corporation

**Sarah Guy**  
Principal, SG Insights, LLC

**Jennifer LaHatte**  
Managing Director of Policy, Research  
& Government Affairs, Maryland  
Department of Commerce

**Mindy Lehman**  
Chief Government Relations and Policy  
Officer, TEDCO

**Matt Miller**  
Economic Development Specialist,  
Cumberland Economic Development  
Corporation

**Chris Moyer**  
Principal, Bluefin Strategies

**Danny Thompson**  
Executive Director, Somerset County  
Economic Development Commission

**Larry Twele, CEcD**  
Principal, Eastport Partners

**Taylor Yewell**  
Redevelopment Manager, Charles County  
Economic Development Department

The primary mission of the Public Policy Committee is to raise awareness among MEDA members regarding public policy issues that directly impact development, investment, and sustainable growth at both the state and local levels. In addition, the committee actively engages with elected and appointed officials to enhance their understanding of economic development and the profound influence of public policy in creating and preserving jobs in Maryland.

One of the committee's notable achievements was collaborating with BEACON and county directors to develop the Awareness Report. This report encompasses static infographics and case studies that can be utilized to produce outreach materials, effectively educating officials about economic growth and various projects within their respective areas. Throughout the year, the committee continued to expand the reach and impact of this report.

The committee organized a successful Economic Development Day in Annapolis, which took place in February. This event provided a valuable opportunity for MEDA members to convene in Annapolis and engage with legislators.

TO LEARN MORE ABOUT THE PUBLIC POLICY AWARENESS COMMITTEE [CLICK HERE.](#)



# YOUNG LEADERS COMMITTEE



## Committee Co-Chairs:

### Allison Akers

Director of Marketing and Communications, Vision Technologies

### Amy Velich

Central Bank Manager, Johns Hopkins University

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## Committee Members:

### Autumn Becker

Executive Director, Western MD IT Center of Excellence, Allegany College of Maryland

### Sarah Guy

Principal, SG Insights, LLC

### Cassy Haber

Marketing Coordinator, TEDCO

### Jennifer LaHatte

Managing Director of Policy, Research & Government Affairs, Maryland Department of Commerce

### Destiny Allen Mitchell

Senior Economic Development Program Officer, Local Initiatives Support Corporation (LISC)

### Daisy Namukwaya

Economic Impact Analyst, FSC First

### Martin Proulx

Value-added Agricultural Specialist, Maryland Department of Agriculture

### Brian Sheavly

Senior Economic Development Strategist, Baltimore Gas & Electric

### Sophie Smith

Managing Director, PPR Strategies



The MEDA Young Leaders program is designed to cater to the needs of MEDA members under 40 years of age, providing them with a valuable platform to establish meaningful connections with fellow professionals in economic development. This initiative empowers participants to gain a deeper understanding of statewide trends and best practices while actively contributing to the future of our organization. Through a series of regular meetings and networking events, the Young Leaders community fosters a strong sense of camaraderie, while continuously expanding their knowledge of economic development practices throughout Maryland.

Engaging with the MEDA Young Leaders brings long-term benefits that positively impact career growth and professional development. Young Leaders become active participants in shaping the future of economic development in Maryland. The group's diversity in geographical, demographic, and organizational representation enriches the experience, offering unique perspectives and a broadened outlook.

Over the past year, the Young Leaders have initiated Online Networking Sessions, a professionally curated forum designed for continuous learning and connection. Held bi-monthly for an hour, these sessions offer a valuable opportunity to hear from a range of distinguished economic development speakers, each bringing unique insights and expertise. The structure caters to both first-time attendees and regular participants, ensuring a rewarding experience with each session.

Additionally, the Young Leaders organized several events throughout the year. These included a Lunch & Learn Ag Tour at Zekiah Ridge Flowers in Calvert County, a Western Maryland Train Tour in Cumberland, a tour of Forward Brewing Company following the Winter Conference in Annapolis, and a tour of the Harriet Tubman Underground Railroad Visitors Center and the Blackwater Refuge in Cambridge after the Annual Conference.

The Young Leaders also held their first “Give Back” event by volunteering for a morning with the build crew in Aberdeen in collaboration with Habitat for Humanity Susquehanna.

TO LEARN MORE ABOUT THE YOUNG LEADERS COMMITTEE [CLICK HERE.](#)



# LOFTON SCHOLARSHIP FUND

## Lofton Scholarship Committee Members:

**David W. Edgerley**  
Consultant, Edgerley Consulting

**Trish Heidenreich, CEcD**  
Founder and Chief Executive Officer,  
Economic Development Initiatives Group

**Michael S. Lofton, CEcD**  
MEDA Hall of Fame

**Dawn Medley**  
President and Chief Executive Officer,  
FSC First

**Richard W. Story, CEcD**  
MEDA Hall of Fame

**Timothy R. Troxell, CEcD**  
Advisor, Government Affairs,  
FirstEnergy



The learning curve is lifelong in an evolving economy. The Lofton Scholarship Fund makes tuition payments available to members for professional skills development. One of our most valuable member benefits, the Lofton Scholarship Fund is available for approved economic development courses with an emphasis on certification and re-certification through IEDC, including approved courses offered by MEDA.

Lofton funds are available to all MEDA members in good standing. To apply for funds, members must electronically submit the following through our online portal: a letter of interest, a resume, and an employer's signed letter of recommendation (on letterhead). The fund is reimbursed primarily through contributions raised at the Silent Auction held during the MEDA Annual Conference.

TO LEARN MORE ABOUT THE LOFTON SCHOLARSHIP FUND [CLICK HERE.](#)

# RHONDA RAY SCHOLARSHIP

## Rhonda Ray Scholarship Committee Members:

### Renée M. Winsky

President & Founder, Bay One Group, LLC  
(Committee Chair)\*

### Christopher Carroll

Vice President, Government and  
Regulatory Affairs, Comcast

### James D. Fielder, Ph.D.

### Richard Griffin, CEcD

Director, City of Frederick Department  
of Economic Development

### David Iannucci

President and Chief Executive Officer,  
Prince George's County Economic  
Development Corporation\*

### Jennifer LaHatte

Managing Director of Policy, Research  
& Government Affairs, Maryland  
Department of Commerce

### Brian Levine

Vice President of Government Affairs,  
Montgomery County Chamber of  
Commerce\*

### Stephen Primosch

Vice President, Financial Services, Anne  
Arundel Economic Development Corporation

### Pam Ruff

Executive Director, Maryland Economic  
Development Association (MEDA)

### Lori Valentine

Vice President of Policy and Public  
Relations, Prince George's County Economic  
Development Corporation\*

## Ex-Officio Members:

### Tammi Thomas

Chief Development and Marketing Officer,  
TEDCO

### John Wasilisin

Retired



Rhonda Ray was a dedicated economic development professional and MEDA member for over 20 years. During her time in membership, she served on the MEDA Board of Directors and as Co-Chair of the Public Policy Awareness Committee. This scholarship honors her dedication to mentorship, education, public policy, and economic development.

The Rhonda Joy Ray Scholarship is awarded to students taking credit courses in Public Policy, Economic Development, or a related field. Students must be a Maryland resident and attend a Maryland public or private Community College or four-year University. One scholarship award of up to \$500 will be made in the Fall and Spring semesters when funds are available. Scholarship funds are to be used towards credit courses in the required fields and will be distributed directly to the student's higher education institution on their behalf.

## Ready to shape the future?

TO LEARN MORE ABOUT THE RHONDA RAY  
SCHOLARSHIP [CLICK HERE](#).

(\*) indicates members of the selection/review committee

## MEDA Foundation Board Members:



PRESIDENT  
**Daniel K. Thompson**  
Executive Director, Somerset  
County Economic Development  
Commission



VICE PRESIDENT  
**Shawn Gunaratne**  
Vice President, Bon Secours  
Community Works



SECRETARY  
**Jessica Reynolds, CEcD**  
Regional Manager, Maryland  
Department of Commerce



TREASURER  
**Beth Woodring**  
Director of Business Attraction  
and Finance, Frederick County  
Office of Economic Development



**Susan Banks**  
Director, Dorchester County  
Economic Development Office



**Shelly Gross-Wade**  
Principal Consultant & CEO,  
Bay Crossing Consulting



**Bill Tompkins**  
President and Chief Executive  
Officer, Montgomery County  
Economic Development  
Corporation

Offering economic development courses, conferences, and training, the MEDA Foundation, Inc. turns educational moments into momentum. These offerings help members acquire knowledge and build the partnerships essential to job creation and community development.



# PRESIDENTS' COUNCIL

## Current Active Members of the MEDA Presidents' Council:

Laurie Babb, CEcD  
William Badger, Jr. CEcD  
Robert C. Brennan  
Mary A. Burkholder  
Kimberly Clark  
David Edgerley  
James D. Fielder, Jr. PhD  
Heather Gramm, CEcD  
Keasha Haythe, CEcD  
David S. Iannucci  
Marie S. Keegin, CEcD  
Michael S. Lofton, CEcD  
David Ryan  
J. Thomas Sadowski  
Vernon Thompson  
Timothy R. Troxell, CEcD  
Larry Twele, CEcD



Choosing the right course of action in a new initiative or role is exciting and challenging at the same time. Relying on trusted leaders for advice affirms the steps ahead and helps economic development professionals expand their impact. A complimentary offering to our members, consultation with the MEDA Presidents' Council equips professionals, board members, elected officials, and team members with the perspectives to proceed with confidence.

Rooted in flexibility, sessions may be conducted one-on-one or in a group setting—virtually or in person. This free resource helps members approach their work purposefully, educating themselves and others on considerations every step of the way. Expertise includes but is not limited to:

- Board training
- Benchmarking
- Program assessment
- Strategic planning

The MEDA Presidents' Council consists of a group of economic development professionals who have a wealth of knowledge in the field. To schedule a session with one or more members of the MEDA Presidents' Council, please contact us at 410-347-1246 or email [info@medamd.com](mailto:info@medamd.com).

# PATHWAY TO MEDA LEADERSHIP

Interested in taking the path to MEDA leadership? Want to contribute to the growth of the organization? Want to work toward a seat on the MEDA Board of Directors? The first step forward is to serve on a MEDA Committee.

Committees are formed each year soon after the Annual Conference, and the term of service is one year. There are seven committees to consider. Brief descriptions are below.

## **Awards Committee**

This committee is designed for those who have an interest in awards planning, nomination processes, and strategized outreach.

Members looking to serve on this committee should be interested in working with members through virtual outreach to encourage "entries" from membership at large for the various awards.

## **Business Development Committee**

A member looking to serve on this committee should be a knowledgeable economic development professional who has a network of contacts to connect MEDA with funding partners invested in the organization's mission and vision for Maryland's future. This effort yields the financial support that allows MEDA to provide quality programs at cost-effective rates.

## **Membership Committee**

Members looking to serve on this committee should be interested in showing a proactive outreach for membership development. These individuals would help to provide insight on membership recruitment, engagement, and retention. The individuals would also recommend ideas to add value to the MEDA membership.

## **Professional Development Committee**

The Professional Development Committee is comprised of MEDA members who have Certified Economic Developers (CEcD) Certification and who will assist members in the pursuit of their professional development goals. Committee members will work to deliver and create courses enabling members to become certified and enhancing their professional skills.

## **Program Development Committee**

Members looking to serve on this committee should be a knowledgeable economic development professional who has an experienced background and can reach out to experts in fields directly related to economic development for the express purpose of developing content and seeking speakers for the MEDA Fall and Summer Conferences. Committee members have the option to serve on the Annual Conference Program Committee and contribute to the Winter Conference.

Newcomers to economic development and to MEDA are encouraged to become involved to assist with agenda development, review of materials, and make speaker recommendations. But also to assist with preparing materials and coordinating schedules.

## **Public Policy Awareness Committee**

Members looking to serve on this committee should be a knowledgeable economic development professional who has awareness of public policy issues relating to economic development at the state and local levels. These individuals will have an experienced background in working with elected and appointed officials and have an understanding of the impact of public policy on creating and retaining jobs in Maryland.

## **Young Leaders Committee**

MEDA Young Leaders looking to serve on the committee should have an interest in assisting to plan the Young Leader events and programming.

TO LEARN MORE ABOUT SERVING ON A MEDA COMMITTEE [CLICK HERE.](#)

Through meetings, special programs, projects, and conferences, MEDA members are able to address issues such as local planning, workforce, transportation, international trade, tourism, and finance.



creating... inspiring... enriching...

**Economic Development  
TRANSFORMS LIVES.**

# MEDA NUMBERS

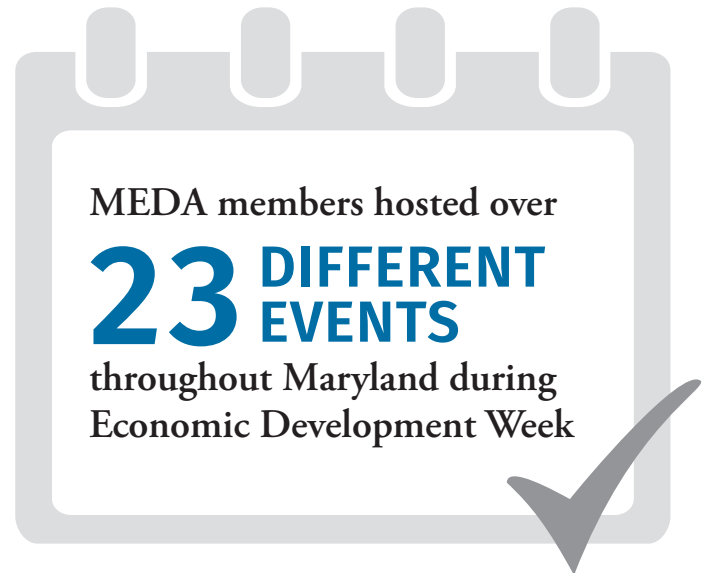
**537** MEDA MEMBERS

**22** PROGRAMS DELIVERED



**44**  
YEAR-ROUND PARTNERS

*representing cities, counties, towns, corporations, state agencies, and quasi-public organizations throughout Maryland*



## SOCIAL MEDIA

**172,437** TOTAL IMPRESSIONS FROM SOCIAL MEDIA CONTENT



**101,547**  
IMPRESSIONS



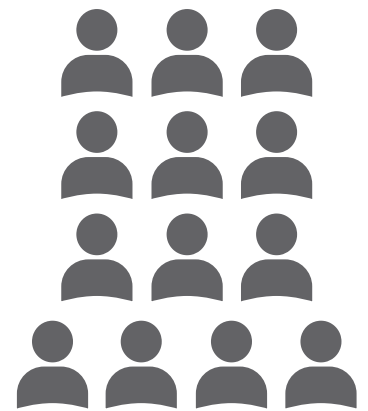
**9,700**  
IMPRESSIONS



**61,190**  
IMPRESSIONS



**187**  
YOUTUBE VIDEOS



MEDA SERVED

**1388**

ATTENDEES  
AT OUR  
PROGRAMS

*Each icon represents approximately 100 attendees. (Not including IEDC attendees.)*

*As of June 30, 2024*



# BE MOVED

// Maryland has played a role in every stage of our growth and success. Here, we find our customers, mentors, and funding partners. //

**Delali Dzirasa**  
CEO & Founder, Fearless



Get going: [business.maryland.gov](https://business.maryland.gov)



## PREMIER



### MARYLAND DEPARTMENT OF COMMERCE

Whether you're an entrepreneur with the next big idea, an established company with a century of business behind you, or somewhere in between, the Maryland Department of Commerce is here with the help you need. Our dedicated and diverse team is at the ready with assistance for workforce training; facility improvements, modernizing equipment; breaking into international markets; or helping you make connections to grow your business. For more information, visit [Business.Maryland.gov](https://Business.Maryland.gov).



### MARYLAND DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD)

Empowered by the passage of Governor Wes Moore's historic housing legislation, the Maryland Department of Housing and Community Development is dedicated to providing shelter for all by expanding affordable rental housing and homeownership opportunities for low- and moderate-income families, seniors, and individuals with special needs. The department partners with local governments and stakeholders to revitalize Maryland's communities to achieve both economic growth and social justice. Nationally recognized for its technical expertise, innovative programs, and experienced staff, the department invested \$2.2 billion in fiscal year 2023 as the state's Housing Finance Agency to support affordable rental housing and services, homeownership, home repairs and energy efficiency upgrades, neighborhood revitalization, small business development, and broadband access. For more information on DHCD's programs, visit: [dhcd.maryland.gov](https://dhcd.maryland.gov).



### MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

TEDCO, the Maryland Technology Development Corporation, enhances economic empowerment growth through the fostering of an inclusive entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Funding opportunities are offered through TEDCO's various funds and programs, including Maryland Stem Cell Research Fund, Maryland Innovation Initiative Fund, Federal Technology Transfer Initiative, Social Impact Funds, Seed Funds, Venture Funds, Women Entrepreneurs Leadership Programs, State Small Business Credit Initiative, and Cultivate Maryland Initiative. Along with these funding opportunities, companies can access valuable resources, such as Network Advisors, Rural Business Innovation Initiative, Urban Business Innovation Initiative, Market Search Databases, online educational tools, a marketing toolkit, TEDCO thought leaders, the Maryland Entrepreneur Hub, and more. Learn more at [www.tedcomd.com](https://www.tedcomd.com).



