



# Annual Report 2018



Tri County Council  
*For Western Maryland*

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## MISSION

To provide a forum for local governments and citizens throughout Western Maryland to identify the issues and opportunities that are facing the region.

## VISION

To improve the overall quality of life in the region by efficiently utilizing public and private resources to fund projects throughout the region.

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## 2019 Board of Directors

Chairman Jacob Shade,  
*Commissioner,*  
Allegany County  
Vice-Chairman James Hinebaugh,  
*Commissioner,*  
Garrett County  
Secretary/Treasurer  
Jeff Cline, *Commissioner,*  
Washington County

Merlin Beitzel, Member-at-Large  
Delegate Wendell R. Beitzel  
Creade Brodie, *Commissioner,*  
Allegany County  
Delegate Jason C. Buckel  
Senator George C. Edwards  
Roger Fairbourn, Member-at-Large  
Eugene Frazier, *Councilman,*  
City of Cumberland  
Michael Hough, *Director,*  
Garrett County Office of  
Economic Development  
Wayne Keefer, *Commissioner,*  
Washington County  
Jonathan Kessler, Member-at-Large  
Howard Long, *Mayor,*  
Town of Boonsboro  
Jack Miller, Member-at-Large  
Jay Moyer, *Councilman,*  
Town of Oakland  
David Nedved, Allegany County  
Department of Economic  
& Community Development  
Stephen Nelson, Member-at-Large  
Spencer Schlosnagle, *Mayor,*  
Town of Friendsville  
Senator Andrew A. Serafini  
Susan Small, *Director,*  
Washington County Department  
of Business Development  
Robert Smith, Member-at-Large  
Donald Stotelmyer,  
Town of Williamsport  
Larry Tichnell, *Commissioner,*  
Garrett County  
Delegate William Wivell

# INTRODUCTION

The Tri-County Council for Western Maryland (TCCWMD), operating as an Appalachian Regional Commission Local Development District (LDD) and an Economic Development Administration Economic Development District (EDD), represents a working partnership of federal, state, and local governments. Tri-County Council serves three counties and twenty-four municipalities.

The Council is a currently funded grantee of the Economic Development Administration and Appalachian Regional Commission planning assistance funds. In conformance with their program guidelines, the Tri-County Council utilizes planning assistance funds for administrative expenses which directly support the formulation and implementation of economic development programs. These economic development programs are designed to create or retain full-time permanent jobs and improve income characteristics, particularly for the unemployed and under-employed, in the most distressed areas of the region.

The work program of the organization is specifically designed to enhance the quality of economic development activities in the region, strengthen relationships among the various units of government, and enhance public awareness. This strategy is achieved by the delivery of quality economic development activities and products in a timely manner and by coordinating the goals, objectives, and programs of Tri-County Council with other agencies in Western Maryland.

## Marketing Western Maryland

**1834**



Unique Web Visitors

**4492**



Social Media

**623**



Email Subscribers

**8132**



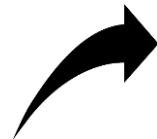
Web Page View

**47**



Newsletters Sent

**759**



Social Media Followers

# LOAN FUND PROGRAMS

**Western Maryland Revolving Loan Fund** is a pool of money granted by federal and state entities for the purpose of making loans to create and/or save jobs. The Revolving Loan Fund serves as a source for gap financing for small businesses seeking to locate or expand in Maryland's Garrett, Allegany, and Washington counties. Established in 1980, the program has facilitated the creation and expansion of businesses that have created or saved jobs in the Appalachian region. The program operates by participating with banks and other lenders to assist in financing a business project.

The **State Lottery Terminal (SLoT) Fund** - Maryland law provides for 1.5% of the proceeds generated from video lottery terminals (slots) to be contributed to the State Lottery Terminal Account. Tri-County Council serves as a Fund Manager for the Department of Commerce to lend those funds to qualified small, minority and women-owned businesses with a focus on the Western Maryland Region.

