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COUNTY COUNCIL OF TALBOT COUNTY, MARYLAND

Council Meeting

August 11, 2022; 5:00 p.m.

Council Chambers, Easton, Maryland

COUNCIL MEMBERS:

Chuck F. Callahan

Pete Leshner

Frank Divilio - Via Zoom

Corey W. Pack

Laura E. Price - Via Zoom

Reported by

Diane Houlihan

<p style="text-align: right;">Page 2</p> <p>1 TRANSCRIPT OF PROCEEDINGS</p> <p>2</p> <p>3 MR. CALLAHAN: I just want to welcome</p> <p>4 everybody. We're going to go ahead and get</p> <p>5 started. So if we could at least stand and do</p> <p>6 the Pledge of Allegiance of the Flag, that</p> <p>7 would be great.</p> <p>8 (Pledge of Allegiance.)</p> <p>9 MR. CALLAHAN: Okay. I appreciate it.</p> <p>10 So Cassandra, you and Reza want to come on</p> <p>11 up, and we'll go ahead and get started on a</p> <p>12 work session. That would be great. Thanks.</p> <p>13 How are you guys?</p> <p>14 MS. VANHOOSER: Good.</p> <p>15 MR. CALLAHAN: So you want to go ahead,</p> <p>16 Cassandra and Reza, to go ahead and to kind of</p> <p>17 recap a little bit so everybody understands</p> <p>18 kind of what we want to achieve tonight with</p> <p>19 getting, the county has been given \$3.3 million</p> <p>20 and what we want to try to distribute that</p> <p>21 throughout the county.</p>	<p style="text-align: right;">Page 4</p> <p>1 counties the opportunity to apply for up to</p> <p>2 \$3.233333 million of that money. They've set</p> <p>3 aside some for administration, and then the</p> <p>4 rest of it will be disbursed to county</p> <p>5 projects.</p> <p>6 We opened it up to an egalitarian process,</p> <p>7 accepted applications from towns, we submitted</p> <p>8 some of our own, and nonprofits were also</p> <p>9 eligible. Again, this money is for economic</p> <p>10 development. Primarily infrastructure that</p> <p>11 supports economic development or other</p> <p>12 workforce or business retention or attraction</p> <p>13 efforts.</p> <p>14 And so we put together a committee from</p> <p>15 the Economic Development Commission to accept</p> <p>16 the applications, review the applications, and</p> <p>17 then make recommendations to the Council.</p> <p>18 We presented those recommendations on</p> <p>19 Tuesday night. And those, again, were the</p> <p>20 recommendations of a ten-person committee of</p> <p>21 the Economic Development Commission that you</p>
<p style="text-align: right;">Page 3</p> <p>1 And we started off with a list. And the</p> <p>2 committee did a great job putting that list</p> <p>3 together. And we're going to put some tweaks</p> <p>4 to it and hear some people that might be</p> <p>5 interested in, you know, getting in and getting</p> <p>6 some money, too. So we want to sort of listen</p> <p>7 to everybody.</p> <p>8 So at that point, if you want to go ahead</p> <p>9 and get us started, that would be great.</p> <p>10 MS. VANHOOSER: I'll kick it off. Thank</p> <p>11 you, Mr. Callahan and Council Members. And</p> <p>12 thank you to those joining us from afar.</p> <p>13 So we're here to talk about the Rural</p> <p>14 Economic Development fund that was funded by</p> <p>15 the governor's office in his budget,</p> <p>16 \$50 million for rural counties distributed in</p> <p>17 the Regional Councils.</p> <p>18 We are part of the Mid-Shore Regional</p> <p>19 Council, along with Caroline and Dorchester.</p> <p>20 Mid-Shore Regional Council elected to</p> <p>21 disburse the money to the counties or to give</p>	<p style="text-align: right;">Page 5</p> <p>1 appoint to advise you on economic matters.</p> <p>2 MR. CALLAHAN: Right, right.</p> <p>3 MS. VANHOOSER: I'm going to toss it to</p> <p>4 Reza to recap anything I may have missed.</p> <p>5 MR. JAFARI: Thank you, Cassandra.</p> <p>6 Good evening, Members of the Council,</p> <p>7 Mr. Stamp.</p> <p>8 A couple, two points or three points that</p> <p>9 I would like to add to what Cassandra covered</p> <p>10 very thoroughly.</p> <p>11 One is the expansion of the purpose of</p> <p>12 this fund. It has to be focused on three or</p> <p>13 four very, very specific areas that the</p> <p>14 governor wants us to focus on; economic</p> <p>15 development, workforce development,</p> <p>16 infrastructure, entrepreneurship, and</p> <p>17 innovation.</p> <p>18 And also, there's a time limit attached to</p> <p>19 it. The projects that are being proposed to be</p> <p>20 accomplished through the funding that is</p> <p>21 available has to be completed within 18 to 24</p>