# Expanding Your Business



## Loans up to \$5 million for your new space!

Supporting a small business during their entire lifecycle, from startup to maturity. The loans or equity/investments are designed to help businesses seeking loans for expansion, businesses seeking equity investments for expansion and growth.

### Eligible Use of Funds

- Costs associated with opening or expanding a business
- New Construction/rehabilitation for owner occupied spaces
- Real estate acquisition for owner occupied spaces
- Machinery and equipment
- Service providers
- Manufacturing
- Retail



Wes Moore, Governor  
Aruna Miller, Lt. Governor  
Jacob R. Day, Secretary  
Julia Glanz, Deputy Secretary

For more information and to apply, visit:

**[business.maryland.gov](https://business.maryland.gov)**

# Maryland Start-ups: Contact TEDCO for **Investments & Business Resources**



Pictured left-right: Geysel Gonzalez, *Controller*; Terry Rauh, *Chief Finance & Operations Officer*; Troy LeMaile-Stovall, *CEO*; Diana Smith, *Administrative Services Manager*; Ann Pulley, *Assistant Controller*.

## *Leading **Innovation** to Market*

Are you a tech or life science entrepreneur in Maryland?

TEDCO identifies, invests in and helps grow technology and life science start-ups in Maryland.

Let TEDCO help you grow:

Discover TEDCO **funding, business resources** and **connections** at [tedcomd.com](http://tedcomd.com)

## PLATINUM



### M&T BANK

M&T Bank's Mid-Atlantic headquarters is located in Baltimore. Since its founding in 1856, M&T Bank has built its business through a tradition of reliability, consistency, and responsiveness to the needs of customers. Nowhere are these qualities more evident than in the bank's long-standing commitment to businesses. M&T Bank is one of the top 15 banks in the country, but operates as a community-focused bank with a long tradition of sound management and corporate citizenship. M&T has more than 1,000 branches and more than 2,200 M&T Bank ATMs that span 12 states from Maine to Virginia and Washington, D.C.



### MILES & STOCKBRIDGE – AWARDS

Miles & Stockbridge is an Am Law 200 law firm with approximately 200 lawyers and eight offices across Maryland and in Virginia, Washington, D.C. and New York. The firm represents businesses of various sizes and offers significant depth in corporate law and transactions; litigation; government contracts; labor and employment; intellectual property; health care; and real estate law. It also has played a significant role in shaping businesses and communities along the East Coast as one of the region's leading public finance practices and prime innovators in this space.



### PNC

PNC For more than 179 years, PNC has been committed to providing our clients with great services and powerful financial expertise to help them meet their financial goals. We are proud of our longstanding history of supporting not only our customers but also our communities, employees, and shareholders. PNC offers a wide range of services for all our customers, from individuals and small businesses, to corporate and government entities. No matter how simple or complicated your needs, we're sure to have the products, knowledge, and resources necessary for financial success.

## Getting involved is important.

At M&T Bank, we know how important it is to support those organizations that make life better in our communities. That's why we offer our time and resources, and encourage others to do the same. [Learn more at \*\*mtb.com/community\*\*.](https://mtb.com/community)

M&T Bank is proud to support the Maryland Economic Development Association.



Equal Housing Lender. ©2024 M&T Bank. Member FDIC.

Support provided by The M&T Charitable Foundation and its corporate sponsor, M&T Bank.



## National Resources at Your Doorstep

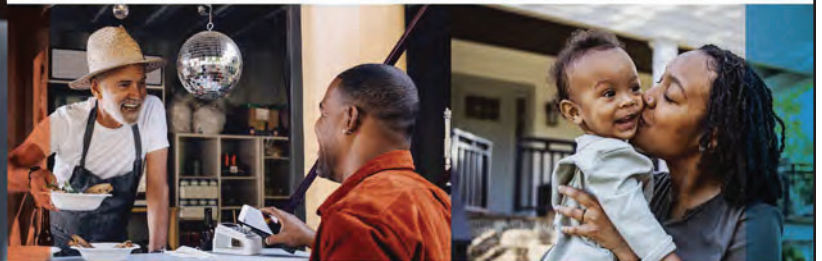
At the law firm of Miles & Stockbridge, unrivaled service—to our clients, to our communities—is a baseline, not a goal. Our lawyers understand firsthand the value of a superior client experience and the across-the-board dedication it takes to achieve it. We’ve strategically placed the right people in the right positions across offices in Maryland and beyond to best serve local, national and global interests as a premier legal services provider for Maryland business.



Authorized by Nancy W. Greene, Chairman



# Together we can do so much.



PNC believes in bolstering new opportunities, which is why we’re working to support our communities and entrepreneurship through our four-year, \$88 billion Community Benefits Plan. We can empower the leaders of tomorrow by helping our communities today.

It's not just about dollars. It's about change.

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# MEDA PARTNERS

## GOLD



### ANNE ARUNDEL ECONOMIC DEVELOPMENT CORPORATION

Anne Arundel County has a strong and diverse economy with high household incomes, low unemployment, and a strong housing market. As the heart of cyber, big data intelligence, and analytics, Anne Arundel County is home to Fort George G. Meade and large federal agencies including the National Security Agency, Defense Information Systems Agency, and U.S. Cyber Command. Additional assets throughout the County include BWI Thurgood Marshall Airport, the City of Annapolis, Laurel Park, and the Arundel Mills - Live! entertainment complex. More than 61,000 businesses and a thriving community of innovators call Anne Arundel County home, including nearly over 2,000 technology companies that provide roughly 22,000 jobs. The Anne Arundel Economic Development Corporation (AAEDC) fuels business growth in the county, creating jobs, expanding the tax base, and improving quality of life. AAEDC offers services including financing, site selection assistance, permitting and zoning guidance, community revitalization, and market research. To learn more about how AAEDC's programs and resources support the business community, follow us on social media, or visit [www.ArundelBiz.org](http://www.ArundelBiz.org).



### BALTIMORE GAS AND ELECTRIC COMPANY (BGE)

Baltimore Gas and Electric BGE is Maryland's largest gas and electric utility, delivering power to more than 1.25 million electric customers and more than 650,000 natural gas customers in Central Maryland. The company's 3,200 employees are committed to the safe and reliable delivery of gas and electricity, as well as enhanced energy management, conservation, environmental stewardship, and community assistance.

**SUPPORTING THE GROWTH AND SUCCESS OF BUSINESSES IN ANNE ARUNDEL COUNTY**

**ANNE ARUNDEL ECONOMIC DEVELOPMENT CORPORATION**

- ACCESS TO CAPITAL**  
Low-interest loans and tax incentives to assist with business operations and expansion.
- INCLUSIVE VENTURES PROGRAM**  
Business education, mentorship, and access to capital for small, minority-owned, woman-owned, and Veteran-owned businesses.
- COMMUNITY REVITALIZATION**  
Incentives to redevelop and revitalize older commercial centers.
- REAL ESTATE & REGULATORY GUIDANCE**  
Free site searches and support navigating the permitting and licensing process.
- ARUNDEL AG**  
Resources and guidance that supports farm-based businesses.

**ARUNDEL BIZ.ORG** | [YouTube](#) [LinkedIn](#) [Instagram](#) [Facebook](#)

**bge™ AN EXELON COMPANY**

Helping our **community** work better

Strengthening communities is a priority for BGE. That's why we work with chambers of commerce and economic development organizations to promote job and income equity. We provide support to community enrichment organizations such as the United Way of Central Maryland. And we encourage and incentivize employee giving and volunteerism across a wide variety of causes and initiatives.

[bge.com/Giving](http://bge.com/Giving)

# LIVE, WORK, PROSPER IN CALVERT COUNTY



- Three Opportunity Zones: Patuxent Business Park, Calvert Industrial Park and Chesapeake Industrial Park
  - Incentive fund for qualified expansions
  - Financial assistance through the Calvert Economic Development Loan Fund
  - Ombudsman program for streamlined permitting
  - Workforce development coordination
  - Coordination of federal, state and local resources
  - Located near federal installations in Washington, D.C., Lexington Park and Indian Head
- ... and much more!



CALVERT COUNTY  
Maryland  
Economic Development

PBP  
Patuxent Business Park

Calvert County Department of Economic Development  
410-535-4583 • [www.ChooseCalvert.com](http://www.ChooseCalvert.com)

CALVERT COUNTY  
Maryland  
Economic Development

## CALVERT COUNTY OFFICE OF ECONOMIC DEVELOPMENT

Calvert County, Maryland is a historic county spanning 345 square miles between the Chesapeake Bay and Patuxent River. Its strategic proximity to Baltimore, Annapolis and the Washington, D.C. metropolitan area, as well as various military bases, provides businesses with valuable opportunities in government contracting and federal economic activities. The county also provides access to major transportation networks and resort destinations. Despite these advantages, Calvert County maintains its charming small-town atmosphere, cherished by residents. With a skilled labor force, exceptional public schools and excellent healthcare services, Calvert County offers an environment where employers and families can live, work and prosper. For more information, contact the Calvert County Department of Economic Development at 410-535-4583 or visit [www.choosecalvert.com](http://www.choosecalvert.com).



## CHARLES COUNTY

Charles County is a growing business hub strategically located in the Maryland National Capital Region with a well-educated workforce and lower cost of doing business. The County is well positioned for investment, growth, and development, being only 30 minutes from Washington DC and within reach of Baltimore and Richmond. Key federal labs and military installations are within a 40-minute drive, and approximately 570,000 skilled professionals are available for hire. Charles County lease rates are on average 34% lower than the Washington DC Metro Area. Excellent education options and a strong network of business support make the county a prime location for businesses looking to locate here. For more information, visit [www.MeetCharlesCounty.com](http://www.MeetCharlesCounty.com).

## CHARLES COUNTY: KEY LOCATION FOR NATIONAL DEFENSE COMMUNITY



The Charles County Economic Development team is proud to debut the Western Technology Corridor. Located in the heart of Charles County, the Western Technology Corridor features a highly skilled workforce, lower cost of business, and strategic advantages for defense industry organizations.

**130+**  
Businesses Located  
in Corridor

**7.67**  
Square Miles

**0.31%**  
Estimated Population  
Growth Rate

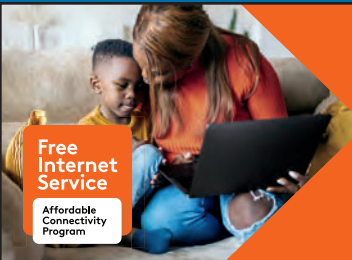
**\$100,043**  
Median Household  
Income By 2027



To learn more about the  
Western Tech Corridor,  
visit our website  
[MeetCharlesCounty.com](http://MeetCharlesCounty.com)



10665 Stanhaven Place, Suite 206, White Plains, MD 20695  
Maryland Relay: 7-1-1 (TDD: 866-269-9006) | Equal Opportunity Employer



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Standard data charges apply.



CREATIVE BUSINESS FINANCING SOLUTIONS

FSC First helps entrepreneurs and small businesses to acquire owner-occupied commercial land, facility, machinery and equipment to expand operations, improving profitability and sustainability along the way. FSC First fosters statewide economic growth by providing access to working capital, technical assistance, and targeted financial solutions for small businesses.

Visit [www.fscfirst.com](http://www.fscfirst.com) to learn more.



## HIRE AN APPRENTICE

[mdapprenticeship.com](http://mdapprenticeship.com)



Growth Compared to 2012	Total Apprentices	Total Active Sponsors	Total Participating Employers
55.14%	11,149	203	3,500

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- Reduce turnover costs
- Increase productivity
- Plan for employee succession
- Take advantage of financial incentives

To get started on your Apprenticeship journey, contact:  
The Apprenticeship Team | [info@mdapprenticeship.com](mailto:info@mdapprenticeship.com) | 410-767-2246



- Bond financing and tax increment financing (TIF)
- Construction and development management
- Asset management
- Advisory services

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## GOLD continued



### COMCAST NBCUniversal

Comcast Corporation (Nasdaq: CMCSA) is a global media and technology company with three primary businesses: Comcast Cable, NBCUniversal, and Sky. Comcast Cable is one of the United States' largest video, high-speed internet, and phone providers to residential customers under the Xfinity brand, and also provides these services to businesses. It also provides wireless and security and automation services to residential customers under the Xfinity brand. NBCUniversal is global and operates news, entertainment and sports cable networks, the NBC and Telemundo broadcast networks, television production operations, television station groups, Universal Pictures, and Universal Parks and Resorts. Sky is one of Europe's leading media and entertainment companies, connecting customers to a broad range of video content through its pay television services. It also provides communications services, including residential high-speed internet, phone, and wireless services. Sky operates the Sky News broadcast network and sports and entertainment networks, produces original content, and has exclusive content rights. Visit [www.comcastcorporation.com](http://www.comcastcorporation.com) for more information.



### FSC FIRST

Founded in 1978, FSC First provides creative business financing solutions to established and emerging businesses in the state of Maryland. We also provide comprehensive loan administration services for loan programs that stimulate the growth and development of the local economy. FSC First is a Certified Development Company (CDC) designated by the U.S. Small Business Administration (SBA) and is authorized to serve as the CDC in any commercial real estate or equipment loan transaction in the state of Maryland. FSC First stands apart as a Community Development Financial Institution (CDFI) designated by the U.S. Treasury Department.



### MARYLAND DEPARTMENT OF LABOR

The Maryland Department of Labor (Labor) provides a predictable and inclusive regulatory environment through efficient and responsive processes. Labor safeguards Maryland's work environments through partnership, outreach, and educational programs that encourage ongoing improvements in workplace safety and health. We're fostering economic growth through our collaborative, comprehensive employment and job training programs that best ensure Maryland workers have the skills Maryland job creators need to succeed and grow into the future. Our vision for Maryland drives the work of the Department's employees each and every day. For more information, visit [labor.maryland.gov](http://labor.maryland.gov).



### MARYLAND ECONOMIC DEVELOPMENT CORPORATION (MEDCO)

The Maryland Economic Development Corporation (MEDCO) was established by the Maryland General Assembly in 1984. MEDCO aims to support the growth and retention of businesses, attract new business, and aid in the creation of new business ventures and employment opportunities throughout Maryland. MEDCO accomplishes this mission by collaborating with public and private entities to provide innovative financing, real estate, and infrastructure development, as well as strategic advisory services.

# MEDA PARTNERS

**GOLD** continued



## MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Montgomery County Economic Development Corporation (MCEDC) is a public-private

partnership that supports companies within key industries – Life Sciences, Technology, Hospitality, Real Estate, Nonprofits and Corporate HQs – to establish and expand their presence in Montgomery County, Md. Strategically located within minutes from the nation’s capital, the county is home to 18 federal agency headquarters, a robust business ecosystem and a highly diverse and educated workforce. With more than 30% of its 1M residents holding an advanced degree, the county attracts investments from both established and growing companies looking to advance breakthroughs, scale operations and join a thriving and diverse community. Learn more at [thinkmoco.com](http://thinkmoco.com)



## PRINCE GEORGE’S COUNTY ECONOMIC DEVELOPMENT CORPORATION

Celebrating 40 years, the mission of the Prince George’s County Economic Development Corporation (PGCEDC) is to cultivate and promote a strong local economy that supports the growth and prosperity of entrepreneurs and businesses, dedicated to strengthening communities through business development and job creation. PGCEDC promotes the county regionally and globally by providing the right combination of investment incentives and business services to help attract, retain and expand businesses, create high quality jobs, and expand the Prince George’s County’s commercial tax base. PGCEDC is committed to making Prince George’s County the location of choice in the National Capital Region for innovation, growth and expansion as well as a major regional force in economic development well into the future. For more information go to [www.pgcdec.com](http://www.pgcdec.com) or visit us on Facebook at PGCEDC.



MONTGOMERY COUNTY  
ECONOMIC DEVELOPMENT  
CORPORATION MARYLAND

## Maryland’s Montgomery County Where Innovation Meets Opportunity

The Montgomery County Economic Development Corporation (MCEDC) is proud of its partnership with MEDA and other key collaborators in our region to fuel economic growth and advance inclusivity.

Learn more about how MCEDC supports businesses in key industries within Montgomery County, Md.