## Loan Client History RLF & SLoT

**\$22.1** million



Funds Lent

**2302**



Retained Jobs

**2393**

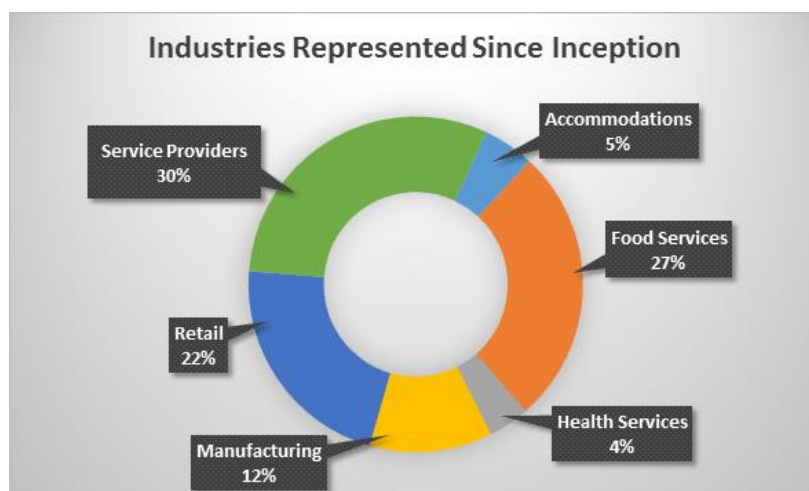


Jobs Created

**\$99.1** million



Leveraged Funds



# LOAN CLIENT TESTIMONIALS

*"We have been financially profitable and socially well received and we couldn't be happier. The loan we received from Tri County Council was THE factor that allowed us to get off the ground." - Jon Felton, Owner, Clatter Coffee*



## **The Manhattan Social Cumberland, Maryland**

The **Manhattan Social** is Cumberland's very own all-day artisanal market, restaurant, and bar. They added a modern, epicurean twist to the City of Cumberland's history.

*"Tri-County Council believed in our dreams as much as we did. When no one else came through for us, they were willing to back our project and enabled us to complete it on time. We will always be grateful for the trust they had in us and for enabling this dream to come true not only for us but for the town of Cumberland. This is an organization that believes in its small businesses in the community and has earned our loyalty in return." -Dany Abi-Najm, Owner*



## **Bikle Manufacturing Smithsburg, Maryland**

**Bikle Manufacturing** has a 45 year legacy of exceptional machining & fabrication services marked by an outstanding reputation for quality with competitive pricing. Today, **Bikle Manufacturing** is a certified 100% Woman Owned Small Business and was also named a Maryland Family Owned Small Business of the Year in 2016 by the Small Business Administration.

*"Bikle now has financial opportunities that did not exist for us before this loan. Tri-County Council worked along with us and rooted for us to succeed. The loan is not a quick fix for today, but a bridge to our tomorrow." -Joanie Cooper-Gerber, Owner*



## **High Mountain Sports Oakland, Maryland**

**High Mountain Sports**, located on the shores of Deep Creek Lake and minutes from the Wisp Resort, has a solid track record in the Adventure Sports Retail arena. **High Mountain Sports** sells and rents products for easy to crazy adventures. They also service these products maintaining a state of the art snow sports service shop as well as bike repair shop. *"Last year 41 employees received paychecks from High Mountain Sports. Without the GAP funding from Tri-County Council this would not have been possible. We are glad that Tri-County has allowed our 30 year old business to lease a new life and grow with this investment."* -Steve Green, Owner





*"We cannot thank the team at Tri-County Council for Western Maryland enough. Without their support, True Respite Brewing Company would not exist. Thank you and Cheers! Bailey O'Leary, Co-Owner, True Respite Brewing Company*

