



Annual Report 2021



Tri County Council
For Western Maryland

One Technology Drive, Suite 1000 ♦ Frostburg, Maryland 21532

301-689-1300 ♦ www.tccwmd.org ♦ info@tccwmd.org

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 across Western Maryland that support the implementation of our regional plan.

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Secretary/Treasurer
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Linda Spence, Washington County
Department of Business
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Town of Williamsport
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Garrett County

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.

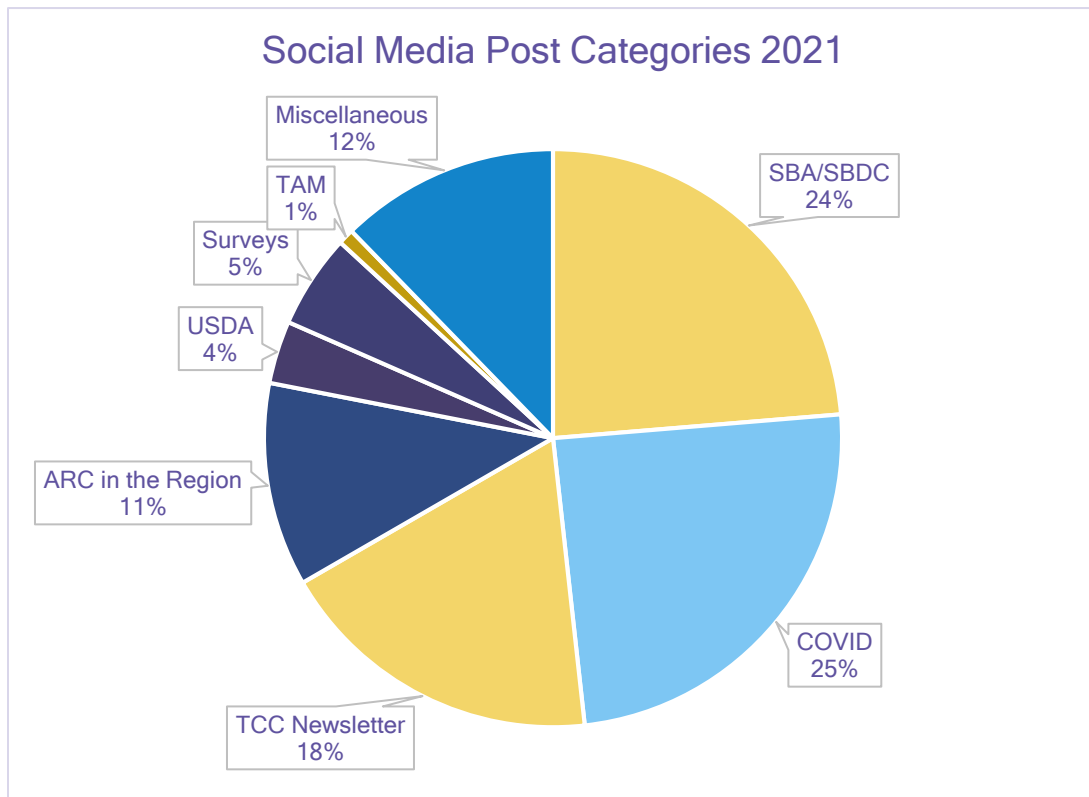
The work program of the organization is specifically designed to enhance the quality of economic development activities in the region, strengthen relationships among the various units of government, and enhance public awareness. This strategy is achieved by the delivery of quality economic development 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.

Newsletter / Social Media

The Council newsletter, The Council Connection, is distributed at least twice a month depending on the information that needs to be shared. The newsletter is also shared with financial institutions with lending opportunities and client testimonials.

Council news, training opportunities, and member information is also shared via our Facebook and Twitter accounts.

In 2021, the newsletter and social media outlets proved beneficial for sharing information regarding the COVID-19 pandemic funding opportunities that became available for the region. The following graph shows the types of information that were shared on social media.