[THINKMOCO.COM](http://THINKMOCO.COM)

# EXPANSION STARTS HERE

VISIT US AT [WWW.PGCEDC.COM](http://WWW.PGCEDC.COM)

FIND OPPORTUNITIES

FORGE NEW PARTNERSHIPS

BUILD YOUR BUSINESS



## Making BALTIMORE COUNTY the place to do business.

Want your business to thrive in Baltimore County? We know you have a lot to consider, so let us handle the rest. Our team is ready to give advice, offer connections, help you find a location, and more. *Let's start today.*



BALTIMORE COUNTY DEPARTMENT OF ECONOMIC & WORKFORCE DEVELOPMENT

[www.BaltimoreCountyBusinessHelp.com](http://www.BaltimoreCountyBusinessHelp.com)  
Baltimore County Executive Johnny Olszewski & the Baltimore County Council

## SILVER



### BALTIMORE COUNTY DEPARTMENT OF ECONOMIC & WORKFORCE DEVELOPMENT

What makes Baltimore County special? Everything. As Maryland's second-largest county and second-largest job center, Baltimore County offers the perfect balance for you, your family, and your business. A vibrant economy, a top school system, a convenient, comfortable blend of historic neighborhoods, waterfront living, rural landscapes and urban main streets... all within a short drive or light-rail ride to downtown Baltimore City. Baltimore County's businesses are thriving and driven by leaders that span every major industry sector. More than 21,000 businesses call Baltimore County home, attracting billions in private investment countywide, and earning the coveted Triple AAA bond rating. Baltimore County's Department of Economic and Workforce Development links businesses to quality job seekers through recruitment, hiring events, trainings and more. Each year, over 25,000 people visit Baltimore County Career Centers to connect with hiring employers. To find out more about the booming economy in Baltimore County, visit [BaltimoreCountyBusinessHelp.com](http://BaltimoreCountyBusinessHelp.com) or like us on Facebook at [Facebook.com/BaltCoDEWD](https://Facebook.com/BaltCoDEWD).



### FREDERICK COUNTY OFFICE OF ECONOMIC DEVELOPMENT

Frederick County is where creativity meets innovation, and where people discover bright new opportunities. Here, a single idea can transform into monumental success. We are a dynamic and diverse community, proud of our highly educated workforce, world-class life sciences and advanced technology sectors, and a tradition of advanced manufacturing and value-added agriculture that seamlessly blends with our rich heritage. With a strategic location, a competitive tax structure and attractive local and state incentives, Frederick County is a prime location for businesses. Our thriving arts community, small-town charm, high-performing public school system, low crime rate, and state-of-the-art healthcare make this one of the best places to live in America. The mission of the Frederick County Office of Economic Development (FCOED) is to sustain, diversify, and grow Frederick County's vibrant economy by providing leadership and resources for businesses to start, locate, and expand. FCOED has the team and the tools to ensure your business succeeds in Frederick County for many years to come. Learn more at [www.discoverfrederickmd.com](http://www.discoverfrederickmd.com).

FREDERICK COUNTY MARYLAND  
FASTEST GROWING COUNTY IN THE STATE

10.22  
Net Promoter Score

#### WHERE BIG IDEAS GROW



Part of Washington, D.C. & Baltimore, MD Metro Area

130+

Bio and Life Science Companies



Access to 3 International Airports & Port of Baltimore

43.6%

Bachelor's Degree or Higher



FREDERICK COUNTY MD Office of Economic Development

Frederick County is a place where creativity meets innovation, where people discover bright, new opportunities and where a singular idea turns into monumental success.

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

## SILVER continued



### HARFORD COUNTY OFFICE OF COMMUNITY & ECONOMIC DEVELOPMENT

Harford County Economic Development offers programs, services, and resources to strengthen business development and stimulate job creation. The team cultivates relationships and infuses attraction and retention strategies within its main industry sectors – defense, technology, manufacturing, and agriculture – while also supporting aspiring entrepreneurs and business start-ups. The office accelerates business and workforce growth by utilizing Harford County’s premier mid-Atlantic location, facilitating “Fast Track” permits, and spearheading financial programs to create new opportunities to attract, grow, and sustain businesses. Harford’s business services and robust economy are why it continually receives a Triple-A bond rating from all three major bond-rating agencies. For information, visit [www.harfordcountymd.gov](http://www.harfordcountymd.gov).



### HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Howard County Economic Development Authority helps businesses call Howard County home. Our Maryland Innovation Center provides incubation, acceleration and teaching to help startups grow and succeed. We offer customizable small business loans and microloans at or below market rates to help entrepreneurs finance startups and expand their businesses. We help businesses relocate and grow with services including streamlining permitting, site selection and connections. Our BRITE program helps early-stage startups accelerate their journey from innovation through commercialization with everything from mentorship to marketing, product development to pitching. And inclusive promotions like our Howard County Business Directory elevate visibility for all Howard County businesses by increasing traffic, building community and connecting consumers.



### MERRITT COMPANIES

The Merritt Companies is a family of businesses that includes Merritt Properties, Merritt Construction Services, and Merritt Clubs — three distinct organizations that share a singular vision: to build long-term customer relationships and provide services that go beyond what each industry demands. Molded by the work ethic and renowned integrity of our founder, Leroy Merritt, we believe that every customer should feel like a member of our family. To learn more about our family of companies visit [www.merritt-companies.com](http://www.merritt-companies.com)



Potomac Edison/FirstEnergy is based in Williamsport, Maryland, and provides electric service to approximately 275,000 customers within 2,500 square miles of western Maryland. Potomac Edison is one of 10 regulated electric distribution companies owned by FirstEnergy (NYSE: FE), a forward-thinking electric utility dedicated to safety, reliability, and operational excellence. Headquartered in Akron, Ohio, FirstEnergy operates one of the nation’s largest investor-owned electric systems, including approximately 24,500 miles of transmission lines connecting the Midwest and Mid-Atlantic regions. We know our communities, and we are proud to be actively involved in economic development initiatives throughout our Maryland service area.



### ST. MARY'S COUNTY

St. Mary’s County Department of Economic Development is focused on fostering an innovation-driven economy in St. Mary’s County, Maryland. We work to support the aviation/ aerospace, unmanned systems, advanced manufacturing, tourism, and agriculture/aquaculture sectors while encouraging a high quality of life for a talented and diverse workforce. In addition to strategic planning for future development opportunities within St Mary’s County and the Southern Maryland region, Economic Development provides support in business start-up and expansion, site selection, navigating local permit and licensing process, coordination of partner resources and networking as well as protection of agriculturally-zoned land through preservation efforts. Connect with DED at [www.YesStMarysMD.com](http://www.YesStMarysMD.com)



**GROWING YOUR BUSINESS IS OUR BUSINESS**

**LET'S GET STARTED!**



**HARFORD COUNTY ECONOMIC DEVELOPMENT**  
[www.harfordcountymd.gov/OED](http://www.harfordcountymd.gov/OED)  
[oed@harfordcountymd.gov](mailto:oed@harfordcountymd.gov)  
 410-638-3059

**BOB CASSILLY**  
County Executive



**KAREN HOLT**  
Director

# WE MEAN BUSINESS IN HOWARD COUNTY

HELPING YOUR BUSINESS LAUNCH, THRIVE AND STAY RIGHT HERE IN HOWARD COUNTY.

- INTERNATIONAL EXPANSION
- BUSINESS ASSISTANCE
- INCUBATION AND ACCELERATION
- ENTREPRENEURIAL UPSKILLING
- INCLUSIVE PROMOTIONS

**HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY**  
[hceda.org](http://hceda.org) 410.313.6500

**MARYLAND Innovation center**  
[Mdinnovationcenter.com](http://Mdinnovationcenter.com) 410.313.6550

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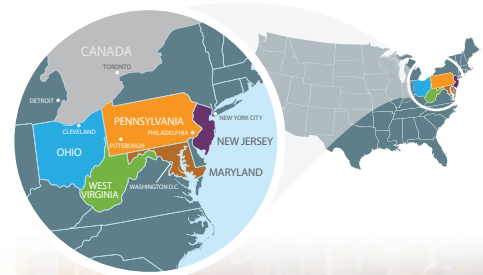


[www.Maryland-Office.com](http://www.Maryland-Office.com)

## A SITE TO SEE.

When choosing the right location for your business, consider our service area connecting the Midwest and Mid-Atlantic business corridors. Our service area is close to 50 percent of the U.S. population and 60 percent of Fortune 500 companies. In addition, the region's infrastructure, transportation, diverse and talented workforce, and unrivaled quality of life make it a great place for business.

Visit [firstenergycorp.com/ed](http://firstenergycorp.com/ed) for help with your business expansion and location search from one of our experienced economic development professionals.



**FirstEnergy**

## Say *Yes!* to St Mary's County

**We Invent, Innovate and Inspire.**

From innovation within NAS Patuxent River to the expanding opportunities beyond the gates - St Mary's is **Taking Flight!**

Whether setting up shop or looking to expand, we can help with

- Site Selection
- County and State Resources
  - Navigating the Permitting Process
  - Workforce Needs
  - Networking

**Economic Development - We are your partner for doing business in St. Mary's County!**

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



# Connecting Maryland Businesses to Greater Possibility

[attconnects.com/Maryland](http://attconnects.com/Maryland)



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**TO IMPROVE YOUR VIEW OF THE FUTURE, CONSIDER CHANGING YOUR VIEW.**

**ALLEGANY COUNTY**  
ECONOMIC AND COMMUNITY DEVELOPMENT

Maybe it's time to make the move outside to an amazing future by considering Allegany County, Maryland. [AlleganyWorks.org](http://AlleganyWorks.org)

**Baltimore Together.**  
A Platform for Inclusive Prosperity

**Progress Highlights**

- Strategy **1.4** Convene economic and workforce development stakeholders on a semi-annual basis. *Annual Summit & Spring Update*
- Strategy **1.12** Convene network of small business & entrepreneurial support organizations. *The BASE Network*
- Strategy **4.4** Reimagine and reorganize Baltimore's Downtown as a place to live, work and play. *Redeveloping Harborplace*
- Strategy **5.4** Addressing our challenges around Digital Equity. *Free Public Wi-Fi*

**Baltimore Development Corporation**

Use the QR code to access the Progress Report

## BRONZE



### AT&T COMMUNICATIONS

We help more than 100 million U.S. families, friends and neighbors, plus nearly 2.5 million businesses, connect to greater possibility. From the first phone call 140+ years ago to our 5G wireless and multi-gig internet offerings today, we @ATT innovate to improve lives. For more information about AT&T Inc. (NYSE:T), please visit us at [about.att.com](http://about.att.com).



### ALLEGANY COUNTY DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT

When you consider Allegany County, Maryland, you're considering not only how your business goals and dreams can become an accessible reality, but also how important the hours outside work are spent. A low cost of living and affordable real estate, small-town, charm, stunning mountain views, and an abundance of outdoor recreational opportunities all add up to greater productivity, wellbeing, and a high quality of life. If you can work from anywhere, why not here? Maybe it's time to make the move outside. [Alleganyworks.org](http://Alleganyworks.org)



### BALTIMORE DEVELOPMENT CORPORATION

The Baltimore Development Corporation (BDC) is the economic development entity for the City of Baltimore. Our mission is to grow the city's economy in an inclusive manner by retaining, expanding, and attracting businesses and promoting investment, thereby increasing career opportunities for residents. Businesses interested in expanding or locating in Baltimore City should contact us at [info@BaltimoreDevelopment.com](mailto:info@BaltimoreDevelopment.com)



### BAY CROSSING CONSULTING

With a 40-year legacy in public-private management, our founder & CEO is a thought leader in economic development, business, and mission-driven finance. Throughout her career as a public servant, advocate, and financial leader, she opened doors to capital for aspiring small businesses, improving access to capital for small, women, minority, and socially-disadvantaged businesses; restructured fledgling non-profit organizations and programs, and served in leadership roles with various trade associations, regional and national boards and commissions. At Bay Crossing Consulting Services, we offer our breadth of expertise to clients in the economic development, business, and nonprofit sectors. Shelly Gross-Wade, our Principal Consultant, Founder & CEO was the first African American and the first woman to serve as President and CEO of Prince George's Financial Services Corporation (FSC First), a Community Development Financial Institution which provides creative financing solutions to small businesses in Maryland. During her 24 years of leadership, FSC First managed more than 10 distinct economic development loan and grant programs to support unbanked and under-banked businesses and rapid growth companies. Passionate about entrepreneurship, Shelly led FSC to close over \$100 million in loans and attracted over \$1.4 billion in public/private funds.

Our motto: "Where you see challenges, we see opportunities."



### CARROLL COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT

Carroll County's central Baltimore metropolitan location provides for convenient business access to national and international markets. A county-owned fiber optic network, along with strategic investments in quality business parks, helps growing businesses accommodate their space needs and provides for affordable space for relocation projects. The Carroll County Department of Economic Development dedicates resources to support growth in corporate headquarters, high-tech manufacturing, agriculture, information technology, and professional and business services firms. Carroll's productive workforce demonstrates high skills and a solid work ethic. The diverse and positive business climate facilitates new company formation and the expansion of existing Carroll corporations. For more information, visit [www.carrollbiz.org](http://www.carrollbiz.org) and follow us on Twitter @CarrollEconDev.



## Turning Obstacles Into Opportunities

Bay Crossing Consulting Services turns aspirations into exceptional results. We leverage extensive knowledge and dynamic capabilities to expertly assess your challenges and guide impactful actions with precision.



- Strategic Partnerships
- Program Design, Development and Evaluation
- Budgeting and Finance



- Fundraising Strategy Development
- Strategic Planning
- Retreat Facilitation



- Access to Capital
- Business Coaching
- Change Management

Principal Consultant, Shelly Gross-Wade  
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## You Belong in



Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily accessed from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has over 100 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed.

For more information contact:

John Henry King  
301.809.3042  
[jhking@cityofbowie.org](mailto:jhking@cityofbowie.org)

Tiara Andrews  
240-544-5617  
[tandrews@cityofbowie.org](mailto:tandrews@cityofbowie.org)



[www.cityofbowie.org/biz](http://www.cityofbowie.org/biz)

## Contact us today for ALL your business needs!



CARROLL COUNTY MARYLAND

## GROW BETTER HERE

Carroll County Department of Economic Development is committed to business, partnering with business owners to lend the support needed to start a new venture or expand an existing enterprise.

### Business Development Support

- Real Estate Searches
- Project Coordination
- Business Consulting
- Agriculture Development

### Financing & Incentives

- Financing Packages
- Tax Credit Programs
- Technical Training Grants

### Workforce Development

- Recruitment Events
- Incumbent Worker Training
- On-the-Job Training
- Workforce Demographics & Wage Data

## 410-386-2070



Carroll County Department of Economic Development  
225 N. Center St., Suite 101, Westminster, Md 21157  
[CARROLLBIZ.ORG](http://CARROLLBIZ.ORG) // [info@carrollbiz.org](mailto:info@carrollbiz.org)



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# FREDERICK JOIN THE STORY

ECONOMIC DEVELOPMENT  
MARYLAND



## Home to:

- Hip & historic downtown
- Fort Detrick Biodefense Campus
- Frederick National Laboratory for Cancer Research
- Frederick Municipal Airport
- Frederick Community College & Hood College
- Frederick Keys Baseball & Flying Cows Basketball
- FITCI High Tech Incubator/Accelerator
- 80,000+ residents
- **Endless business opportunities**



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# LET'S COUNT ON EACH OTHER.

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Fulton *FORWARD*®

# Fulton Bank

1.800.FULTON.4 | [fultonbank.com](http://fultonbank.com)

Fulton Bank, N.A. Member FDIC. Fulton Bank is not affiliated with MD Economic Development Association.

## BRONZE *continued*



### CITY OF BOWIE

Located 20 minutes from Annapolis, Maryland or Washington, D.C., and 30 minutes from Baltimore, Bowie has grown from a small agricultural and railroad town into one of the five largest cities in Maryland. Now occupying 18 square miles, Bowie's great location is enhanced by a superb quality of life. Bowie boasts a minor league baseball stadium, heritage museums, the Bowie Center for the Performing Arts, an Old Town historic and shopping district, and over 2,000 acres of parks, as well as excellent shopping malls and retail centers. To find out what Bowie has to offer, visit [www.cityofbowie.org/biz](http://www.cityofbowie.org/biz).



FREDERICK  
ECONOMIC DEVELOPMENT

### CITY OF FREDERICK DEPARTMENT OF ECONOMIC DEVELOPMENT

The City of Frederick is home to over 3,900 businesses and world-class facilities. Once the heart of the Civil War, the City's position atop the 270 Tech Corridor has now strengthened it as an east coast hub for discovery and innovation. A local tradition of culinary excellence is enriched by exciting new breweries & distilleries. Award-winning adaptive reuse of historic properties translates a remarkable past into a vibrant tomorrow. The City's Department of Economic Development is proud of Frederick's story and ready to work together to build upon it – to make every chapter better than the last! Connect with our team to discuss local business resources, real estate opportunities, licensing & permits, promotional assistance, community connections, and more! Learn more at [businessinfrederick.com](http://businessinfrederick.com).

MARYLAND

### THE DAILY RECORD

*The Daily Record* is a digital first, daily newsroom with frequent updates on business and law at [TheDailyRecord.com](http://TheDailyRecord.com). The Daily Record publishes a print edition on weekdays in addition to more than 25 special products a year including Power Lists ranking the key people in Maryland in a variety of industries. The Daily Record hosts 14 annual events to recognize excellence and provide leadership opportunities. These events include Top 100 Women, Most Admired CEOs, Influential Marylanders, Icon Honors and more. The Daily Record, with 136 years of editorial excellence, is part of BridgeTower Media, one of the country's leading business-to-business media companies.