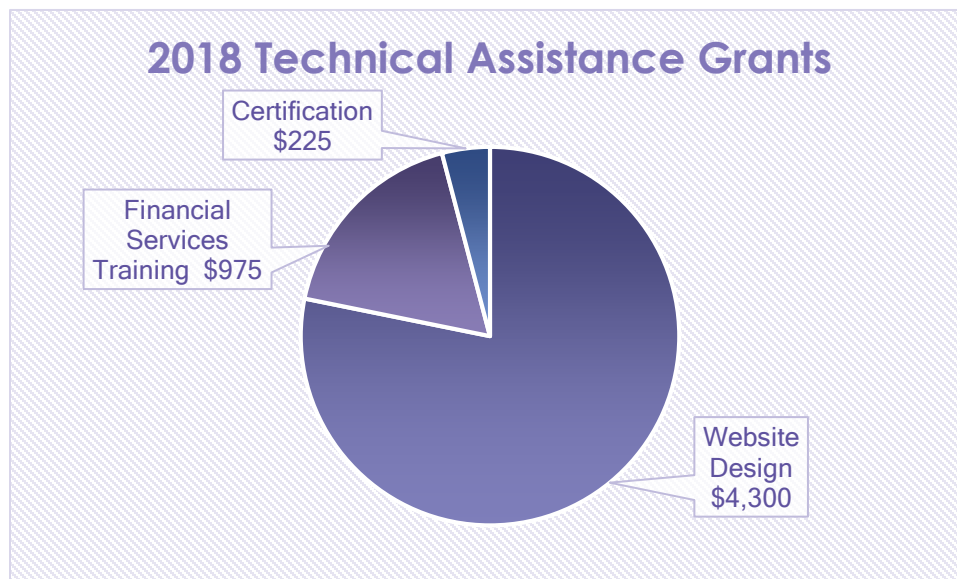


Ryan Davis, *Economic Development Specialist*, speaks at an Outreach Event, Rural Small Business Lending Forum, sponsored by USDA and FDIC.

# Technical Assistance

During 2018, Tri-County Council for Western Maryland (TCCWMD) partnered with Natural Capital Investment Fund (NCIF), an Appalachian Economic Development Initiative (AEDI) and The Rural Maryland Prosperity Investment Fund (RMPIF), a Rural Maryland Council (RMC) program, to provide grants for technical assistance to small businesses in Allegany, Garrett and Washington Counties in Maryland. TCCWMD approved projects that would assist businesses that needed professional guidance and services of a technical nature such as financial, architectural, legal, engineering or specialized planning services. The program is intended to help small businesses expand, grow, improve their operations and create jobs.

There were 19 technical assistance inquiries in 2018 with 8 project engagements. Three projects, one in each county, Allegany, Garrett, and Washington, were completed for an investment of \$5,500. TA projects in-progress at the end of 2018 totaled \$31,085.



*“Completely great process and assistance provided. We are extremely happy with what was provided and how it is going to help better serve our business. Thank you!”* Elmwood Farm Hospitality Group (*Client*), Williamsport, Maryland

*“This program serves a great need for folks opening a small business. It allows them to get critical training with the bookkeeping and tax side of the business. Most people going into business have their great business ideas, but lack the knowledge needed to keep the accounting records needed to be successful.”* Hohing and Lewis (*Vendor*), Cumberland, Maryland

# ANNUAL INVESTMENT PACKAGE

Tri-County Council seeks projects annually through its points of contact in the three Western Maryland counties of Allegany, Garrett, and Washington. The County points of contact reach out to all government agencies, non-profit organizations, municipalities, and educational institutions for possible projects for the upcoming federal fiscal year.

The counties evaluate, rank and submit their projects to Tri-County Council for consideration. The Council, in partnership with the ARC Program Manager, reviews the projects for consistency with the Appalachian Regional Commission (ARC) Goals and Objectives. Those projects that meet this criteria are used to form the Annual Investment Package for the region. The Package is then ratified at the June TCC Board of Directors meeting and forwarded to ARC. Priority projects are invited to make application at the beginning of the Federal Fiscal Year.