LOAN FUND PROGRAMS

Western Maryland Revolving Loan Fund is a pool of funds granted by federal, state and local entities for the purpose of making loans to create and/or save jobs. The Revolving Loan Fund serves as a source of 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 of Maryland. The program operates by participating with banks and other lenders to assist in financing a business project.

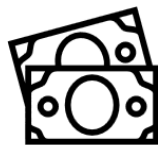
The **State Lottery Terminal (SLoT) Fund** - Maryland law provides for 1.5% of the proceeds generated from video lottery terminals (slots) to be contributed to the State Lottery Terminal Account. Tri-County Council serves as a Fund Manager for the Department of Commerce to lend those funds to qualified small, minority and women-owned businesses with a focus on the Western Maryland Region. In 2021, TCCWMD was awarded an additional \$1,750,000 from the State of Maryland for the VLT Loan Program to be used for lending to small businesses. The Council was also awarded \$1,250,000 from the VLT Business Relief Fund.

Throughout 2021, TCCWMD staff remained in contact with all loan clients during the COVID-19 pandemic and offered payment deferrals or interest only payments, on an as needed basis.

As part of **EDA's CARES Act Recovery Assistance**, the Council was awarded a \$930,000 Revolving Loan Fund (RLF) grant to be used for lending to small businesses affected by the COVID-19 pandemic. These funds enabled TCCWMD to offer low or no interest, no fee, quick turn-around loans to help businesses across the Western Maryland region recover, start up or expand.

Loan Client History RLF & SLoT

\$25.3 million



Funds Lent

2443



Retained Jobs

2543



Jobs Created

\$116.2 million



Leveraged Funds

LOAN CLIENT TESTIMONIALS



Foster's on the Point Hagerstown, Maryland

Foster's on the Point, located at 1437 Salem Avenue in Hagerstown, opened in June 2017 offering affordable American food & drink in a rustic and industrial atmosphere with a homegrown feel. The building operated as a diner for over 65 years until Michael and Kelli took over to open Foster's. The company requested financing through Tri County Council to purchase the real estate, complete the construction of an outdoor dining patio as well as add additional restrooms. In 2021, Foster's on the Point was voted #1 best burger, best casual restaurant, and best happy hour spot by Hagerstown Magazine. *"When our bank advised us that traditional financing was not an option during the uncertainty of the pandemic, even though we showed profitable numbers, we felt our dream slipping away. Our banker mentioned an organization called Tri County Council and sent me their website information. I was anxious to see who Tri County was and what they offered...boy am I glad we did! After a few conversations with their team, our dream was not only coming back, it was coming back with perks that I could hardly believe were real. WE not only purchased the property with amazing terms, we were able to secure extra funds to expand, something that we didn't think was 'in the cards' for a few more years. More often than I ever thought possible, I find silver linings during this pandemic...our bank referring us to Tri County Council has certainly been a huge one for us. Thank you so much for everything you did to help make our dream come true!" Kelli Foster, Owner*