# MEDA PARTNERS

## BRONZE continued

### Fulton Bank **FULTON BANK**

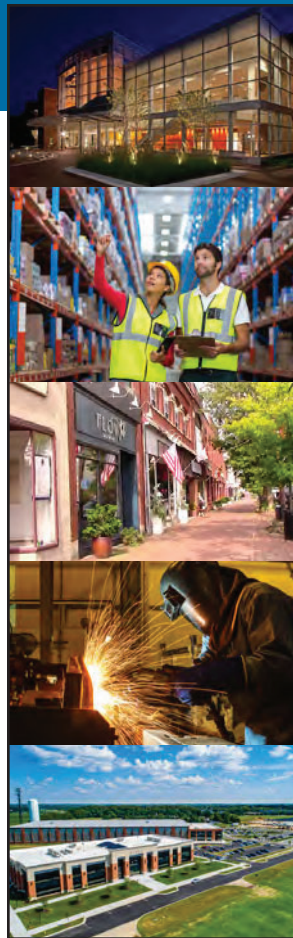
Since Fulton Bank opened its doors in 1882, it has strived to deliver the best banking experience for its customers. Fulton Bank's focus on customers has allowed it to grow along with you. Today, as part of Fulton Financial Corporation, a \$25 billion financial services holding company, Fulton Bank offers a broad array of financial products and services, including Fulton Banks Life Sciences & Technology Group. This Division focuses on providing custom solutions for a variety of sectors from vaccines to medical devices and from cyber to ag tech. Whatever stage you're in—startup, early growth, or established company—our dedicated team offers products, services, and resources designed to help your company succeed. Whether you're looking to optimize your cash flow, manage your day-to-day financials, or need capital to help grow your company, we'll work with you to find the right products and resources to meet your needs. Your dedicated Relationship Manager will work with you to understand your business and goals and will customize a plan to help you achieve them.

If you're starting up or scaling up, we provide solutions for: Founders, investors, state and local counties, higher education, Federal Government Agencies, and Foundations and Economic Development organizations. For companies like yours, we offer a bridge to what's next—contracts, grants, R&D, staffing, and more. You also have access to products and services to help you manage the day-to-day operations of your business.



### KENT COUNTY, MARYLAND

Kent County, Maryland is the place to be for businesses and residents seeking opportunity in the "Home of Wide Open Spaces." It sits directly east of Baltimore and the Chesapeake Bay with Washington DC 50 miles to the southwest and Philadelphia 60 miles to the northeast. With its diverse business landscape, affordable land, and low cost of living, it is a great place for businesses and new residents. Kent County is one of only five counties in Maryland with no business personal property tax and offers sales & use exemption for qualified data centers. In recent years, Kent County has put significant investment into its open access fiber broadband availability becoming one of the most connected counties in the state. Kent County is home to multiple primary and secondary private schools with affordable tuition for young families. The county's public schools are dual-track, focusing on both college and trade school preparation. For more information about Kent County visit [www.kentcounty.com/business](http://www.kentcounty.com/business)



## WE HAVE WHAT YOUR BUSINESS NEEDS TO SUCCEED

- ◀ Tax Incentives
- ◀ Business Resources
- ◀ Fiber Connectivity
- ◀ Interstate Access
- ◀ Designated Growth Areas
- ◀ 19 Million People Within 100 Miles
- ◀ Business Associations
- ◀ Access to Higher Education
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## BRONZE continued



### LOCAL INITIATIVES SUPPORT CORP. (LISC)

In 1979, when the Ford Foundation first conceived of LISC, it envisioned an “intermediary”—a nimble

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### MARYLAND DEPARTMENT OF PLANNING

The Maryland Department of Planning (MDP) consists of Planning Services and the State

Center for Data and Geospatial Analysis teams in Baltimore, the Maryland Historical Trust (MHT) in Crownsville, and the Jefferson Patterson Park and Museum (JPPM) in southern Calvert County. MDP assists in shaping places to help them thrive all across Maryland. MDP’s Planning Services division helps Maryland’s counties and municipalities in land use and resource planning and provides review and technical assistance on a variety of planning topics. MDP offers data, analysis and projections, research assistance, and policy development and implementation support to local governments as well as communities, businesses, and other organizations. By expanding the use of data and geospatial analysis tools to help dozens of state agencies in decision making, MDP adapts to quickly changing market and social trends to shape lasting communities for all. With a primary goal to lead the country in sustainable growth, MDP also supports interactive, web-based map displays of census data, land use, parcel data, and aerial imagery to assist local government growth and land-use planning decisions. MHT preserves and interprets Maryland’s legacy by providing more than \$40 million annually in financial assistance through grants, loans, and tax credits and last year hosted more than 140,000 annual visitors at the 560-acre JPPM, where we house the Maryland Archaeological Lab, which houses more than eight million artifacts from Maryland and across the U.S.. For more information on MDP’s full portfolio of professional staff, data resources, and programmatic assistance, please visit [planning.maryland.gov](http://planning.maryland.gov).

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## BRONZE continued



### THE PATUXENT PARTNERSHIP

The Patuxent Partnership (TPP) is a non-profit member organization that 'connects the dots' to increase collaboration between government, industry and academia, from technology to STEM initiatives. TPP

presents forums and activities that foster workforce development, including apprentice and internship programs. We are expanding our efforts through Southern Maryland Workforce Development 2030, funded by the U.S. Navy, and we continue to support economic growth in Southern Maryland. Please visit <https://paxpartnership.org>



### TOWN OF BEL AIR

Located in the heart of Harford County just minutes from I95, the Town of Bel Air is filled with opportu-

nities for businesses, residents and visitors. As the county seat, Bel Air boasts a historic and vibrant downtown with fabulous dining and unique shopping experiences along with great venues, both indoor and out, for events and festivals throughout the year. As part of the Town's government, Bel Air's Economic Development Department focuses on creating programs and activities that seek to improve the economic well-being of the community. The Town partners with numerous public, private and non-profit organizations, such as MEDA, to sustain and enhance business recruitment and retention, and identify funding sources for small businesses. Tourism, cultural arts, and the development of public amenities such as parks, bike paths and public art contribute to Bel Air's high quality of life, making it a great place to live, work, visit, and explore!



### UNIVERSITY OF MARYLAND EASTERN SHORE

The University of Maryland Eastern Shore (UMES) is a public 1890 land-grant Historically Black University in

Princess Anne, Maryland. Committed to diversity, UMES serves first-generation and underserved students, transforming lives through education, research, and community engagement. As a Doctoral University per the Carnegie Classification, UMES offers instruction, research, and service in various academic clusters, including liberal arts and sciences, agriculture, business, engineering, education, marine and environmental sciences, allied health, hospitality, and special academic services. UMES provides 38 bachelor's, 14 master's, and eight doctoral programs. Notable bachelor's programs include agribusiness, aviation science, construction management, criminal justice, engineering technology, environmental science, professional golf management, hospitality and tourism management, and rehabilitation services. Master's programs cover teaching, applied computer

science, chemistry, criminology, cybersecurity engineering technology, and rehabilitation counseling. Doctorates are available in marine-estuarine-environmental sciences, toxicology, pharmaceutical sciences, physical therapy, education leadership, pharmacy, and food science and technology. Accredited in 27 study areas and by the Middle States Commission on Higher Education, UMES houses five schools.



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### WASHINGTON COUNTY DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

Located in the heart of the Mid-Atlantic at the intersection of I-81 and I-70, Washington County is the hub of the tristate region. Washington County is known for our pro-business climate offering attractive incentives and financing programs from a variety of sources. As a full-governmental economic development agency, we are ready to help businesses open, expand or relocate in one of our great communities. Our productive, dedicated, and well-rounded regional workforce of over 400,000 has made the county a choice location for manufacturers, financial services, and distribution companies. Washington County is a perfect blend of city and country life. From our urban county seat of Hagerstown to our 5 National Parks, 8 State Parks and 2 Resource Management Areas there are always year-round recreational opportunities close at hand. Pursuing higher education or training? Washington County is home to the University System of Maryland at Hagerstown (USMH) offering bachelor's, master's, and PhD programs, Hagerstown Community College, and the new Meritus School of Osteopathic Medicine, Maryland's 3rd medical doctor school, as well as 8 workforce training partner organizations. We encourage you to visit [www.washco-md.net/business-development](http://www.washco-md.net/business-development) to learn more about our inclusive business environment.

# DEVELOP+CONNECT+ACHIEVE

The Patuxent Partnership (TPP) is a non-profit member organization that 'connects the dots' to increase collaboration between government, industry and academia, from technology to STEM initiatives. TPP presents forums and activities that foster workforce development, including apprentice and internship programs.

We are expanding our efforts through Southern Maryland Workforce Development 2030, funded by the U.S. Navy, and we continue to support economic growth in Southern Maryland.

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GSA Schedule 70 Contract # GS-35F-0581R  
VA DCJS No. 11-5523

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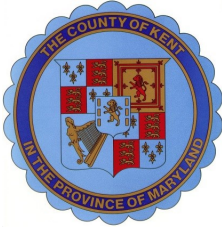
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**Harris P. Murphy, Judge, Circuit Court For Kent County**  
**10/1/2024**  
**County Commissioners Meeting**

**Item Summary:**

Request For Project Approval and Funding

**ATTACHMENTS:**

**Description**

08.06.24 Harris P. Murphy, Judge, Circuit Court For Kent County re Access Control System  
Atlantic Security Quote - Courthouse - Access Control System





## The Second Judicial Circuit of Maryland

CIRCUIT COURT FOR KENT COUNTY

HARRIS P. MURPHY  
ASSOCIATE JUDGE  
COUNTY ADMINISTRATIVE JUDGE

COURT HOUSE  
103 NORTH CROSS STREET  
CHESTERTOWN, MARYLAND 21620  
(410) 778-7440

August 6, 2024

Kent County Commissioners  
400 High Street  
Chestertown, Maryland 21620

Re: Access Control System

Dear Commissioners:

We have been advised by Atlantic Security that the current access control system for the courthouse is obsolete and needs to be replaced. The enclosed email from Atlantic provides more detail. Essentially, the existing system was discontinued by the manufacturer in 2021. Replacement parts are no longer available for repairs. In the event of a power surge, or a Google Chrome update, the system could be rendered inoperable and doors in the courthouse could become locked with no way to open them.

Atlantic is recommending replacement with the ProDataKey system. I believe this is the same system that has been installed at 400 High Street and Public Safety. The estimate for that replacement is enclosed. Please consider this the Court's request for approval to move ahead with replacement.

Regarding costs, we have discussed this situation with the Administrative Office of the Court Security Division. They indicate this would qualify for reimbursement as a Tier 1 security need under their annual grant program. However, they cannot give official approval until all grants are submitted and reviewed. That process should begin later this month.

Thank you for your attention to this matter. I remain...

Very truly yours,



Harris P. Murphy

# ATLANTIC

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**SUBMITTED TO:** Kent County Courthouse  
103 N. Cross Street  
Chestertown, MD 21620

**ATTN:** Kailee Dierker  
**JOB NAME:** Court Hs. Access Control Upgrade  
**JOB SITE:** 103 N. Cross St., Chestertown

**TEL:** 410-778-7440      **Email:** [kailee.dierker@mdcourts.gov](mailto:kailee.dierker@mdcourts.gov)      **Salesman:** Dan Wagner      **DATE:** 7/30/2024

### Proposal for the Upgrade of an Existing Access Control System:

- A. Nine [9] new (*ProDataKey*) access control main processing units to replace existing Honeywell system
- B. All existing locks, readers, wiring and cards to be used where possible.
- C. The system or equipment installed under this Proposal are guaranteed to be free from defects in material and workmanship for a period of one [1] year from the date of completion. Atlantic Security, Inc. shall not be obligated to warranty, repair or replace equipment which has been furnished or repaired by others, abused, altered or otherwise misused or damaged in any way.
- D. There are no provisions within this Proposal for any necessary additional work that may be caused by change orders, unscheduled site visits, damages to wiring etc., and/or failure of scheduled progress notification. Additionally, delays or complications arising from weather, strikes, floods, riots, or acts of God, changes to the scope of the work proposed, method of installation or unforeseen complications, whether caused by existing or new construction or unforeseen site conditions are not covered in the scope of this proposal. Any such work shall be appropriately charged (*time & material*) under prevailing rates following the issuance of a change order to be authorized by both parties in advance of any such work being performed.
- E. Atlantic Security, Inc. does not represent or warrant that Owner's System cannot be circumvented or compromised or that it will in all cases provide protection from the hazards that it is designed to detect or avert. It is understood that Atlantic Security, Inc. is not an insurer, that insurance, if any, shall be obtained by Owner and that the amounts payable to Atlantic Security, Inc. hereunder are based upon the value of the services and the scope of liability as herein set forth and are unrelated to the value of Owner's property or the property of others located in Owner's premises. Owner does not intend or expect that this proposal will provide for full liability of Atlantic Security, Inc. and agrees that Atlantic Security, Inc. shall be exempt from any liability for loss or damage due directly or indirectly to occurrences, or consequences therefrom, which Owner's System is designed to detect or avert, except for loss or damage, irrespective of cause or origin, that results directly or indirectly to person or property from performance or nonperformance of obligations imposed by this proposal or from negligence, active or otherwise, of Atlantic Security, Inc., its agents or employees. However, Owner agrees that if Atlantic Security, Inc. should be found liable for loss or damage due to a failure of Owner's System in any respect, Atlantic Security, Inc. liability shall be limited to the provisions as described on the Certificate of Liability Insurance form, attached hereto and made part of this Proposal.

F. Upon completion of installation a demonstration of the system and all pertinent information will be provided. Atlantic Security, Inc. requires that any persons directly or indirectly related to the operation of the system must be present for this demonstration. Failure to do so may result in the scheduling of an additional service call to the premises which shall be billed accordingly.

Atlantic Security, Inc. proposes to furnish material and labor, and to complete in accordance with above specifications, for the sum of:

**\$14,985.00 [Fourteen Thousand Nine Hundred Eighty-five & 00/100 Dollars]**  
*(Total payment based on selection of available options.)*

- ◆ **This is an outright purchase of equipment.**
- ◆ **PAYMENT TERMS:** 50% DUE WITH ACCEPTANCE OF PROPOSAL; BALANCE DUE NET15 FROM DATE OF ATLANTIC SECURITY, INC. INVOICE. ANY OTHER FORMS OF INVOICING AND/OR PAYMENT ARRANGEMENTS MUST BE SUBMITTED BY CLIENT IN WRITING AND APPROVED BY ATLANTIC SECURITY, INC. PRIOR TO COMMENCEMENT OF JOB DESCRIBED HEREIN.
- ◆ **PLEASE NOTE:** Atlantic Security, Inc. must be in receipt of all deposit monies and signed proposal prior to the scheduling and/or commencement of the job described herein.
- ◆ Fees for local and/or county permits that may be required will be added to the total cost of this proposal.
- ◆ This proposal is valid for ninety [90] days from the proposal date.

**REMOTE MANAGEMENT CLOUD SERVICE - 1-YEAR AGREEMENT**

Agreement for Cloud Service is for a period of One [1] year at a time. Thereafter this Agreement shall be automatically renewable. This Agreement may be terminated by either party in writing at least 30 days prior to the automatic renewal. Note that Cloud Service is required for card and schedule management. Cloud Service allows for real-time reporting, data entry and door access management.

Cloud Remote Management service @\$10.00/month, per door, invoiced and payable annually\* in advance:

Annual Cloud Service for One [1] year.....\$3,960.00

**SIGNATURE REQUIRED BELOW TO INDICATE YOU HAVE READ, UNDERSTOOD AND ACCEPT THE TERMS OF THIS PROPOSAL:**

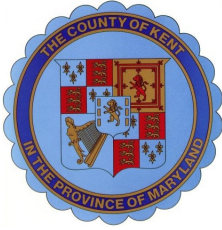
\_\_\_\_\_  
Signature/Date

\_\_\_\_\_  
PRINTED NAME

\_\_\_\_\_  
Atlantic Security Representative/Date

Dan Wagner  
\_\_\_\_\_  
PRINTED NAME

If Client is in default for failure to make payments as required, Atlantic Security, Inc. shall be permitted to recover interest at the rate of 24% per annum, plus all costs of collection, including attorney's fees. Client agrees that any such proceedings will be held in Kent County, Maryland.



---

**Katie Abbott, Economic Development Manager, Economic and Tourism  
Development  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

MD PACE 2.0 Program Updates

Commercial Property Assessed Clean Energy Agreement

**ATTACHMENTS:**

Description

Cover Page

2024 DRAFT Agreement

Code Home Rule Bill No. 6-2024 Clean Energy Program Loan- Recorded



Department of Economic and Tourism Development

MD PACE 2.0 Program Updates

**Version 2.0**



**COMMERCIAL PROPERTY ASSESSED  
CLEAN ENERGY (“MDPACE”}  
AGREEMENT**

**THIS AGREEMENT** is made and entered into as of this 1<sup>st</sup> day of October, 2024, between Kent County, Maryland, a political subdivision of the State of Maryland (the “County”), and the Maryland Clean Energy Center, a body politic and corporate and a public instrumentality of the State of Maryland (“MCEC”).