## Project Package FY19

### Area Development Projects

		<u>ARC Request</u>	<u>Total Project</u>
Requests Received	14	\$ 1,617,121	\$ 44,844,817
Allegany County	6	\$ 585,000	\$ 11,577,040
Garrett County	4	\$ 583,000	\$ 19,604,000
Washington County	4	\$ 449,121	\$ 13,663,777
<b>Total Funded</b>	<b>11</b>	<b>\$ 1,527,121</b>	<b>\$ 44,664,817</b>

### Local Access Road Projects

		<u>ARC Request</u>
Requests Received	9	\$ 7,800,000
Allegany County	1	\$ 1,500,000
Garrett County	2	\$ 1,000,000
Washington County	6	\$ 4,800,000
<b>Total Funded</b>	<b>4</b>	<b>\$ 3,000,000</b>

The Council anticipates there will be at least 50 jobs created as a result of the investment. In addition, there will be \$1,000,000 in private investment achieved.



# 2018 ARC PROJECTS INVITED

## Garrett County

Chautauqua Park West

Community Education Center - Garrett College

Do the LOOP - Otto Lane to New Germany Trail Segment

Keyser's Ridge Business Park Local Access Road - Phase 3

Glendale Local Access Road - Combined Phases 2A and 2B

## Allegany County

Locust Grove Pumping Station Replacement - Phase 1

Job Readiness and Transportation Programs - Horizon Goodwill

Active Learning Labs - George's Creek, Westernport, and Flintstone Elementary

STEM / Robotics Lab Upgrade - Bishop Walsh School

Frostburg Gateway Enhancement Project at Braddock Road - Phase 2

## Washington County

Furnishings & Theatrical Equipment Phase 1 – The Maryland Theatre Expansion

Inflow & Infiltration Upgrade – Town of Clear Spring

Western Maryland Non-Profit Professional Development Opportunities

Washington County Public Schools "Creating Critical Thinkers"

Professional Court Widening



Bishop Walsh School Computer/STEM Lab Upgrade



*"We are very pleased with the grant," said Ray Kiddy, Bishop Walsh Principal, "it will result in the enhancement of the students experience and education at Bishop Walsh and will prepare them for the future."*  
– Times News

# COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY

The Tri-County Council for Western Maryland is designated by the US Department of Commerce Economic Development Administration (EDA) as the Economic Development District (EDD) and regional planning organization. As an EDD, the Council is required to prepare a Comprehensive Economic Development Strategy (CEDS) every five years. Annual updates to the document are required for EDA funding of economic development projects.

The CEDS is a strategy-driven plan for regional economic development. These economic development programs create or retain full-time permanent jobs and improve income characteristics, particularly for the unemployed and under-employed citizens of the region. Established by local representatives from public, private and non-profit sectors of the three Western Maryland counties, the document follows the CEDS Content Guidelines released by the Economic Development Administration.

**The Tri-County Council for Western Maryland Work Program supports the following Maryland ARC Goals:**

1. **Economic Opportunities**  
Invest in entrepreneurial and business development strategies that strengthen Appalachia's economy.
2. **Ready Workforce**  
Increase the education, knowledge, skills, and health of residents to work and succeed in Appalachia.
3. **Critical Infrastructure**  
Invest in critical infrastructure - especially broadband; transportation, including the Appalachian Development Highway System; and water/wastewater systems.
4. **Natural and Cultural Assets**  
Strengthen Appalachia's community and economic development potential by leveraging the Region's natural and cultural heritage assets.
5. **Leadership and Community Capacity**  
Build the capacity and skills of current and next-generation leaders and organizations to innovate, collaborate and advance community and economic development.