Muddy Creek Crafts Frostburg, Maryland



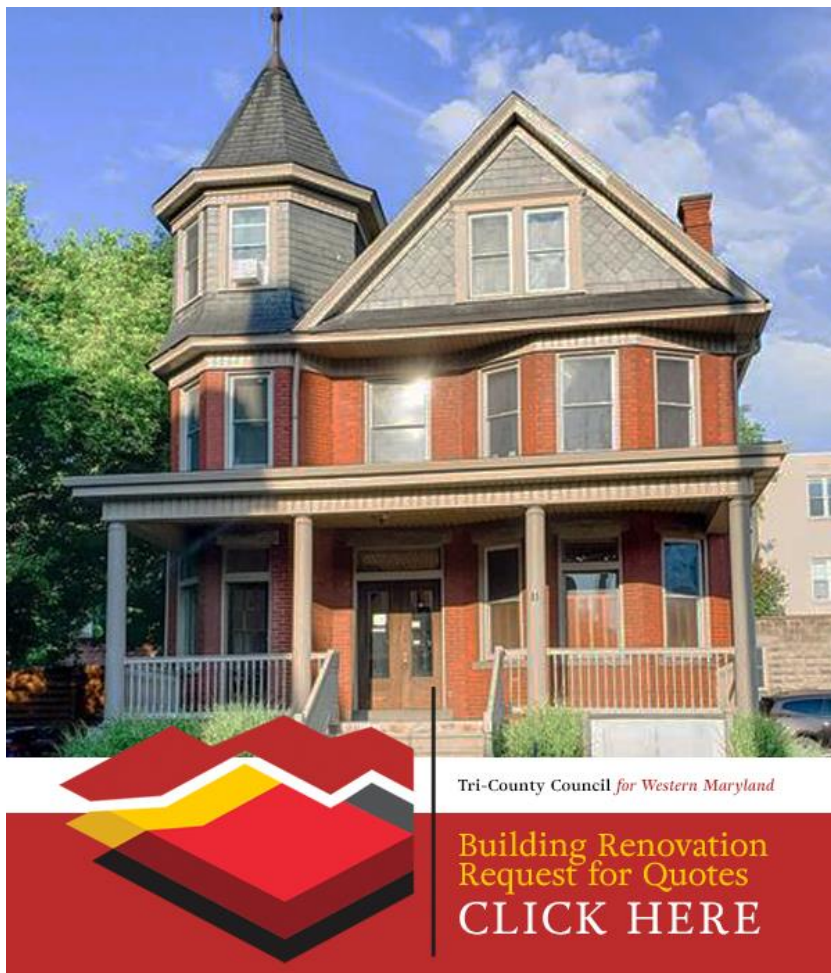
Muddy Creek Crafts, owned by Christine Robertson and Karen Spence, is a shabby chic home décor and custom design retail shop in downtown Frostburg. Located at 26 W Main Street, the shop offers upcycled and refurbished furniture, unique home décor, customizable gifts, signs, and wedding items. The company provides a friendly and engaging experience to their customers to assist them in decorating their homes inside and out as well as providing their customers with a unique and relaxed shopping experience, promoting a sense of community to shop local, and encouraging others to be inspired. *"Tri County helped make a dream a reality. From the very beginning of our loan application to the opening of our business, they assisted with not only our loan but guidance along the way. We appreciate all of their help and guidance." Christine Robertson, Owner*

CAPITAL PROJECT

THANK YOU to all of our funding partners, especially the State of Maryland through the Rural Maryland Council, for supporting Tri-County Council in purchasing a permanent office space in Cumberland, Maryland.

The former home/office building was in need of some renovation and updates to support the agency functions and heavy telecommunication needs, and those renovations are ongoing at this time. The location of this property is ideally situated in the geographic center of the region in Cumberland, with easy access to I-68 and its own parking lot!

The Council is looking forward to making this location its home during late spring - early summer 2022.



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 county governments 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 these criteria are used to form the Annual Investment Package for the region. The Package is then reviewed and approved at the June TCCWMD Membership meeting and forwarded to ARC. Priority projects are invited to make application at the beginning of the Federal Fiscal Year.

Project Package FY22

Area Development Projects

		<u>ARC Request</u>	<u>Total Project</u>
Requests Received	19	\$ 2,388,107	\$ 14,154,169
Allegany County	9	\$ 941,575	\$ 11,261,105
Garrett County	3	\$ 572,000	\$ 1,144,000
Washington County	7	\$ 874,532	\$ 1,749,064
Total Invited	13	\$ 1,615,367	\$ 12,608,689

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

FY2022 ARC PROJECTS INVITED

Garrett County

Garrett College IT
Infrastructure Project V

Residential/Educational
Program for Children/
Youth with
Developmental
Disabilities/Autism