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<p>1 months of the funding. So that somehow creates</p> <p>2 the framework and the template.</p> <p>3 Based on that framework and the template,</p> <p>4 Cassandra and the commission created an</p> <p>5 application that was pretty much approved and</p> <p>6 dictated by the Department of Commerce, who is</p> <p>7 going to be the granter of the fund. And we</p> <p>8 passed out that application to everybody who</p> <p>9 was interested in funding.</p> <p>10 And based on their application, the</p> <p>11 evaluation sheet was created. Every member of</p> <p>12 the committee, take the evaluation form, take a</p> <p>13 look at all the 28 applications, and then being</p> <p>14 able to rate and make the recommendation.</p> <p>15 So based on those processes that Cassandra</p> <p>16 explained very well, we went through the</p> <p>17 process during the past two months or so coming</p> <p>18 up with the recommendation that we made to the</p> <p>19 members of the Council on Tuesday night.</p> <p>20 MR. CALLAHAN: Okay. Thank you.</p> <p>21 MS. VANHOOSER: So may I add just one last</p>	<p>1 MR. JAFARI: May I just --</p> <p>2 MR. CALLAHAN: Yeah, absolutely.</p> <p>3 MR. JAFARI: -- the rest of the process,</p> <p>4 if I may, Mr. President.</p> <p>5 MR. CALLAHAN: Yes.</p> <p>6 MR. JAFARI: And that is you carry two</p> <p>7 hats, so to speak. You carry two roles.</p> <p>8 One, of course, you're the president of</p> <p>9 the Talbot County Council. You're also the</p> <p>10 chairman of the Mid-Shore Regional Council as</p> <p>11 well, too.</p> <p>12 Based on your decision, that was the fund</p> <p>13 that Cassandra mentioned divided into three</p> <p>14 counties.</p> <p>15 MR. CALLAHAN: Yes, sir.</p> <p>16 MR. JAFARI: Came to us.</p> <p>17 MR. CALLAHAN: Yes, sir.</p> <p>18 MR. JAFARI: And by the same token, now</p> <p>19 this is going to be -- it came from top to</p> <p>20 down. Now it's going to be rolled up to the</p> <p>21 rest of the process.</p>
Page 7	Page 9
<p>1 thing?</p> <p>2 MR. CALLAHAN: Absolutely.</p> <p>3 MS. VANHOOSER: There were 23</p> <p>4 applications, just for clarity.</p> <p>5 And also, we've been instructed to submit</p> <p>6 a ranked list to the Mid-Shore Regional Council</p> <p>7 by tomorrow.</p> <p>8 MR. CALLAHAN: Right.</p> <p>9 MS. VANHOOSER: And we are also instructed</p> <p>10 to submit additional projects in case some of</p> <p>11 the ones we submit don't qualify.</p> <p>12 MR. CALLAHAN: Right, right.</p> <p>13 MS. VANHOOSER: Or we can make a</p> <p>14 recommendation, you know, that we, instead</p> <p>15 of -- if the money falls through for somebody</p> <p>16 else, we can fund these projects.</p> <p>17 MR. CALLAHAN: I see, I see.</p> <p>18 MS. VANHOOSER: We can add additional</p> <p>19 projects, but they must be submitted in ranked</p> <p>20 order.</p> <p>21 MR. CALLAHAN: I see. Okay.</p>	<p>1 MR. CALLAHAN: Yes, sir.</p> <p>2 MR. JAFARI: So your decision is going to</p> <p>3 come to that Council.</p> <p>4 MR. CALLAHAN: Correct.</p> <p>5 MR. JAFARI: And then it goes to the</p> <p>6 Commerce from there.</p> <p>7 MR. CALLAHAN: Yup, yup. Well, I</p> <p>8 appreciate that. I appreciate that. Just one</p> <p>9 more thing on my shoulders.</p> <p>10 MS. VANHOOSER: That's right.</p> <p>11 MR. CALLAHAN: That's good.</p> <p>12 MS. VANHOOSER: So your job, Mr. Chairman,</p> <p>13 and Members of the Council, is to be Solomon</p> <p>14 and not cut the baby in two.</p> <p>15 MR. CALLAHAN: Exactly. Well, that's what</p> <p>16 we're going to do. That's what we're doing.</p> <p>17 MS. VANHOOSER: Let's do it.</p> <p>18 MR. CALLAHAN: Can you guys hear me pretty</p> <p>19 good now? Is that a little bit better?</p> <p>20 MS. PRICE: That's better.</p> <p>21 MR. CALLAHAN: Okay. So all right. So</p>