**RECITALS**

1. A Commercial Property Assessed Clean Energy program is a program to facilitate loan financing for clean energy improvements to commercial properties by utilizing a state or local tax assessment mechanism to provide security for repayment of the loans.
2. Pursuant to §1-1102 of the Act (as defined below), counties and municipalities may enact ordinances or resolutions to establish a clean energy loan program.
3. The County has authorized and established a commercial property assessed clean energy loan program (the “Clean Energy Loan Program” or “PACE Program” or “MDPACE Program”) pursuant to §152-30, 152-31, and 152-32 of the Code of Public Laws of Kent County, Maryland (the “Code”), as established by Code Home Rule Bill 6-2024, attached hereto as Exhibit 1 (the “CHR 6-2024”).
4. §152-32.2 of the Code permits the County to enter into an agreement with a PACE Program Administrator.
5. MCEC agrees to work with the County to implement the MDPACE Program and to obtain financing for the Program.
6. To secure financing for the program, MCEC and the County are authorized by §152-31 of the Code to enter into a written agreement pursuant to which the County has agreed to assess and collect, remit and assign surcharges to MCEC in return for Qualifying Projects for Commercial Property Owners within the County and for costs reasonably incurred by the County in performing those duties.

**NOW THEREFORE**, for and in consideration of the mutual covenants and agreements set forth in this Agreement, for other good and valuable consideration, the receipt and sufficiency of which are acknowledged, and in order to effectuate the purposes of § 152-32.2 of the Code, the parties agree as follows:

**ARTICLE I**  
**DEFINITIONS**

- (a) *Act* means §§1-1101 et seq. of the Local Government Article.
- (b) *Clean Energy Lender* means a capital provider that provides loans to Property Owners to finance Qualifying Projects, approved by MCEC, and such capital provider's successors, transferees, and assignees.
- (c) *Clean Energy Loan* means any loan made by a Clean Energy Lender to a Property Owner under the Clean Energy Loan Program.
- (d) *Clean Energy Loan Financing Agreement* means an agreement between a Property Owner and a Clean Energy Lender providing for the terms and conditions of a Clean Energy Loan.
- (e) *Clean Energy Loan Program or PACE Program or MDPACE Program* means pursuant to §152-30, 152-31, and 152-32 of the Code of Public Laws of Kent County, Maryland (the "Code"), as established by Code Home Rule Bill 6-2024, attached hereto as Exhibit 1 (the "CHR 6-2024"), the purpose of which is to provide loans to Property Owners to finance Qualifying Projects.
- (f) *Clean Energy Loan Program Administrator* means any person or entity selected by the County to manage the Clean Energy Loan Program.
- (g) *Commercial Property* means any real property as defined in §1-1101(d) of the Act, including residential dwellings containing more than four single dwelling units.
- (h) *Local Government Article* means the Local Government Article of the Annotated Code of Maryland, as it may be amended.
- (i) *Clean Energy Loan Program* means the clean energy loan program authorized by the Act and established by §152-30 of the Code, the purpose of which is to provide loans to Property Owners to finance Qualifying Projects.
- (j) *Property Owner* means the owner of qualified Commercial Property.
- (k) *Qualifying Projects* means projects as defined in the ordinance of Kent County.
- (l) *Surcharge* means the assessment levied by the County on a Property Owner's property tax bill to collect PACE Program loan payments owed to a Clean Energy Lender by the Property Owner and costs of administering the PACE Program in accordance with the Act and as authorized by §152-31 of the Code.
- (m) *Surcharge Lien* means the lien automatically established upon the County's levy of the Surcharge on the property tax bill.

**ARTICLE 2**  
**OBLIGATIONS OF MCEC**

Pursuant to this Agreement, MCEC will have the following obligations:

(a) Program Requirements.

1. Shall develop program guidelines governing the terms and conditions under which a Property Owner may access a PACE Program loan from a Clean Energy Lender, pursuant to the Act and §152-30 of the Code.

2. Shall receive and review applications submitted by Property Owners within the County for financing of Qualifying Projects and approve or disapprove each application in accordance with underwriting procedures and requirements established by MCEC and in accordance with State law.

3. Shall prepare and deliver to the County an annual report which shall contain information related to the PACE Program within the County, including:

(i) A list of each Commercial Property for which the Property Owner executed a Clean Energy Loan Financing Agreement during the prior year.

A. A list of each Commercial Property where all obligations under the Clean Energy Loan Financing Agreement have been satisfied or paid in full during the prior year, including the satisfaction date and a copy of the notice of satisfaction, if required; and

(ii) For each unpaid Surcharge:

A. The date of the Clean Energy Loan Financing Agreement.  
B. The total principal balance and accrued interest outstanding on the clean energy loan; and

C. The annual payment(s) due, which shall include principal and accrued interest (including the amount of accrued interest on the initial payment, if different), and the fees for the costs of administering the PACE Program.

(b) Project Requirements. If a Property Owner requests approval from MCEC for Qualifying Projects, MCEC shall:

1. Require proof that the Property Owner owns 100% of the interests in the property located in Kent County for which Qualifying Projects are proposed.

2. Require that the Property Owner demonstrate that the proposed project is consistent with the requirements of the Act and § 152-30 of the Code and is a Qualifying Project.



3. Impose requirements and criteria to ensure that the proposed energy improvements are consistent with the purpose of the PACE Program.

4. Require that the Property Owner, prior to the execution of the Clean Energy Loan Financing Agreement, provide a copy of the written notice to all current holders of a mortgage or deed of trust who have a priority recorded lien on the property and written proof of express consent by all current holders of a mortgage or deed of trust on the Commercial Property to the PACE Program loan, along with an acknowledgement of the priority of the Surcharge Lien;

5. Require that the Clean Energy Lender demonstrate to MCEC that the Property Owner is able to repay the loan under the lender's underwriting standards which are substantially similar to the criteria set forth in the Act and §152-32 of the Code; and

6. Require the Property Owner to provide proof that all outstanding property taxes, assessments, and charges have been paid.

(c) Financing Agreement for Project.

1. A Clean Energy Lender may provide financing to a Property Owner to finance Qualifying Projects, which loan will be non-accelerating and will survive a change of ownership, whether voluntary or involuntary.

2. Each Clean Energy Loan Financing Agreement shall clearly state the final Surcharge that will be levied against the PACE Program Commercial Property.

3. Each Clean Energy Loan Financing Agreement shall contain a Disclosures and Risks Form executed by the Property Owner.

4. Upon the submission of a Clean Energy Loan Financing Agreement to MCEC by a Clean Energy Lender and Property Owner with an approved project, MCEC shall (i) establish the Surcharge, including all fees for the operation of the PACE Program, and (ii) provide a Notice to the County to Commence Levy and Collection of Surcharges for a Clean Energy Loan Program, which notice shall contain a copy of the PACE Program Clean Energy Loan Financing Agreement and the Payment Schedule. If the County has semi-annual billing for real property taxes, the Surcharge shall be payable in two equal payments respectively payable on September 30 and December 31 of each year so that they are due at the same time as the installments of the County's real property taxes. If the County changes its practices concerning the billing of annual real property taxes as to the number of installments and their due dates, MCEC will change its practices to the extent possible to correspond with the County's practices.

(d) Levy of Surcharge.

1. Upon receiving written notice from MCEC that a PACE Program Clean Energy Loan Financing Agreement has been executed, MCEC, MCEC's Agent, or the Clean Energy Lender shall file a Notice of Levy and Lien of Surcharge in the County land records.

**ARTICLE 3**  
**OBLIGATIONS OF THE COUNTY**

(a) Surcharge Billing, Collection and Disbursement to MCEC.

1. The County shall select, within thirty (30) days of the date of this Agreement, a PACE Program coordinator within the tax collector's office who will assist in Surcharge assessments and collection as set forth in this Agreement.

2. The County shall bill the Surcharge due by a Property Owner on the first tax bill after the Program Administrator provides written notice to the County's PACE Program coordinator of the PACE Program agreement's repayment schedule. The County shall add a Surcharge to its real property tax bill(s) and shall send a copy of the tax bill containing the Surcharge to MCEC within 30 days of the County's initial tax billing.

3. The purpose of the Surcharge is to repay the clean energy loan under the PACE Program Clean Energy Loan Financing Agreement and to cover costs to operate the PACE Program. The Surcharge shall be a separate clearly defined line item or separate bill and shall be due on the same date(s) as the County's real property taxes. The amount of the Surcharge will be recorded on the County's tax rolls in the same manner as any other tax, such that the public will have access to its existence and payment status. The penalties and interest on delinquent Surcharges shall be charged in the same manner and rate as the County charges for delinquent real property taxes. Once the obligation to assess, levy, collect and disburse Surcharge payments to MCEC is triggered, the obligation survives termination and/or opting out of this Agreement by the County.

(i) Surcharges collected by the County shall be segregated from all other funds of the County and deposited into a separate account for the benefit of MCEC and identifying MCEC or its trustee as the beneficial owner. The County disclaims any ownership interest or other interests in such account, or the amount collected.

(ii) The County shall pay all amounts collected within any calendar month to MCEC no later than thirty (30) days after the month that the amounts are collected. The County will provide collection reports to MCEC, and MCEC, at its own expense, shall have the right to audit the records relating to the Surcharges upon reasonable notice at reasonable times. MCEC and the County agree to provide each other with information as they may reasonably request. MCEC and the County agree to provide such information in a computer format satisfactory to the other. Reported information may include data necessary for MCEC to

include in its annual report required by this Agreement. Required information shall not include information which is deemed confidential information by law or any proprietary or confidential information from loan applicants or relating to the underwriting of any particular PACE Program loan. The County shall not disclose any information contained in the books and records of MCEC, except as may be required by any applicable law.

(b) Levy of Surcharge. Within sixty (60) days following execution of a PACE Program Clean Energy Loan Financing Agreement, the County shall add the Surcharge to the real property tax bill. The Surcharge levied pursuant to this Agreement, State Code, and § I 52-31.c of the Code, and the interest, fees and any penalties thereon shall constitute a lien against the Commercial Property on which they are made until they are paid. The Surcharge Lien shall be levied and collected in the same manner as the property taxes of the County on real property, including, in the event of default or delinquency, with respect to any penalties, fees and remedies and lien priorities as provided by the Code and State law.

(c) Collections. Upon the written a failure of a Property Owner to pay a Surcharge within the appropriate timeframe, the County shall institute a tax lien collection pursuant to State law. Funds collected from a tax sale of a Commercial Property subject to a Surcharge shall be paid to MCEC or MCEC's Agent, its trustee, successors, assignees or any other entity or person that MCEC or MCEC's Agent designates in writing to receive payment as set forth in Section (a)(3) above.

(d) Delinquencies. In the event that any Property Owner fails to make a Surcharge payment when due in any property tax billing cycle, the County shall provide written notice to MCEC of such delinquency within thirty (30) days.

(e) Amendment of the Surcharge Amount. Pursuant to the PACE Program Clean Energy Loan Financing Agreement, the final amount of the Surcharge may be adjusted after the levy of the Surcharge Lien. Such an adjustment would likely be the result of a change in the energy improvement service contract amount during the construction period, a change in the amount of capitalized interest, or an amendment to the PACE Program Clean Energy Loan Financing Agreement. In the event that the final Surcharge amount needs to be adjusted at the completion of the project, or any other time, MCEC will inform the County of the change, provide the County with an updated payment schedule and new Surcharge amount, and the County shall amend the Surcharge Lien to reflect the adjustment.

(f) PACE Program Administration Costs.

1. The County may include an administration fee to cover their costs that will be collected by the MDPACE program and remitted to the county. Reimbursable costs and expenses include reasonable costs incurred by the County in conjunction with any and all proceedings to collect and enforce the Surcharges and delinquent Surcharges, including foreclosure proceedings.

2. The County will provide written notice to MCEC prior to any sale or assignment of its real property taxes or any institution of a judicial foreclosure or other

proceeding against any real property for delinquent real property taxes if such real property is subject to a delinquent Surcharge.

**ARTICLE 4**  
**TERM**

The term of this Agreement shall commence upon the date the last party executes the Agreement. This Agreement shall remain in full force and effect until all the Surcharges levied by the County have been paid in full or deemed no longer outstanding. Either party may terminate this Agreement at any time upon ninety (90) days' advance written notice to the other party, provided that the County's obligations to collect Surcharges for PACE Program Clean Energy Loan made prior to the termination date shall continue until all Surcharges (including the interest, penalties, and fees thereon) have been collected and that all such PACE Program Clean Energy Loans have been paid in full.

**ARTICLE 5**  
**DEFAULT**

Each party shall give the other party written notice of any breach of any covenant, provision or term under this Agreement and shall allow the defaulting party thirty (30) days from the date of its receipt of such notice within which to cure any such default or, if it cannot be cured within the thirty (30) days, to commence and thereafter diligently attempt to cure, using good faith efforts to effect such cure and to thereafter notify the other party of the actual cure of any such default. The parties shall have all other equitable rights and remedies provided by law, including, but not limited to, specific performance.

**ARTICLE 6**  
**MISCELLANEOUS PROVISIONS**

(a) Assignment or Transfer by County. The County may not assign or transfer its rights or obligations under this Agreement without prior written consent of MCEC.

MCEC Agent. The County acknowledges and agrees that MCEC may employ a third party to undertake MCEC's obligations under this Agreement, subject to approval by the County (an "MCEC Agent"). In the event that MCEC employs an MCEC Agent, MCEC will notify the County in writing of the name and contact information of the MCEC Agent. The County agrees that for purposes of this Agreement, the MCEC Agent shall speak and act for MCEC and that any notices required under the terms of this Agreement to be sent to MCEC shall also be sent to the MCEC Agent. In the event that MCEC is to be dissolved, MCEC may assign and transfer its rights under this Agreement to the MCEC Agent, subject to the County's right to terminate this Agreement under Article 4.

(b) This Agreement shall inure to the benefit of, and shall be binding upon, each of the parties and their successors and permitted assigns.

(c) Amendment/Termination/Waiver. This Agreement may not be amended or terminated by the parties without the prior approval of the Clean Energy Lender for any PACE Program Clean Energy Loan. Any waiver of any provision of this Agreement must be in writing and mutually agreed to by MCEC and the County. Except for the specific provision of the Agreement, which is amended, the Agreement remains in full force and effect after such amendment and is subject to the same laws, obligations, conditions, provisions, rules, and regulations, as it was before the amendment.

(d) Severability. If any clause, provision, or section of this Agreement is held to be illegal or invalid by any court, the invalidity of the clause, provision or section will not affect any of the remaining clauses, provisions or sections, and this Agreement will be construed and enforced as if the illegal or invalid clause, provision or section has not been contained in it.

(e) Counterparts. This Agreement may be executed in any number of counterparts, each of which shall be deemed to be an original, and all of which together shall constitute but one and the same instrument.

(f) Notices. All notices, requests, consents, and other communications shall be in writing and shall be delivered, mailed by first class mail, postage prepaid, hand delivered, or overnight delivery service, to the parties, as follows:

If to the County:

KENT COUNTY, MARYLAND  
400 High STREET  
CHESTERTOWN, MD, 21620  
Attention: MS. SHELLEY HELLER

If to MCEC:

Maryland Clean Energy Center  
5000 College Avenue, Suite 31010  
College Park, MD 20740  
Attention: Executive Director

(g) Applicable Law and Venue. This Agreement shall be construed, interpreted, and enforced according to the laws of the State of Maryland. Any claim brought in connection with this Agreement must be brought in the State Courts of Maryland and the parties' consent to the jurisdiction of the State Courts of Maryland.

(h) Headings. The headings in this Agreement are solely for convenience, do not constitute a part of this Agreement, and do not affect its meaning or construction.

(i) Entire Agreement. This Agreement constitutes the entire Agreement between the parties and supersedes all previous discussions, understandings and agreements between the parties relating to the subject matter of this Agreement.

(j) Nothing in this Agreement, and no act of the County or MCEC, shall be deemed to create any relationship of third-party beneficiary, principal, and agent, limited or general partnership, joint venture, or any other relationship between the County and MCEC.

*[Remainder of the page intentionally blank]*

DRAFT

**IN WITNESS WHEREOF**, the County and MCEC have each caused this Agreement to be executed and delivered as of the date set forth above:

ATTEST:

**KENT COUNTY, MARYLAND**

\_\_\_\_\_  
Name: Sondra M. Blackiston

\_\_\_\_\_  
Name: Ronald H. Fithian  
Title: President

ATTEST:

**MARYLAND CLEAN ENERGY CENTER**

\_\_\_\_\_  
Name:

\_\_\_\_\_  
Name: J. Katherine Magruder  
Title: Executive Director

**DRAFT**

THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND

July 16, 2024  
Legislative Session Day

Legislative Session Day  
July 16, 2024

RECEIVED  
CLERK, CIRCUIT COURT  
CODE HOME RULE  
2024 JUL 21 11:11 AM  
BILL NO. 6-2024  
KENT COUNTY

INTRODUCED BY: Ronald H. Fithian, President of the Board of County Commissioners for Kent County, Maryland.