Oakland Trout Run
Regional Wastewater
Treatment Plant – Utility
Conveyance

Allegany County

Transportation for CTE
Students to Makerspace

REACT Institute for STEM
Education (RISE)
Computational Thinking
Initiative

STE(A)M Education:
Building and Supporting
the Future Workforce

Diesel and Electric
Vehicles for Automotive
Technology Students

Fiber Broadband for
Baltimore Street Project

Washington County

Dental Education Facility
Equipment

Shafer Park Well
Replacement

Western Maryland Trail
Retaining Wall

Diesel & Automotive
Technology Program
Implementation & Expansion

Salisbury Street
Improvements



PROJECT ANNOUNCEMENT

Subject: Operating Room Equipment Project
MD-20204-302-21
Grantee: Garrett Regional Medical Center
Oakland, MD
Local Contact: Kimi-Scott **Congressional 6**
McGreevy **District(s):**
301-533-4356
Funding: ARC \$267,681
Local \$267,681
Total \$535,362

WASHINGTON, D.C.-

The Appalachian Regional Commission announced today approval of a grant in the amount of \$267,681 to the Garrett Regional Medical Center for the Operating Room Equipment Project.

The project will involve the purchase of specialty equipment that will be used as a part of a larger renovation of the medical center's three operating rooms. It will open all three operating rooms to the various procedures offered by the center, including those of seven specialty private practices and 12 additional surgeons employed directly by the hospital. Currently, these surgeons share antiquated equipment, leading to delays and decreasing the number of patients served. The project will allow them to expand their private practices and allow for the recruitment of additional surgeons, as well as offering special types of surgeries to residents that are currently unavailable in the hospital's service area.

In addition to ARC funds, local sources will provide \$267,681, bringing the total project funding to \$535,362.

ARC Project Announcement

The ARC awarded a grant in the amount of \$267,681 to the Garrett Regional Medical Center for the **Operating Room Equipment Project**.

The project will involve the purchase of specialty equipment that will be used as a part of a larger renovation of the medical center's three operating rooms. It will open all three operating rooms to the various procedures offered by the center, including those of seven specialty private practices and 12 additional surgeons employed directly by the hospital. Currently, these surgeons share antiquated equipment, leading to delays and decreasing the number of patients served. The project will allow them to expand their private practices and allow for the recruitment of additional surgeons, as well as offering special types of surgeries to residents that are currently unavailable in the hospital's service area.

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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

2021 SWOT Analysis

Strengths <i>A region's relative competitive advantage</i> <ul style="list-style-type: none"> Abundant Electricity Healthcare History Interstate People/Community Tourism Arts & Entertainment Higher Education Incentive Programs Manufacturing Quality of Life 	Weaknesses <i>A region's relative competitive disadvantage</i> <ul style="list-style-type: none"> Access to Industrial Sites Broadband Access Distance to Metro Areas Public Transportation Regulations Air Travel Cultural Diversity Geography / Topography Ready Workforce Water Infrastructure (water/waste water)
Opportunities <i>A region's opportunities for improvement or progress</i> <ul style="list-style-type: none"> Affordable Housing Agriculture Availability of Water Changing Perceptions (social and cultural) Entrepreneurship Regional Airports Alternative Energy Sources Autonomous Technology Bio-Technology Cyber-Technology Education Recreation Workforce Development 	Threats <i>A region's negative impacts or regional decline</i> <ul style="list-style-type: none"> Access to Water Cost of Utilities Declining Forestry Industry Failing Infrastructure (or lack of) Regulation Affordable Housing Declining Coal Industry Declining Youth Population Increased Drug Addiction Municipal Tax Rates Traffic Congestion

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.



ARC funding was awarded to Garrett College for the Garrett College Workforce Development Program Expansion Project. The project will serve 150 students/workers annually. The funds will assist in providing students with well equipped laboratory and classroom learning environments.



With funding from the ARC, Allegany County Public Schools will have robotics programming available during the school day to reach all students in the system. As a result, 250 more students will be able to participate in the robotics program each year.



Using funding from the ARC, the City of Hagerstown, Professional Court Extension project, will improve transportation connectivity by widening Professional Court from a two lane to four lane roadway along 0.28 miles of the roadway section.

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 The Fixing America's Surface Transportation (FAST) Act for developing and carrying out a continuing, cooperative, and comprehensive transportation process for the region. With funding from the Federal Transit Administration, the MTA will disburse these funds to successful applicants who qualify for the 5310 Program. In addition, grant funding is also available through the State's Job Access Reverse Commute (JARC) Program and Senior Rides Program.