**Tri-County Council for Western Maryland Strategic Goals and Objectives for 2018-2022:**

- Strategic Initiative 1: Broadband and High Speed Infrastructure and Access
- Strategic Initiative 2: Leverage Assets to Increase Competitiveness
- Strategic Initiative 3: Coordination Between High Schools, Colleges, and Employers for Workforce Training, Agriculture, and Economic Development
- Strategic Initiative 4: Infrastructure Improvements
- Strategic Initiative 5: Entrepreneurship and Small Business



## Project Development Assistance

Tri-County Council for Western Maryland staff assists applicants, when appropriate, in planning and developing projects culminating in the Investment Package or other federal applications outside the ARC-EDA investment process. The LDD staff continues to update and refine their project submittal guidelines on an ongoing basis, and plans for increased technical assistance to be delivered at project point-of-contact levels. The Council works with many applicants to ensure that competitive proposals are submitted that will have the greatest chance of success in bringing both economic impact and grant funds into the region.

Projects include:

- I-68 Regional Economic Partnership
- Bishop Walsh School - STEM Lab / Robotic Lab
- Chautauqua Park West
- City of Frostburg - Gateway Enhancement Project
- Community Education Center - Garrett College
- Greater Cumberland Regional Airport
- Locust Grove Pump Station
- The Maryland Theatre Expansion
- Town of Clear Spring - Inflow and Infiltration Upgrade
- United Way of Washington County - Professional Development Opportunities



Halfway Boulevard, Washington County



Keyser's Ridge Business Park, Garrett County



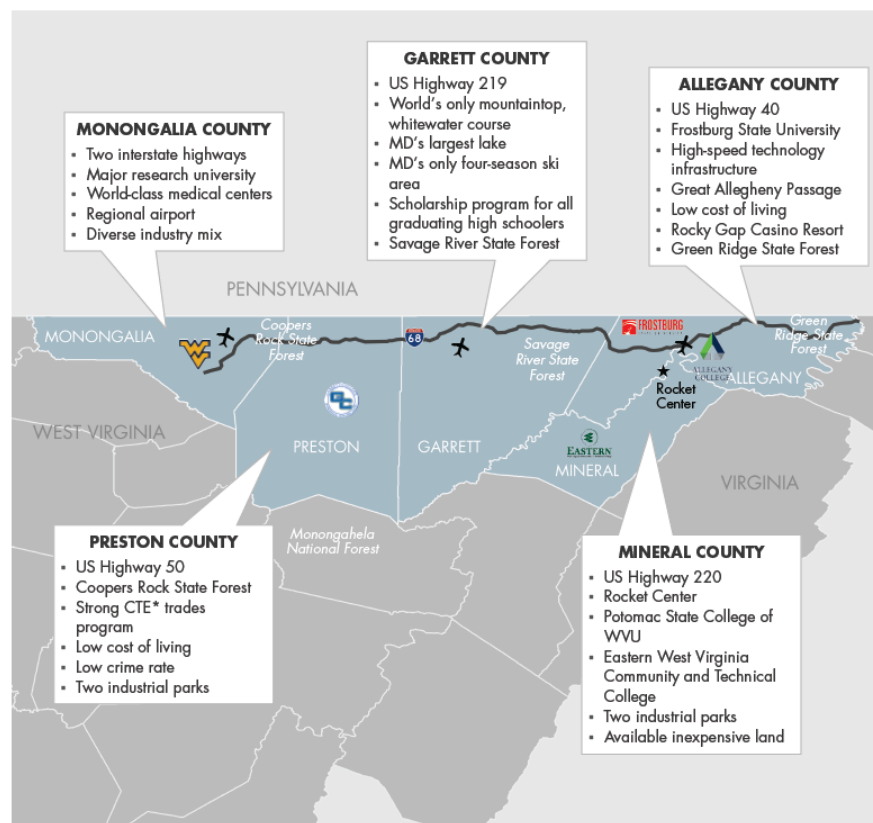
# I-68 Regional Economic Partnership

Interstate 68 is a 112-mile east-west interstate through Western Maryland and northern West Virginia, and connects with I-70 to the east and I-79 to the west. The interstate is relatively new, with the last section completed in 1991. The counties and cities in which the Interstate passes through came together to form the Regional Economic Partnership: Allegany County, City of Cumberland, City of Frostburg, and Garrett County, Maryland, in addition to Mineral County, Preston County, Monongalia County, and City of Morgantown, West Virginia. This is the first time that partnership of economic development organizations crossing states lines has been formed for the I-68 corridor. The large-scale project is a proactive approach to diversify the economy to achieve economic resiliency during time of uncertainties, to include the diminishing demand for coal.