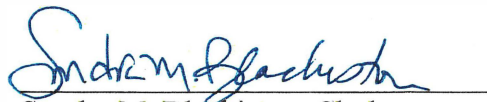
**AN ACT to amend Chapter 152 Taxation Article VII Clean Energy Loan Program, §§ 152- 30, 152-31, and 152-32 of the Code of Public Local Laws of Kent County, Maryland FOR THE PURPOSE** of defining certain terms: establishing a Clean Energy Loan Program for commercial property owners; establishing the scope of and eligibility for the Clean Energy Loan Program; providing for qualifying criteria; establishing a calculation of the clean energy loan surcharge, providing for a recorded notice; providing for the collection of loan payments; establishing default procedures; providing for financing or refinancing of Qualifying Projects under the Clean Energy Loan Program; providing for the application of this Act; and generally related to the Clean Energy Loan Program and real property taxes as consistent with provisions and the authority of the Annotated State Code of Maryland, Local Government Article, §1-1102.

THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND

  
Ronald H. Fithian, President

INTRODUCED, read first time, July 16, 2024, ordered posted and public hearing scheduled on July 30, 2024, at 6:00 p.m. in the County Commissioners Hearing Room, R. Clayton Mitchell, Jr., Kent County Government Center, 400 High Street, Chestertown, Maryland.

By order of:

  
Sondra M. Blackiston, Clerk



## PUBLIC HEARING

HAVING been posted and notice of the time and place of the hearing and copies having been made available to the public and the press, a public hearing was held on July 30, 2024. Reported favorably ~~with~~[without] amendments; read a second time and ordered to be considered on August 20, 2024, a legislative session day.

### A BILL ENTITLED CHR 6-2024 CLEAN ENERGY LOAN PROGRAM

**SECTION 1. NOW THEREFORE BE IT ENACTED BY THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND,** that Chapter 152, Article VII, is hereby amended as follows:

#### ARTICLE VII CLEAN ENERGY LOAN PROGRAM

§152-30. Clean Energy Loan Program.

(A) Definitions. In this ~~subsection~~ **SUBTITLE**, the following words have the meanings indicated:

- (1) **“ACT” MEANS §§1-1101 ET. SEQ. OF THE LOCAL GOVERNMENT ARTICLE OF THE ANNOTATED STATE CODE OF MARYLAND.**
- (2) "Clean Energy Financing Agreement" means an agreement between a property owner and a Clean Energy Lender providing for the terms and conditions of a Clean Energy Loan.
- (3) "Clean Energy Lender" means ~~a private lender providing a clean energy loan.~~ **A CAPITAL PROVIDER THAT PROVIDES LOANS TO PROPERTY OWNERS TO FINANCE QUALIFYING PROJECTS, APPROVED BY MARYLAND CLEAN ENERGY CENTER, AND SUCH CAPITAL PROVIDER’S SUCCESSORS, TRANSFERREES, AND ASSIGNEES.**
- (4) "Clean Energy Loan" means any loan made by a **CLEAN ENERGY** ~~private~~ Lender to a property owner under the Clean Energy Loan Program.
- (5) "Clean Energy Loan Obligation" means all indebtedness and obligations of a property owner to a Clean Energy Lender under a Clean Energy Financing Agreement.
- (6) "Clean Energy Loan Program Administrator" means any person or entity selected by the County to manage the Clean Energy Loan Program.
- (7) "Commercial Property" ~~has the meaning stated in the Local Government Article, §§~~

~~1-1101 et. seq., of the State Code.~~ **THIS MEANS ANY REAL PROPERTY AS DEFINED IN THE ACT, INCLUDING RESIDENTIAL DWELLINGS CONTAINING MORE THAN FOUR SINGLE-DWELLING UNITS.**

- (8) "Property Owner" means ~~an~~ **THE** owner of **QUALIFIED** commercial property. as ~~defined in this subsection.~~
- (9) **"LOCAL GOVERNMENT ARTICLE" MEANS THE LOCAL GOVERNMENT ARTICLE OF THE ANNOTATED CODE OF MARYLAND, AS IT MAY BE AMENDED.**
- (10) **"QUALIFYING PROJECTS" MEANS PROJECTS AS DEFINED IN THE ORDINANCE FOR KENT COUNTY.**
- (11) **"SURCHARGE" MEANS THE ASSESSMENT LEVIED BY THE COUNTY ON A PROPERTY OWNER'S PROPERTY TAX BILL TO COLLECT CLEAN ENERGY LOAN PROGRAM PAYMENTS OWED TO A CLEAN ENERGY LENDER BY THE PROPERTY OWNER AND COSTS OF ADMINISTERING THE CLEAN ENERGY LOAN PROGRAM IN ACCORDANCE WITH THE ACT AND AS AUTHORIZED BY THE COUNTY LEGISLATION.**
- (12) **"SURCHARGE LIEN" MEANS THE LIEN AUTOMATICALLY ESTABLISHED UPON THE COUNTY'S LEVY OF THE SURCHARGE ON THE PROPERTY TAX BILL.**

- (B) Program. There is a Clean Energy Loan Program to finance ~~energy efficiency projects and renewable energy projects with an electric generating capacity of not more than 100 kilowatts.~~ **QUALIFYING PROJECTS AS PROVIDED IN THE ACT.**
- (C) Rules and Regulations. The Director of Finance may adopt rules and regulations to administer the Clean Energy Loan Program consistent with this subtitle.
- (D) Program Administrator. The County Commissioners of Kent County may enter into an agreement with a private entity **OR STATE INSTRUMENTALITY** to administer the Clean Energy Loan Program.
- (E) Scope. Commercial property owners are eligible to participate in the Clean Energy Loan Program for non-accelerating loans greater than \$25,000.
- (F) Eligibility. In order to be eligible for a Clean Energy Loan, the property owner shall:
- (1) Have a 100% ownership interest in the property located in Kent County for which ~~improvements~~ **PROJECTS** are being made; **PROPOSED.**
  - (2) Demonstrate that the most recent property taxes, assessments, and charges on the property

have been paid;

- (3) Provide a copy of written notice to all current holders of a mortgage or deed of trust who have a priority recorded lien on the property and written proof of express consent to the Clean Energy Loan as a priority lien by all current holders of a mortgage or deed of trust on the property **THAT IS TO BE FINANCED UNDER THE CLEAN ENERGY LOAN PROGRAM**; and
- (4) Establish that the owner of the commercial property is able to repay the loan provided under the Clean Energy Loan Program, in a manner substantially similar to that required for a mortgage loan under §§ 12-127, 12-311, 12-409.1, 12- 925, and 12-1029 of the Commercial Law Article of the **ANNOTATED State Code OF MARYLAND**.

(G) Qualifying Improvements. The following improvements, either new or replacement, qualify as energy efficiency or renewable energy projects under the Clean Energy Loan Program:

- (1) ~~solar energy equipment~~; **ENERGY AND WATER EFFICIENCY PROJECTS**;
- (2) **RENEWABLE ENERGY PROJECTS INCLUDING BUT NOT LIMITED TO SOLAR ENERGY EQUIPMENT**, geothermal energy devices, **AND WIND ENERGY SYSTEMS**;
- (3) ~~wind energy systems~~; **ENVIRONMENTAL REMEDIATION PROJECTS, WHICH MEANS A PROJECT INTENDED TO REMOVE ENVIRONMENTAL OR HEALTH HAZARDS, AND INCLUDING PROJECTS THAT PROMOTE INDOOR AIR AND WATER QUALITY, ASBESTOS REMEDIATION, LEAD PAINT REMOVAL, AND MOLD REMEDIATION**;
- (4) ~~water conservation devices not required by law~~; **RESILIENCY PROJECTS, WHICH MEANS A PROJECT INTENDED TO INCREASE THE CAPACITY OF A PROPERTY TO WITHSTAND NATURAL DISASTERS AND THE EFFECTS OF CLIMATE CHANGE, INCLUDING FLOOD MITIGATION, STORMWATER MANAGEMENT, A PROJECT TO INCREASE FIRE OR WIND RESISTANCE, A PROJECT TO INCREASE THE CAPACITY OF A NATURAL SYSTEM, AN INUNDATION ADAPTATION PROJECT, ALTERNATIVE VEHICLE CHARGING INFRASTRUCTURE, AND ENERGY STORAGE; AND**
- (5) ~~Any construction, renovation or retrofitting of commercial property to reduce energy consumption, including, high efficiency lighting and building systems, heating ventilation air conditioning (hvac) upgrades, high efficiency boilers and furnaces, high efficiency hot water heating systems, combustion and burner upgrades, fuel switching, heat recovery and steam traps, building shell or envelope improvements, fenestration improvements, building energy management systems, and process equipment upgrades; and~~
- (6 5) Any other ~~improvement~~ **PROJECT** approved by the County or the Clean Energy Loan Program Administrator as qualifying as ~~an energy efficiency project or renew able energy~~

~~project.~~ **CONSISTENT WITH THE ACT.**

- (H) Qualifying Costs. A Clean Energy Loan may be used to pay for all costs incurred by a property owner in connection with the qualifying improvements, including, **BUT NOT LIMITED TO**, the cost of the energy audit; feasibility studies and reports; project management, design, installation, and construction of the qualifying ~~improvements~~ **PROJECTS**; commissioning; energy savings or performance guaranty or insurance; building accreditation; closing costs of the Clean Energy Loan; permitting fees; administrative fees; **AND** post-install evaluation, measurement ~~&~~ **AND** verification; ~~and~~, ~~building accreditation.~~

§152-31. Real Property Tax Surcharge.

- (A) Repayment of Loans. A property owner participating in the Clean Energy Loan Program shall repay the Clean Energy Loan through a surcharge on their real property tax bill. Upon receipt of written notice from the Clean Energy Loan Program Administrator of the execution of a Clean Energy Loan Financing Agreement, the County shall, within sixty (60) days from the date of the Clean Energy Loan Financing Agreement, add the surcharge to the tax property bill. The surcharge shall constitute a first lien on the property from the date it becomes payable until the unpaid surcharge and interest and penalties on the surcharge are paid in full, regardless of a change in ownership, whether voluntary or involuntary. A person or entity that acquires property subject to a surcharge assumes the obligation to pay such surcharge. The County may assign the surcharge lien to the Clean Energy Loan Program Administrator.
- (B) Calculation. The surcharge for a Clean Energy Loan shall include the Clean Energy Loan Obligation and any administrative costs incurred by the County which shall be the actual expenses incurred to administer the program.
- (C) Notice of Levy and Lien of Surcharge. Upon receiving written notice from the Clean Energy Loan Program Administrator of the execution of a Clean Energy Loan Financing Agreement, **THE PROPERTY OWNER SHALL EXECUTE AN AGREEMENT WITH THE COUNTY AND THE CLEAN ENERGY LENDER THAT WILL BE RECORDED IN THE LAND RECORDS OF KENT COUNTY.** Kent County shall promptly file the notice of levy and lien of surcharge in the Land Records, thereby providing notice to third parties. Such notice shall contain:
- (1) The date the Clean Energy Loan was made to the property owner and the property became subject to the surcharge;
  - (2) The term of the Clean Energy Loan and over which the surcharge will apply to the property;
  - (3) The Clean Energy Loan Obligation and estimated County administrative costs for the

first year;

- (4) The annual principal and interest amount for each year of the term of the Clean Energy Loan, including any partial year prorated amounts;
  - (5) Prepayment requirements and any prepayment premium that may apply to a prepayable Clean Energy Loan;
  - (6) Notice that the Clean Energy Loan Obligation and the County's administrative costs will be repaid through a surcharge included on the **PROPERTY** owner's real property tax bill due and payable on the same date as the real property tax bill;
  - (7) Notice that an unpaid Clean Energy Loan surcharge constitutes a first lien on the property that has priority over prior or subsequent liens in favor of private parties and that the surcharge will continue as a lien on the property from the date it becomes payable until the unpaid surcharge and interest and penalties on the surcharge are paid in full, regardless of a change in ownership of the property, whether voluntary or involuntary; and
  - (8) Notice that if payments of surcharges are not timely paid, the surcharge will be collectible as a tax lien through the tax sale process authorized under Tax-Property Article, Title 14, Subtitle 8 of the **ANNOTATED State Code OF MARYLAND** and in accordance with **THE CODE OF PUBLIC LOCAL LAWS OF KENT COUNTY, MARYLAND** §152-4 and that an overdue surcharge will be so collected, irrespective of whether real property taxes (or any other taxes, charges, or assessments) are due and owing.
- (D) Default. In the event of default on the Clean Energy Loan surcharge, the County shall be required to collect the lien pursuant to **THE CODE OF PUBLIC LOCAL LAWS OF KENT COUNTY, MARYLAND** §152-4, irrespective of whether property taxes (or any other taxes, charges, or assessments) are due and owing. The County shall not incur any liability to the Clean Energy Lender or others in the event of default.
- (E) Payment to Clean Energy Lender. The County shall have no ownership of the surcharges collected except for administrative costs provided under this subtitle. The Controller shall pay all surcharge payments in any calendar month to the applicable Clean Energy Lender or the Clean Energy Loan Program Administrator within **THIRTY (30)** days after the end of the month in which such amounts are collected. The County shall have no obligation to make payments to any Clean Energy Lender with respect to any Clean Energy Loan Obligation other than that portion of surcharge actually collected from a property owner for the repayment of a Clean Energy Loan. Payments received from a property owner shall be credited first to all County taxes, assessments, and charges.

§152-32. Financing.

(A) **CLEAN ENERGY LENDERS, TERMS.** Clean Energy Loans may be provided by any private lender and a Clean Energy Financing Agreement may contain any terms agreed to by the Clean Energy Lender and the property owner, as permitted by law, for the financing of Clean Energy Loans. The County may not finance or fund any loan under the program, shall serve only as a program sponsor to facilitate loan repayment by including the surcharge on the County real property tax bill for the property, and shall incur no liability for the loan. **THE CLEAN ENERGY LOAN MUST BE REPAID OVER A TERM NOT TO EXCEED THE USEFUL LIFE OF THE PROJECT AS DETERMINED BY THE CLEAN ENERGY LOAN PROGRAM.**

(B) **COUNTY ROLE. THE COUNTY'S ROLE IN THE CLEAN ENERGY LOAN PROGRAM IS LIMITED TO SPONSORING THE PROGRAM AND COLLECTING AND FORWARDING THE SURCHARGES IMPOSED UNDER THE PROGRAM. THE COUNTY MAY NOT PROVIDE CLEAN ENERGY LOANS OR OTHER FINANCING IN CONNECTION WITH THE CLEAN ENERGY LOAN PROGRAM.**

**SECTION 2. BE IT FURTHER ENACTED,** that Maryland Clean Energy Center and its designee are hereby authorized and directed to serve as the Clean Energy Loan Program Administrator under the terms of a separate agreement.

**SECTION 3. BE IT FURTHER ENACTED,** That this Act shall apply to any commercial property for which a Clean Energy Loan was financed on or after October 20, 2016.

**SECTION 4. BE IT FURTHER ENACTED** by the County Commissioners of Kent County that this

Act shall take effect on the 4<sup>th</sup> day of October, 2024.

Read Third Time August 20, 2024

PASSED this 20<sup>th</sup> day of August, 2024.

Failed of Passage \_\_\_\_\_

[SIGNATURES TO FOLLOW ON NEXT PAGE]

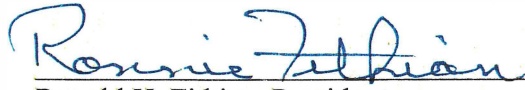
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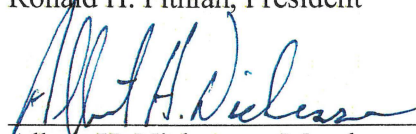
  
Sondra M. Blackiston, Clerk

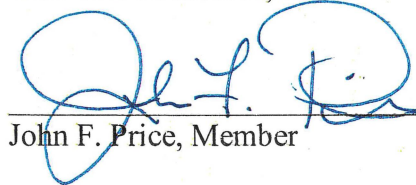
THE COUNTY COMMISSIONERS  
OF KENT COUNTY, MARYLAND

(SEAL)

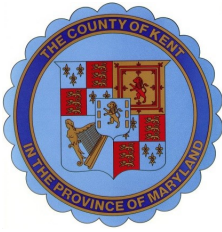


  
Ronald H. Fithian, President

  
Albert H. Nickerson, Member

  
John F. Price, Member

ORDERED a fair summary thereof or the entire bill shall be published in at least one newspaper of general circulation in the County, not less than three times at weekly intervals within a four-week period.



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**Rosemary Ramsey Granillo, Director, Kent County Local Management  
Board  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

FY2025 Community Partnership Agreement with the Governor's Office for Children

**ATTACHMENTS:**

Description

LMB NA Cover

CPA Contract

CPA Appendix A (Programs)





**Kent County Local Management Board**

**COMMUNITY PARTNERSHIP AGREEMENT**  
**BETWEEN**  
**STATE OF MARYLAND**  
**AND**  
**KENT COUNTY, MARYLAND**

This Community Partnership Agreement (“**Agreement**”) effective, as of July 1, 2024, between the State of Maryland (“**State**”), acting by and through the Children’s Cabinet (“**Cabinet**”); and **Kent County, Maryland** (“**Subdivision**”), acting by and through the **Kent County Local Management Board** (“**Board**”), designated as the Local Management Board by the Subdivision pursuant to Section 8-301 of the Human Services Article of the Annotated Code of Maryland.