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 the Frederick County Transit Advisory Committee. The FY24-25 5310 grant cycle is expected to be announced in September 2022 with the application roll-out meeting taking place at the TAM Conference.

Senior Rides and JARC applications are both due to MTA in April 2022. Council staff will continue to provide technical assistance to applicants applying for transportation related grants.



Friends Aware - Allegany County



Hopewell Express Transit Service - Washington County

EDA Coronavirus Aid, Relief, and Economic Security (CARES) ACT SUPPLEMENTAL GRANT

Tri Council County for Western Maryland received an invitation on May 8, 2020 from the U.S. Department of Commerce Economic Development Administration (EDA) to apply for an additional \$400,000 in supplemental funding under the CARES Act for planning, preparing, preventing, and responding to COVID-19. On June 4, 2020 TCCWMD applied to EDA and was approved on June 11, 2020. TCCWMD accepted the award and executed the grant agreement on July 22, 2020.

On August 17, 2020, TCCWMD submitted to EDA a Grant Administration Plan outlining how the Authorized Scope of Work would be implemented. Approval was received in early 2021 and the Council began to implement the plan.

During the year, the Council held meetings with the economic development offices of Allegany, Garrett and Washington counties, drafted Sub Grant Agreements, received price quotes for the equipment needed for the agency and formed the required Committees to carry out the work of the grant.

TCCWMD worked with each of the three individual county economic development agencies to survey existing businesses, large and small, government agencies and municipalities to determine the impact of the coronavirus pandemic. The survey was released in October 2021. The Counties coordinated marketing efforts through their own agencies and the local Chambers of Commerce to ensure an adequate response rate was received.

Together with the survey, data gathered by county economic development agency interviews will develop an economic recovery and resiliency plan to complement the Comprehensive Economic Development Strategy (CEDS).



TCCWMD BEGINS CELEBRATING 50 YEARS!

Taken from the Governor's Council for Appalachian Maryland Meeting of March 18, 1971 Minutes:

RESOLUTION

"The Governor's Council for Appalachia Maryland and its predecessors have provided guidance and direction for the Appalachian Regional Program in Western Maryland for the past five and one half years. With the growth of the program and its assistance to the region, it is necessary to provide the basis for continued cooperation among the cities, towns, and counties in the region. Such cooperation should incorporate all of the common interests of the area, including coordination of State, Federal, and local programs not just those directly related to the Appalachian program. Such cooperation should also provide for appropriate participation or representation by all jurisdictions in the area.

Therefore, be it resolved that:

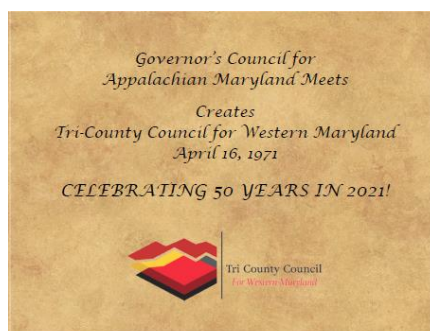
A committee representative of the governments and other interests in the area be appointed to develop a proposal for nonprofit corporation charter to establish a planning and development commission which can be certified as an LDD under Section 302(a)(1) of the ARDA; which will have appropriate representation of the cities, towns, and counties in the area and of other public or private interests in the area, either directly or on advisory bodies; and which will be provided with powers of authority to carry on a planning and development program for the area."

Governor's Council for Appalachian Maryland Meets Creates Tri-County Council for Western Maryland on April 16, 1971.

Governor's Council for Appalachian Maryland Meets Approves Articles of Incorporation for Tri-County Council for Western Maryland on June 23, 1971.

Maryland Department of Assessments and Taxation Approves Articles of Incorporation for Tri-County Council for Western Maryland on July 22, 1971.

Tri-County Council for Western Maryland begins formal operations on February 14, 1972.