Tri-County Council for Western Maryland was awarded a federal POWER technical assistance grant to develop an economic development plan for the I-68 region in Maryland and West Virginia. The I-68 Regional Economic Partnership Cluster Target Industry Study includes the development of a regional asset map, regional labor shed analysis, a target industry list and a county specific, as well as regional, list of recommendations. Data and maps will serve as resources for new and expanding companies to reference when looking to build, hire, or expand.

Based on the findings of the demographic and economic assessment, SWOT analysis, and targeting analysis, the TIP Strategies consulting team recommends five areas that would benefit from a regional targeting initiative:

- HOSPITALITY AND TOURISM
- HEALTHCARE
- MANUFACTURING
- TECHNOLOGY
- NATURAL RESOURCES



Regional Assets, TIP Strategies Cluster Target Industry Study, June 2018

The POWER (*Partnership for Opportunity and Workforce and Economic Revitalization*) Initiative seeks to create a more vibrant future for coal economy communities by cultivating economic diversity, enhancing job training and re-employment opportunities, creating jobs in existing or new industries, supporting entrepreneurial development and attracting new sources of investment.

# MARYLAND TRANSIT ADMINISTRATION

Tri-County Council for Western Maryland serves as a Regional Coordinating Body for the Maryland Transit Administration (MTA). The Council represents Western Maryland and includes Garrett, Allegany, and Washington Counties, as well as rural parts of Frederick County and has the responsibility under the provisions of MAP-21 for developing and carrying out a continuing, cooperative, and comprehensive transportation process for the region. With funding from the Federal Transit Administration, the MTA annually will disburse these funds to successful applicants who qualify for the 5310 Program.

Funding for the 5310 grant program is on a two-year cycle. The application period for FY19-FY20 began in September 2018. Representatives from over a dozen agencies attended the rollout meeting to discuss the grant process. The TCCWMD committee receives, reviews, and endorses the applications for Western Maryland and forwards the list to MTA. By the November deadline, twelve applications for assistance were received. The committee endorsed eleven of the twelve applications. Completed applications are due from the providers to MTA by January 2019. The eleven agencies requested \$2,197,027 in federal funds matched that with \$1,103,137 local funds for a total \$3,300,164 in assistance. Assistance included new vehicles and operations, preventative maintenance, and mobility management. Awards will be announced in Spring 2019.

During 2018 a Special Solicitation for 5310 Funding was announced. Seven applications were endorsed by TCCWMD and forwarded to MTA. Agencies requested \$456,324 in federal funds matched that with \$123,531 local funds for a total \$579,855 in assistance. Assistance included new vehicles and operations, preventative maintenance, and mobility management. Agencies were awarded \$232,146 in federal funds matched with \$84,736 local funds for a total of \$316,882.

TCCWMD is a member of the Transportation Association of Maryland (TAM) and also participates in the Allegany County Transportation Task Force, Washington County Transit Advisory Committee, and Frederick County Transit Advisory Committee.





# WESTERN MARYLAND FIBER PROJECT

The Council is currently the recipient of a Maryland MEDAAF Grant from the State of Maryland, which matches ARC funding to the Maryland Broadband Cooperative. The project installs almost five miles of fiber across the region and expands the Cooperatives network by over 60 miles. This connectivity allows Cooperative members (over 60 ISPs) to provide lit fiber services to eight industrial parks across the western half of the region upon completion. The project fulfills the need of critical infrastructure and is currently underway.