**WHEREAS**, the **Cabinet** and the **Board** intend to enter into a partnership to develop a more comprehensive integration of children and family services and the funding for these services; and

**WHEREAS**, pursuant to Title 8, Subtitle 5 of the Human Services Article of the Annotated Code of Maryland, the **Board** has made an application for money from the **Cabinet** Fund, and desires to enter into a Community Partnership Agreement that: (1) reflects coordination with the State’s three-year plan for children, youth, and families and any local government plan for services for children, youth, and families; and (2) addresses the priorities and strategies of the Subdivision for meeting the identified needs of children, youth and families as articulated in the **Board’s** community plan; and,

**WHEREAS**, the **Cabinet** intends to disburse **Cabinet** funds to the **Board** subject to certain terms, conditions, performance measures, or outcome evaluations that the **Cabinet** considers necessary,

**NOW THEREFORE**, for good and valuable consideration, the sufficiency of which is acknowledged by both parties, the parties hereto agree as follows:

**I. SCOPE**

The purpose of this **Agreement** is to establish a Community Partnership Agreement in **Kent County, Maryland** to establish a comprehensive, integrated children and family interagency service delivery system that is community-based, family-focused and culturally competent. This **Agreement** is based on a shared vision and a joint commitment by the **Cabinet** and the **Board** to advance a results-based accountability and management system that enhances child and family well-being.

This **Agreement** includes Appendices A and B, which are attached hereto and incorporated herein. The appendices that are attached and incorporated into this **Agreement** are as follows:

1. Appendix A, Program Description Chart, which sets forth the details of the programs/strategies to be funded in whole or in part by the **Cabinet** and managed by the **Board** under this **Agreement**, for the fiscal year; and
2. Appendix B, which contains the annual budget for **Cabinet-funded** programs/strategies, Board Administration, and Community Support.

**II. PROGRAMS AND SERVICES TO BE PROVIDED**

- A. The programs, services, requirements, conditions and other activities of the **Board** as to its operations that will be funded by the **Cabinet** are set forth in the Appendices A and B. By

accepting **Cabinet** funds under this **Agreement**, the **Board** agrees to the terms and conditions set forth herein and appended hereto and those contained in the State of Maryland Policies and Procedures Manual for Local Management Boards (“Manual”), which is incorporated by reference into this **Agreement** in accordance with paragraph VIII (H) herein.

- B. The **Board** shall comply with applicable provisions of Title 8 of the Human Services Article of the Annotated Code of Maryland; the Code of Maryland Regulations (“COMAR”); written guidelines and policies communicated in writing and issued by the **Cabinet** and the Special Secretary for the **Governor’s Office for Children (“Office”)**; and other applicable federal and State laws, regulations, and policies relating to the terms and conditions of this **Agreement**, including the delivery of services to children and families described herein.
- C. The parties hereby expressly acknowledge the possibility of substantial changes in State and federal regulations applicable to this **Agreement** and expressly agree to negotiate associated amendments to the **Agreement** as necessary to comply with such changes; *provided* that any increase in the scope of work or cost of performance associated with such amendments may be compensated by a budget increase or, in the alternative, by modifying the scope of work to reduce the cost of performance, as determined by the **Cabinet** in its sole discretion. Any such modification in the scope of work or budget shall be performed in accordance with the provisions of this **Agreement** (see Section V “MODIFICATIONS”).

### III. TERM

This **Agreement** shall be effective and remain in full force and effect for State fiscal year 2025 (July 1, 2024 – June 30, 2025) unless modified or terminated under Sections V. (“MODIFICATIONS”) and VI. (“TERMINATION”) herein, and unless renewed thereafter upon the mutual written agreement of the parties.

### IV. FUNDING

A. Amount: Funding for the programs/strategies to be provided by the **Board** under this **Agreement** will be provided by the **Cabinet**. The total amount will be determined by the **Office** on behalf of the **Cabinet**, based on the proposed budget submitted by the **Board** and approved by the **Office** on behalf of the **Cabinet**, and which is subject to annual **State** appropriations.

B. Conditions:

1. Funding received from the **Cabinet** is conditioned upon the availability of **State** appropriations. The **Board** shall make every effort to maximize revenue from sources other than **State** appropriations. In the event of a funding reduction, the **Subdivision** shall not be required to utilize **Subdivision** funds to meet the objectives of this **Agreement**.
2. Funding received from the **Cabinet** is conditioned upon the **Board** complying with the conditions as set forth in this **Agreement**, including Appendices A and B.
3. Funding received from the **Cabinet** is conditioned on the submission by the **Board** of an annual budget that has been approved by the **Cabinet**.

4. Funding received from the **Cabinet** is conditioned on the submission by the **Board** of performance measures for each funded program/strategy noted in Appendix A in accordance with the instructions established by the **Cabinet**.
  5. Funding received from the **Cabinet** is conditioned on the utilization by the **Board** of the Results Scorecard web-based application for each funded program/strategy noted in Appendix A in accordance with the instructions established by the **Office**.
- C. Payments: Payments from the **Cabinet** Fund pursuant to this **Agreement** shall be made in accordance with the provisions of the Manual.
- D. Withholding and Repayment of Funds:
1. The **Cabinet** reserves the right to withhold the transfer of **Cabinet** funds to the **Board** if the **Board** fails to:
    - a) Comply with the terms and conditions of this **Agreement**, **including any and all Children’s Cabinet reporting requirements**; and/or,
    - b) Implement the programs/strategies listed in Appendix A in accordance with the terms and conditions of this **Agreement**.
  2. Before any funds are withheld hereunder, the **Cabinet** shall notify the **Board** in writing of the provision(s) of the **Agreement** that the **Board** failed to follow. The **Board** shall have thirty (30) calendar days from receipt of the **Cabinet** notice to develop a corrective plan acceptable to the **Cabinet**. This corrective plan shall specify the date by which deficiencies will be corrected. Failure by the **Board** to correct deficiencies shall result in withholding of funds hereunder by the **Cabinet**.
  3. Any funds not expended during the fiscal year shall be returned to the Children’s Cabinet Fund in accordance with Manual requirements or as directed by the Children’s Cabinet.

**V. MODIFICATIONS**

No amendment or modification to this **Agreement** is binding unless it is in writing and signed by all parties, except as specifically provided in the Manual.

**VI. TERMINATION**

- A. This **Agreement** may be terminated by the **Cabinet**, upon sixty (60) calendar days written notice, if the **Board** fails to fulfill its obligations under the **Agreement** as determined by the **Cabinet** in its sole discretion, or if termination is determined by the **Cabinet** in its sole discretion to be in the best interest of the **Cabinet**. The **Subdivision** or the **Board** may terminate the **Agreement**, upon sixty (60) calendar days written notice, if that is determined to be in the best interest of the **Subdivision** or the **Board**. The **Cabinet** shall pay the cost of budgeted expenditures made prior to the date of termination that are consistent with the terms of this **Agreement** and the **Board** Manual.
- B. If the **Cabinet** determines that the **Agreement**, or any portion thereof, must be terminated

due to a lack of appropriations or other reductions to the **Cabinet** Fund, the provisions of the above paragraph A. do not apply. In such circumstances, the **Cabinet** will attempt to provide prior notice of termination and payment for allowable budgeted expenditures prior to the date of termination, to the extent feasible.

- C. Termination of this **Agreement** does not relieve the **Subdivision** of the requirements of Section 8-301 of the Human Services Article of the Annotated Code of Maryland requiring the establishment of a Local Management Board. Prior to termination of this **Agreement**, the **Subdivision** and the **Board** shall adopt and implement a transition plan, subject to approval by the **Cabinet**, to ensure the continuation of programs and services under this **Agreement** through a State or local entity. However, if the **Cabinet** terminates this **Agreement** due to a lack of appropriations or other reductions to the **Cabinet** Fund, then the **Subdivision** and the **Board** may be relieved of all obligations to continue the programs and services required under this **Agreement** if substitute funding cannot be obtained. Termination under this Paragraph C shall occur in accordance with the provisions of the Manual.

## VII. REVIEW PROCESS

The **Board** may request a review of any decision made by or on behalf of the **Cabinet** with respect to this **Agreement**. The request must be made in writing to the Director of Community Initiatives of the **Office** within thirty (30) calendar days of the decision. The Director of Community Initiatives for the **Office** will respond, in writing, within sixty (60) calendar days of the date of the **Board** request. A request for review of the Director of Community Initiatives' response may be made, in writing, to the **Cabinet** or its designee within thirty (30) calendar days of the date of the Director of Community Initiatives' response.

## VIII. GENERAL PROVISIONS AND CONDITIONS

- A. State Laws and Regulations: The terms of this **Agreement** and its execution, interpretation, and enforcement shall be governed by and are subject to all applicable Maryland laws and regulations and approval of other agencies of the **State**, as required under said laws and regulations.
- B. Successors and Assigns: This **Agreement** shall bind the respective agents, successors and assigns of the parties.
- C. Nondiscrimination: The **Board** shall comply with applicable nondiscrimination provisions of federal and Maryland laws and regulations.
- D. Anti-Bribery: The **Board** certifies that, to the best of its knowledge, neither the **Board** nor any of its officers, directors, partners, nor any of its employees directly involved in obtaining this **Agreement** with the **State** or any county, city, or other subdivision of the State, has been convicted of bribery, attempted bribery, or conspiracy to bribe under the laws of any state or the United States.
- E. It is understood and agreed that the parties to this **Agreement** do not waive any rights they may have to assert governmental or sovereign immunity.
- F. The **State** shall not assume any obligation to indemnify, hold harmless, or pay attorneys' fees that may arise from or in any way be associated with the performance or operation of this **Agreement**.

- G. In the event that monies designated by the United States Department of Health and Human Services for programs under Title IV-A, IV-B, and IV-E of the Social Security Act, as amended, are used in programs provided for under this **Agreement**, the Maryland Department of Human Services, as the Single State Agency for Title IV-A, IV-B, and IV-E funding, retains all decision-making authority which it held as of the date of this **Agreement** for purposes of implementation of any such program. Similarly, if any services provided under this Agreement are funded by Medicaid, under Title XX of the Social Security Act, then the Maryland Department of Health, as the Single State Agency for administration of the Medicaid Program, retains decision-making authority with respect to those funds, to the extent required by 42 U.S.C., Section 1902(a)(5) and 42 CFR 431.10, as amended.
- H. Incorporation by Reference: The provisions of the Manual effective as of July 1, 2021 and amended from time to time, are incorporated herein by reference. The **Board** shall incorporate the Manual by reference into any and all of its subcontracts funded by the **Cabinet** pursuant to this **Agreement**, as appropriate.

IN WITNESS WHEREOF, the **State** and **Subdivision** have executed this **Agreement**.

**THE STATE OF MARYLAND**

BY: \_\_\_\_\_  
Special Secretary, Governor’s Office for Children on behalf of the Children’s Cabinet

DATE: \_\_\_\_\_

**LOCAL MANAGEMENT BOARD**

BY: \_\_\_\_\_, Chair  
Kent County Local Management Board

DATE: \_\_\_\_\_

**SUBDIVISION**

BY: \_\_\_\_\_, (Local official)  
**Kent County**

DATE: \_\_\_\_\_

Approved as to Form and Legal Sufficiency

This \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_

By: \_\_\_\_\_  
**Kent County** Legal Counsel

Program/Strategy Name	Program/Strategy Description	Target Population	Performance Measures	Children’s Cabinet Priority	Prioritized Result(s)	Prioritized Indicator(s)
Healthy Families Mid-Shore Home Visiting (Vendor: Queen Anne’s County Health Department)	Accredited program to provide in-home support to overburdened families with children 0-5 at risk of adverse childhood experiences.	First time parents selected from low-income families eligible for Maryland Children’s Health Program or uninsured Kent County families. A family assessment worker at the Kent County Health Department screens and enrolls families. Families are referred by the Health Department, other partner agencies, or seek services themselves.	<p><b>How Much:</b></p> <ul style="list-style-type: none"> <li>● # of families served by Home Visitors (meet minimum # of visits required for program effectiveness)</li> <li>● # of home visits from the Healthy Families Home Visitor</li> </ul> <p><b>How Well:</b></p> <ul style="list-style-type: none"> <li>● #/% of families who report that they are satisfied or very satisfied with the program <u>DEN:</u> : # of families who complete the participant survey (annual)</li> <li>● #/% of participants that maintain or reach the target range for “Mobilizing Resources” using the Healthy Families Parenting Inventory <u>DEN:</u> # of families evaluated with the HFPI during the reporting period.</li> </ul> <p><b>Better Off:</b></p> <ul style="list-style-type: none"> <li>● #/% of participants without indicated child abuse/neglect findings while enrolled in the program <u>DEN:</u> # of eligible families served by home visitors</li> <li>● % of participants who report increase in self-sufficiency <u>DEN:</u> <b>NEW</b> # of participants who score over a 22 in the Parenting Efficacy category of the Healthy Families Parenting Inventory</li> <li>● #/% of participants who report a reduction in food insecurity <u>DEN:</u> <b>NEW</b> # of surveyed participants who complete the participant survey (annual)</li> </ul>	<ul style="list-style-type: none"> <li>● Reducing childhood hunger</li> </ul>	<ul style="list-style-type: none"> <li>● Families are Economically Stable</li> </ul>	<ul style="list-style-type: none"> <li>● Child Poverty</li> </ul>

<p>Minary's Dream Academy Vendor: Minary's Dream Alliance</p>	<p>After school program for 6<sup>th</sup> to 8<sup>th</sup> graders focused on positive youth development.</p>	<ul style="list-style-type: none"> <li>• Low-income students who previously have not had access to after school options due to transportation barriers</li> <li>• Chronically absent students</li> </ul>	<p><b>How Much:</b></p> <ul style="list-style-type: none"> <li>• # of students enrolled</li> <li>• # of wellness checks (# of messages, calls, or visits completed by MDA staff to support student engagement)</li> </ul> <p><b>How Well:</b></p> <ul style="list-style-type: none"> <li>• % of associated staff trained in trauma informed approaches <u>DEN:</u> # of associated staff</li> <li>• #/% of youth successfully completing the program <u>DEN:</u> # of students enrolled</li> </ul> <p><b>Better Off:</b></p> <ul style="list-style-type: none"> <li>• % of students chronically absent <u>DEN:</u> # of students enrolled in MDA</li> <li>• #/% of participants reporting increased knowledge or skill development as a result of the program <u>NUM:</u> # of students scoring above 84 on the CYRM <u>DEN:</u> # of students evaluated with the Child &amp; Youth Resilience Measure)</li> </ul>	<ul style="list-style-type: none"> <li>• Increasing opportunities for community-based programs and services for youth</li> </ul>	<ul style="list-style-type: none"> <li>• Children are Successful in School</li> </ul>	<ul style="list-style-type: none"> <li>• Chronic Absenteeism</li> </ul>
<p>Beyond Your Mental Vendor: Findlay House Global</p>	<p>Youth Led designed and led program to address adolescent mental health wellbeing using cross age peer mentoring</p>	<p>Students in grades 9-12 reporting depressive episodes</p>	<p><b>TBD with Program Participants (Youth Led Program)</b></p> <p><b>How Much:</b></p> <p><b>How Well:</b></p> <p><b>Better Off:</b></p>	<ul style="list-style-type: none"> <li>• Increasing Opportunities for Community-Based Programs and Services for Youth</li> </ul>	<ul style="list-style-type: none"> <li>• Healthy Children</li> </ul>	<ul style="list-style-type: none"> <li>• % of Public School Students [in Grades 9-12] Reporting Depressive Episodes</li> </ul>

**Community Support - Required Performance Measures**



Planning/Activity Name	Planning/Activity Description	Performance Measures
Place Based Community Revitalization Phase I: Canvassing	<p>KCLMB is contracting with Everyday Canvassing to initiate our community planning cycle in alignment with ENOUGH approaches and result areas. Phase I, called KNOCK! Chestertown (Kids and Neighbors Organizing for Change in Kent) will canvass all 2,000 households in Chestertown to collect input on what residents believe will make their community the best place to be a kid.</p> <p>Neighborhood youth, community leaders, and resident volunteers will be the primary population participating and leading the work. The initiative will conduct a neighborhood focused process that builds civic infrastructure.</p> <p>Through door-to-door conversations, residents will listen, connect, and begin to build a narrative of their neighborhood that can be shared out and will form the basis for the Neighborhood Action Plan built on neighborhood strengths and priorities. The deliverables of phase I will include the canvassing data, interview notes, contact information and resident connections for phase II engagement, and a list of recommendations, activities, and goals for phase II.</p>	<p><b>How Much:</b></p> <ul style="list-style-type: none"> <li>● # of community canvassers (paid and volunteer)</li> <li>● # of residents canvassed (interviewed and/or surveyed during canvassing)</li> <li>● # of doors knocked</li> </ul>

**Board Administration - Required Performance Measures and Progress Reports**

Describe when the Board last participated in a community planning process, the timeline for future planning, and the steps that are being taken to prepare.

Describe how the Local Management Board utilizes organizational and policy assessment tools in assessing community needs, planning, and incorporating the Children’s Cabinet overall themes of Adverse Childhood Experiences (ACEs), Trauma-Informed Practices (TIPs), and Racial and Ethnic Disparities (R/ED)

Describe how the Board evaluates planning/program implementation and ongoing effectiveness of the Children’s Cabinet funded programs and strategies, including, but not limited to monitoring of vendors for evidence of effectiveness and contract compliance.