FINANCIAL SUMMARY



Tri County Council
For Western Maryland

Tri-County Council for Western Maryland

Revenue and Expenditures
From 1/1/2021 Through 12/31/2021

YTD %
100.00%

2021 Administrative Funds		Modified Approved Budget	YTD Administrative Funds	Variance Over / Under	Percent YTD
Revenue					
40100	Grant Revenue [EDA, CARES, MD DoC, RMPF]	833,823.91	834,969.80	1,145.89	100.14%
40200	ARC Revenue	148,000.00	148,000.00	-	100.00%
40500	RLF Revenue [RLF, VLT]	170,000.00	267,377.94	97,377.94	157.28%
40700	MTA Revenue	26,000.00	31,170.50	5,170.50	119.89%
41700	County Revenue	120,000.00	120,000.00	-	100.00%
38500 / 30000	CYU Fund Balance	200,000.00	44,692.68	(155,307.32)	22.35%
Total Revenue		1,497,823.91	1,446,210.92	(51,612.99)	96.55%
Expenditures					
50000	Salaries	480,824.00	481,397.16	(573.16)	100.12%
50500	Fringe Benefits	298,275.00	313,543.42	(15,268.42)	105.12%
52010	Contractual	124,750.00	24,250.00	100,500.00	19.44%
53000	Travel	11,074.00	7,588.29	3,485.71	68.52%
53100	Vehicle Operating Costs	790.00	163.00	627.00	20.63%
53200	Conference Fees	1,550.00	460.00	1,090.00	29.68%
53300	Training	3,500.00	1,736.00	1,764.00	49.60%
53500	Supplies	21,965.00	2,422.00	19,543.00	11.03%
53700	Postage	279.00	251.67	27.33	90.20%
54500	Membership	4,835.00	3,606.00	1,229.00	74.58%
54800	Fees	1,100.00	950.81	149.19	86.44%
55000	Equipment / Software	63,318.91	10,910.00	52,408.91	17.23%
55500	Publications & Subscriptions	1,900.00	1,193.40	706.60	62.81%
56000	Audit	0.00	0.00	-	0.00%
56500	Accounting	11,555.00	11,485.26	69.74	99.40%
56800	Technical Assistance	16,155.00	17,180.00	(1,025.00)	106.34%
57000	Sponsored Events	2,000.00	2,500.00	(500.00)	125.00%
57100	Meeting Expenses	8,500.00	8,169.62	330.38	96.11%
57200	Marketing	3,950.00	1,606.46	2,343.54	40.67%
57500	Advertising	0.00	0.00	-	0.00%
58500	Legal	8,287.00	5,950.00	2,337.00	71.80%
59000	Insurance	3,463.00	2,773.73	689.27	80.10%
59500	Donations & Memorials	100.00	100.00	-	100.00%
99900	Indirect Costs	109,483.00	103,522.54	5,960.46	94.56%
14200	Capital	244,175.00	234,555.41	9,619.59	96.06%
Total Expenditures		1,421,828.91	1,236,314.77	185,514.14	86.95%
Net Revenue over Expenditures		75,996.00	209,896.15		

TCCWMD Board Meeting
4/13/2022

FEDERAL AND STATE AGENCY RELATIONSHIPS, AFFILIATIONS, PARTNERS

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)

Rural Maryland Council - Rural Maryland Prosperity Investment Fund (RMPIF)

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

Business Assistance US Department of Housing and Urban Development - Maryland Department of Housing and Community Development, Small Business Development Center

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

Data Center Maryland Department of Planning, US Bureau of Census

Partners

Development District Association of Appalachia (DDAA), Maryland Agricultural & Resource-Based Industry Development Corporation (MARBIDCO), Maryland Association of Counties, Maryland Department of Planning, Maryland Municipal League, Maryland Technology Development Corporation (TEDCO), National Association of Development Organizations (NADO), National Association of Development Companies (NADCO), SouthEast Regional Directors Institute (SERDI), Small Business Development Center (SBDC), Summit Financing Solutions, Transportation Association of Maryland (TAM), U.S. Department of Agriculture (USDA), U.S. Small Business Administration (SBA)



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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