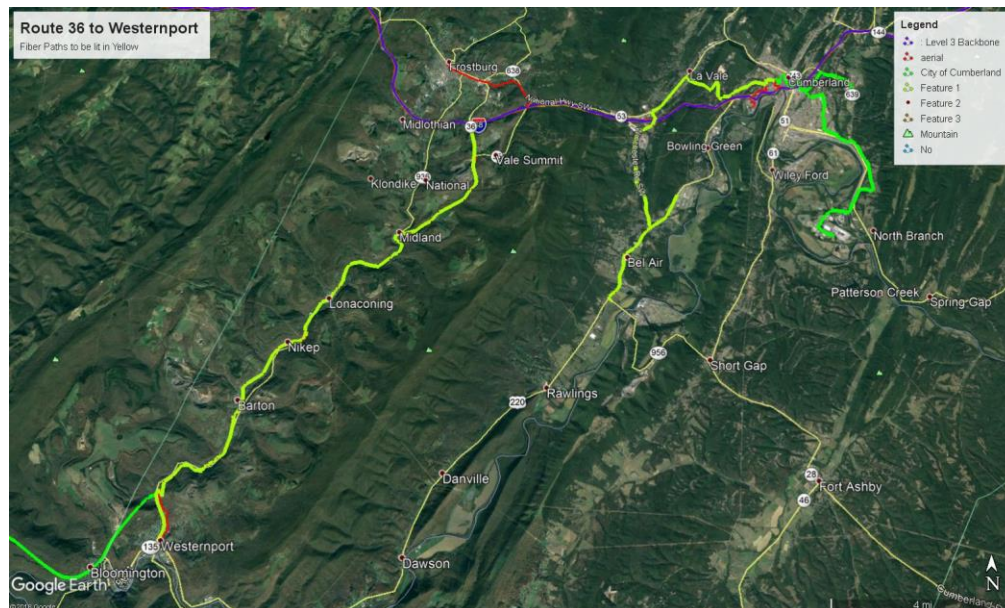
Business Parks Served:

## **Allegany County**

Barton Business Park  
Frostburg Business Park  
North Branch Industrial Park  
Riverside Industrial Park

## **Garrett County**

Central Garrett Industrial Park  
Keyser's Ridge Business Park  
McHenry Business Park  
Southern Garrett Industrial Park



When complete, Maryland Broadband will be able to:

- Support direct interconnects at Dennett Road Data Center
- Bring service to three previously unconnected laterals
  - o Frostburg
  - o Westernport to Lonaconing
  - o LaVale to Bel Air
- Offer services on Cumberland fiber footprint
- Diversely ring services in Garrett County
- More fiber assets in the region