Describe how the Board engages participation of individuals with lived experience (youth, parents/caregivers, and community members) including, but not limited to Board membership; program/strategy planning, implementation, evaluation; and outreach.

Provide an example of cooperation and collaboration between LMB staff, Board members, vendors, and other partners affiliated with the Children’s Cabinet funded programs and strategies during the reporting period.

Please list any successes and/or emerging practices developed through Children’s Cabinet funded programs and strategies.

Describe barriers/challenges to implementing programs and strategies. Include corrective actions taken or planned to overcome described barriers (include timeline). Are there any obstacles or barriers that could prevent you from expending all grant funds? Please include any requests for technical assistance.

Number and percent of all LMB staff and Board members that have completed no less than introductory training (ex., Results Accountability 101) in Results Accountability (RA) as provided by a trained RA trainer **in the last 3 years**.

**NUM:** Number of all LMB staff and Board members that have completed no less than introductory training (ex., Results Accountability 101) in Results Accountability (RA) as provided by a trained RA trainer **in the last 3 years**

**DEN:** Total number of LMB staff and Board members

Number and percentage of LMB staff and Board members that completed Results Based Accountability certification.

**NUM:** Number of all LMB staff and Board members that completed Results Based Accountability certification

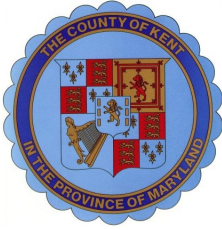
**DEN:** Total number of LMB staff and Board members

#### Research-Based Practices - Required Performance Measures and Progress Reports

Number and percent of programs/strategies that employ one or more research-based practices (including promising practices, best practices, and evidence-based practices) listed on a national clearing house registry (eg. [California Evidence-Based Clearinghouse for Child Welfare \(CEBC\)](#), [The National Institute for Justices Crime Solutions](#), [Blueprints for Healthy Youth Development](#) etc).

**NUM:** Number of LMB funded programs/strategies that employ one or more scientifically-researched practices

**DEN:** All Children’s Cabinet-funded programs/strategies OR Number of new and ongoing programs/strategies



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**Melba J. Taylor, Encore Associates, LLC, The National Federation of  
the Blind-Maryland  
10/1/2024  
County Commissioners Meeting**

**Item Summary:**

White Cane Awareness Day, October 15, 2024

**ATTACHMENTS:**

**Description**

10.01.24 Proclamation, White Cane Awareness Day

# *Kent County, Maryland*



## *Proclamation*

### **WHITE CANE AWARENESS DAY OCTOBER 15, 2024**

- WHEREAS,** The White Cane, which every blind citizen of our County has the right to carry, demonstrates and symbolizes the ability to achieve a full and independent life and the capacity to work productively in competitive employment; and
- WHEREAS,** The White Cane, by allowing every blind and low-vision person to move freely and safely from place to place, makes it possible for them to fully participate in and contribute to our society and to live the lives they want; and
- WHEREAS,** Every citizen should be aware that the law requires that motorists and cyclists exercise appropriate caution when approaching a blind person carrying a white cane; and
- WHEREAS,** Maryland law also calls upon employers, both public and private, to be aware of and utilize the employment skills of our blind citizens by recognizing their worth as individuals and their productive capacities; and
- WHEREAS,** The State of Maryland, through its public agencies and with the cooperative assistance of the National Federation of the Blind of Maryland, can and should facilitate expanding employment opportunities for and greater acceptance of blind persons in the competitive labor market.

**NOW, THEREFORE, WE, THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND,** join the Nation and hereby proclaim October 15, 2024, as “**White Cane Awareness Day**” in Kent County, and recognize and acknowledge the importance of bringing awareness to our community.

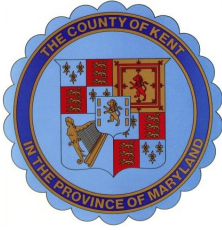
THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND

Ronald H. Fithian, President

Albert H. Nickerson, Member

John F. Price, Member

October 1, 2024



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## Legislative Bond Initiative Requests 10/1/2024 County Commissioners Meeting

### **Item Summary:**

Legislative Bond Initiative Requests - Notice of Public Hearing notice was published in the Kent County News on September 9, 2024. October 1, 2024, was the deadline to submit proposals to the County Commissioners for review. As of October 1, 2024, no proposals were received. The Public Hearing scheduled for October 8, 2024, and the Work Session scheduled for October 29, 2024, has been canceled.

### **ATTACHMENTS:**

#### Description

10.08.24 Legislative Bond Initiative Requests 10.01.24 Deadline - Canceled

10.08.24 Legislative Bond Initiative Requests 10.01.24 Deadline - Canceled



**The County Commissioners of Kent County**  
Ronald H. Fithian, President | Albert H. Nickerson, Member | John F. Price, Member  
Shelley L. Heller, County Administrator | Thomas N. Yeager, County Attorney


NOTICE OF PUBLIC HEARING

The County Commissioners of Kent County, Maryland will hold a public hearing on Tuesday, October 8, 2024, at 6:00 p.m., in the Commissioners' Hearing Room, R. Clayton Mitchell, Jr. Kent County Government Center, 400 High Street, Chestertown, MD 21620. The purpose of the hearing is to review and receive comments on the proposed revisions or additions to Maryland law of Legislative Bond Initiative Requests for consideration to the County Commissioners.

The meeting is open to the public. The agenda will be published at <https://www.kentcounty.com/commissioners/meeting-agenda> 24 hours in advance of the hearing. Citizens are encouraged to participate in the public hearing process. If you require communication assistance, please contact the County Commissioners' Office at (410)778-4600 and press 4 or visit Maryland Relay at [www.mdrelay.org](http://www.mdrelay.org) no later than noon on Friday, September 27, 2024.

By order of:

THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND

  
Sondra M. Blackiston  
Clerk

PUBLISH: KCN 9/19/24



## The County Commissioners of Kent County

Ronald H. Fithian, President | Albert H. Nickerson, Member | John F. Price, Member  
Shelley L. Heller, County Administrator | Thomas N. Yeager, County Attorney

### PUBLIC NOTICE

Kent County Is Accepting State Legislative Proposals Until October 1, 2024

The Kent County Commissioners have established a timeline in preparation for the County Commissioners' 2025 State Legislative Package. Any member of the public interested in submitting a legislative proposal for a revision or addition to Maryland law or submitting a Legislative Bond Initiative Request is invited to submit a written request and supporting documents to the Board of Kent County Commissioners by October 1, 2024, or if mailed to the address below postmarked by September 27, 2024:

County Commissioners of Kent County, Maryland  
R. Clayton Mitchell, Jr. Kent County Government Center  
400 High Street  
Chestertown, MD 21620

All legislative proposals will be linked to the county website for public viewing and presented to the County Commissioners during a public hearing on October 8, 2024. Anyone submitting a proposal is asked to attend the public hearing.

Thereafter, all proposals will be compiled into a preliminary legislative package and reviewed by the County Commissioners at a work session on October 29, 2024.

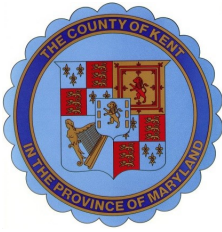
For more information, contact the County Commissioners' Office at 410-778-4600 x4. Members of the public with special needs contact the Maryland Relay Service at 711, or Relay Service TDD: 800-735-2258.

By order of:

THE COUNTY COMMISSIONERS OF KENT COUNTY, MARYLAND

Sondra M. Blackiston  
Clerk

PUBLISH: KCN 09/19/24



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**Procedures For Public Comment  
10/1/2024  
County Commissioners Meeting**

**ATTACHMENTS:**

Description

Procedures for Public Comment





## Office of The County Commissioners

### Press and Public Comments

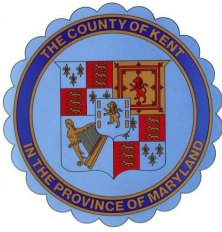
Time is allotted at the end of each meeting for the Commissioners to receive comments from the public. Anyone interested in speaking must sign up on the provided Public Comment sign-up sheet located on the table inside the meeting room.

The President of the Board will call the names of the listed individuals when it is time to speak. When making comments, individuals are asked to speak slowly, clearly, and concisely. Precede all comments with your name and address and speak only on the subject under discussion.

Comments in writing are welcomed and should be given to the staff after your presentation. Any person making personal, impertinent, or slanderous remarks, or whose speech or actions become disruptive, will be asked to leave the meeting.

Interested parties may address the Commissioners in writing at any time about any matter of County business. Written statements can be hand-delivered or mailed to:

The County Commissioners of Kent County, Maryland  
400 High Street  
Chestertown, MD 21620  
[kentcounty@kentgov.org](mailto:kentcounty@kentgov.org)



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**Bonnie S. Pearsall, Inspector, Kent Alcohol and Tobacco Enforcement**  
**10/1/2024**  
**County Commissioners Meeting**

**Item Summary:**

FY2025 First Quarter Report

**ATTACHMENTS:**

Description

KATE NA Cover 2

10.01.24 FY2025 1st Quarter Report



# Kent Alcohol and Tobacco Enforcement (KATE)

Bonnie S. Pearsall, Inspector

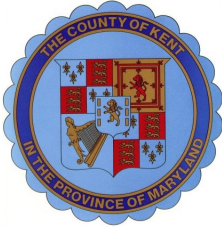


**To:** Commissioners Fithian, Nickerson, and Price  
**From:** Bonnie S. Pearsall, Inspector, and Sondra M. Blackiston, Clerk/KATE Manager  
**Date:** October 1, 2024  
**Subject:** FY2025 First Quarter Report

### Memorandum

**FY2025 Quarterly Report:** For the first quarter of the Fiscal Year (July, August, and September), Inspector Pearsall conducted routine inspections of fifty-seven (57) out of fifty-nine (59) alcohol establishments. Inspector Pearsall could not conduct inspections for two (2) establishments because she could not make contact with members of the establishments who would allow her to do so. No violations were observed at any of the establishments during these inspections.

The KATE team continues to look for responsible 18 to 20 ½-year-olds for compliance checks on tobacco retailers, as well as responsible 21 to 27-year-olds to be “Mystery Shoppers” who will use the yellow and green cards to check alcohol establishments for compliance, making sure they are asking for Identification from their patrons.



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**American Rescue Plan Act (ARPA) Funds Spend Plan  
10/1/2024  
County Commissioners Meeting**

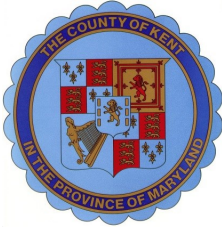
**ATTACHMENTS:**

Description

9-24-2024 ARPA Fund Commissioner Report

**AMERICAN RESCUE PLAN ACT FUND**  
**AS OF COMMISSIONER MEETING MINUTES DATED**  
**9/24/2024**

Project	Department	Project Estimate	Date Approved	Amount Approved	Date Completed
Feed the Elderly Year 1	Local Management Board	112,800	08/31/21	112,800	9/30/2022
Feed the Elderly Year 2 and 3	Local Management Board	204,115	03/08/22	204,115	
Clariflocculator Replacement Project	Water & Wastewater Fund	275,000	08/31/21	275,000	6/28/2022
Clariflocculator Replacement Project Change Order #1		2,817	01/11/22	2,817	6/28/2022
Clariflocculator Replacement Project Change Order #2		90,642	01/11/22	90,642	11/23/2022
AV System	Information Technology	71,254	10/26/21	71,254	5/17/2023
IT Software	Information Technology	27,095	10/26/21	27,095	8/10/2022
Neighborhood & Infrastructure Grants	Information Technology	258,402	12/14/21	258,402	12/30/2023
A/V Equipment in EOC	Emergency Operation Center	14,087	02/01/22	14,087	7/26/2023
SCADA Pump Station Monitoring	Water & Wastewater Fund	110,065	02/08/22	110,065	8/2/2023
Millington/RT301 Wastewater Treatment Feasibility Study	Water & Wastewater Fund	57,500	02/08/22	57,500	9/20/2023
Millington/RT301 Wastewater Conveyance System Capacity Study		9,500	09/27/22	9,500	
Tolchester Wastewater-Design Services Influent Screen	Water & Wastewater Fund	52,910	02/08/22	52,910	
Tolchester Wastewater - Bid Services and Const. Management		35,735	09/27/22	35,735	
Tolchester Wastewater Influent Screen Construction		600,914	04/25/23	600,914	
Worton WWTP Influent Lagoon Engineer Design & Bid Services	Water & Wastewater Fund	33,076	03/22/22	33,076	8/10/2023
Worton WWTP Influent Lagoon Engineer Const. Management		43,736	03/08/23	43,736	
Worton WWTP Lagoon Sludge Removal Contract		1,400,725	12/13/22	1,400,725	
Worton WWTP Lagoon Sludge Removal Contract Change Order #1		30,000	06/13/23	30,000	
Worton WWTP Lagoon Sludge Removal Contract Change Order #2		(486,784)	08/08/23	(486,784)	
Kennedyville Pump Station #2 Relocation Design	Water & Wastewater Fund	52,338	09/27/22	52,338	
Kennedyville Pump Station #2 Relocation Const. Management		<i>Deferred</i>			
Kennedyville Pump Station #2 Construction		<i>Deferred</i>			
Worton/Kennedyville GIS Water and Sewer Facilities Mapping	Water & Wastewater Fund	75,770	09/27/22	75,770	9/20/2023
Worton Vehicle Storage Building & site prep/lighting/heat	Water & Wastewater Fund	40,000	10/25/22	40,000	
Worton WWTP Solids Press Replacement Design	Water & Wastewater Fund	64,940	11/28/23	64,940	
Worton WWTP Solids Press Replacement Construction Management		20,000			
Worton WWTP Solids Press Replacement		250,000			
Sewer Jetter Camera Nozzle	Water & Wastewater Fund	14,065	04/02/24	14,065	
Major Repairs and Expenses	Water & Wastewater Fund				
Well redevelopment program		40,000	04/02/24	40,000	
Pump Stations - pump replacement program		28,000	04/02/24	28,000	
Worton Wastewater Treatment Plant - replace electrical wiring		50,000	04/02/24	50,000	
Fairlee Water Treatment Plant - design/replace actuator valve & repair piping		15,000	04/02/24	15,000	
Tolchester Wastewater Treatment Plant - replace control valves		19,000	04/02/24	19,000	
Pump Station SCADA Upgrades - convert remainder of locations		36,675	04/02/24	36,675	
Wesley Chapel Pump Station Wet Well	Water & Wastewater Fund	36,700	06/25/24	36,700	
Courthouse Lobby Alteration project	Buildings & Grounds -Circuit Co	13,971	09/24/24	13,971	
<b>Total Amount of Funds Committed</b>		<u>\$ 3,700,048</u>		<u>\$ 3,430,048</u>	
<b>Amount of ARPA Funds</b>		3,766,777		3,766,777	
<b>Balance of ARPA Funds Remaining</b>		<u>\$ 66,729</u>		<u>\$ 336,729</u>	



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## **Contingency and Use of Fund Balance Report 10/1/2024 County Commissioners Meeting**

**ATTACHMENTS:**

Description

9-24-2024 Commissioner Report Contingency

**FY25 CONTINGENCY & USE OF FUND BALANCE  
AS OF COMMISSIONERS MEETING MINUTES DATED  
September 24, 2024**

<b>CONTINGENCY</b>			
<b>DATE APPROVED</b>	<b>DEPARTMENT</b>	<b>AMOUNT APPROVED</b>	<b>DESCRIPTION</b>
7/9/24	Town of Millington	\$ 7,550	Phase 1 of storm water needs in Millington and its relationship to the public tax ditch
7/9/24	Legal Counsel	15,000	Legal Representation
7/16/24	County Commissioner's Office	3,600	2024/2025 Spongy Moth Survey by Forest Pest Management-Maryland Dept. of Agriculture
9/10/24	Upper Shore Aging	50,000	Meals on Wheels program
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<b>TOTAL</b>		<b><u>\$ 76,150</u></b>	
<b>BEGINNING CONTINGENCY BUDGET</b>		<b>\$ 400,000</b>	
<b>ENDING CONTINGENCY BALANCE</b>		<b><u>\$ 323,850</u></b>	
<b>USE OF FUND BALANCE</b>			
<b>DATE APPROVED</b>	<b>DEPARTMENT</b>	<b>AMOUNT APPROVED</b>	<b>DESCRIPTION</b>
7/9/2024	Kent County Extension Office	20,353	Master Gardener Program in Kent County
7/9/2024	Volunteer Fire Company	2,800	\$400 per volunteer fire company/rescue
9/10/2024	Buildings and Grounds	78,194	HVAC/boiler projects - 400 High Street and County Courthouse
<b>TOTAL</b>		<b><u>\$ 101,347</u></b>	
<b>USE OF FUND BALANCE</b>			
<b>Note: If expenses are not reduced or offset by the same amount of fund balance used, this will result in a decrease in fund balance below our 7.5% target.</b>			