# FINANCIAL SUMMARY



Tri County Council  
For Western Maryland

## Tri-County Council for Western Maryland

Statement of Revenue and Expenditures

From 1/1/2018 Through 12/31/2018

2018 Administrative Funds	Original Budget approved 12/11/2017	Modified Budget	YTD Administrative Funds	Variance (Over) / Under
<b>Revenue</b>				
40100 Grant Revenue [EDA, MD D&C, HUD-AEDT, RMP/IF]	377,000.00	377,000.00	460,060.39	(83,060.39)
40200 ARC Revenue	152,663.00	152,663.00	152,663.00	-
40500 RLF Revenue [RLF, VLT]	170,000.00	170,000.00	230,541.96	(60,541.96)
40700 MTA Revenue	26,000.00	26,000.00	28,250.82	(2,250.82)
41700 County Revenue	120,000.00	120,000.00	120,000.00	-
<b>Total Revenue</b>	<b>845,663.00</b>	<b>845,663.00</b>	<b>991,516.17</b>	<b>(145,853.17)</b>
<b>Expenditures</b>				
50000 Salaries	392,700.00	392,700.00	384,871.11	7,828.89
50500 Fringe Benefits	203,490.00	203,490.00	203,522.54	(32.54)
52000 Return of Interest	0.00	0.00	0.00	-
52010 Contractual	11,433.00	11,433.00	0.00	11,433.00
53000 Travel	38,605.00	35,505.00	28,564.81	6,940.19
53100 Vehicle Operating Costs	1,500.00	1,500.00	378.89	1,121.11
53200 Conference Fees	3,485.00	3,485.00	1,761.44	1,723.56
53300 Training	8,100.00	7,975.00	6,261.00	1,714.00
53500 Supplies	4,755.00	4,255.00	1,773.65	2,481.35
53700 Postage	700.00	700.00	366.19	333.81
54000 Copier	0.00	10,075.00	10,075.00	-
54500 Membership	3,750.00	3,500.00	3,690.50	(190.50)
54800 Fees	75.00	75.00	578.66	(503.66)
55000 Equipment / Software	400.00	400.00	1,815.01	(1,415.01)
55500 Publications & Subscriptions	1,350.00	1,350.00	855.55	494.45
56000 Audit	1,250.00	1,250.00	0.00	1,250.00
56500 Accounting	1,875.00	1,275.00	1,097.25	177.75
56800 Technical Assistance	0.00	0.00	9,351.90	(9,351.90)
57000 Sponsored Events	500.00	250.00	1,750.00	(1,500.00)
57100 Meeting Expenses	7,000.00	5,700.00	6,441.03	(741.03)
57200 Marketing	6,150.00	3,750.00	500.00	3,250.00
58500 Legal	13,000.00	13,000.00	12,285.40	714.60
59000 Insurance	1,926.00	1,926.00	1,924.00	2.00
59050 Client Life Insurance	0.00	0.00	0.00	-
59500 Donations & Memorials	0.00	0.00	50.00	(50.00)
99900 Indirect Costs	133,216.00	131,666.00	115,027.41	16,638.59
<b>Total Expenditures</b>	<b>835,260.00</b>	<b>835,260.00</b>	<b>792,941.34</b>	<b>42,318.66</b>
<b>Net Revenue over Expenditures</b>	<b>10,403.00</b>	<b>10,403.00</b>	<b>198,574.83</b>	

# FEDERAL AND STATE AGENCY RELATIONSHIPS AND AFFILIATIONS

## Administration & Planning Funding

Appalachian Regional Commission (ARC)

U S Department of Commerce Economic Development Administration (EDA)

Maryland Department of Commerce (MDDOC)

Maryland Transit Administration (MTA)

U S Department of Housing and Urban Development - AEDI

Rural Maryland Council - Rural Maryland Prosperity Investment Fund

## Program Affiliation and Program Funding Agencies

Revolving Loan Fund	Appalachian Regional Commission, US Department of Commerce Economic Development Administration, USDA Rural Development, US Department of Housing and Urban Development, Maryland Department of Commerce, the Maryland Video Lottery Terminal Small, Minority and Woman-Owned Business Account, and the Rural Maryland Council - Rural Maryland Prosperity Investment Fund
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Business Assistance	US Department of Housing and Urban Development - Maryland Department of Housing and Community Development, Small Business Development Center
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Grants	Appalachian Regional Commission, US Department of Commerce Economic Development Administration, Maryland Department of Commerce, Maryland Department of Housing and Community Development, Maryland Transit Administration, and Rural Maryland Council
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Data Center	Maryland Department of Planning, US Bureau of Census, Indiana University
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Tri County Council for Western Maryland, Inc. (TCCWMD) is a local Development District serving a three-county region in Appalachian Maryland.

TCCWMD is owned by its member governments of Allegany, Garrett and Washington Counties and has provided economic and community development assistance to its partners since its inception in 1971.

TCCWMD encourages and facilitates government cooperation by addressing issues of greater than local significance on a regional basis.



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*For Western Maryland*

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*The preparation of this document was financially aided through federal grants from the Appalachian Regional Commission and the Economic Development Administration.*