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1 what I'm thinking is do we -- since you put in  
 2 order.  
 3 MS. VANHOOSER: They're in order.  
 4 MR. CALLAHAN: They're in order?  
 5 MS. VANHOOSER: Yes, sir.  
 6 MR. CALLAHAN: Now?  
 7 MS. VANHOOSER: Yes. The way that we  
 8 would submit them. And they were ranked by the  
 9 committee and they are the order.  
 10 MR. CALLAHAN: Okay.  
 11 MS. VANHOOSER: So you can change that  
 12 order, you can change the amount of money.  
 13 MR. CALLAHAN: Okay.  
 14 MS. VANHOOSER: You can add to, however  
 15 you wish.  
 16 MR. CALLAHAN: So maybe what we want to go  
 17 through, and I'm just thinking about this the  
 18 last couple of nights, you got the project one  
 19 at Chesapeake College.  
 20 MS. VANHOOSER: Yes.  
 21 MR. CALLAHAN: Okay. So maybe one of the

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1 best things we could try to do is is Council on  
 2 board with the committee?  
 3 Let's go through what the committee  
 4 suggested. They ranked this number one.  
 5 MS. VANHOOSER: Yes.  
 6 MR. CALLAHAN: Okay. So with Chesapeake  
 7 College, does the Council, do we have any input  
 8 on that?  
 9 MR. LESHHER: Well, let me just start by  
 10 saying the first two, the Chesapeake College  
 11 future workforce training program and the  
 12 Maryland Broadband Cooperative mid-shore  
 13 optical broadband network upgrade.  
 14 MR. CALLAHAN: Correct.  
 15 MR. LESHHER: Those projects, as I  
 16 understand them, are both multi-jurisdictional.  
 17 MS. VANHOOSER: Yes.  
 18 MR. LESHHER: So what we're being asked  
 19 for, just a Talbot County share of that  
 20 multi-jurisdictional --  
 21 MS. VANHOOSER: Correct.

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1 MR. LESHHER: The total cost.  
 2 MS. VANHOOSER: So for Chesapeake College,  
 3 they asked the same thing of five different  
 4 counties, and those are the five counties they  
 5 serve.  
 6 And then Maryland Broadband asked the same  
 7 thing from the three counties where they have  
 8 the point of presence.  
 9 And then ours is in Wye Mill, the one  
 10 that's in Talbot County that serves us.  
 11 MR. LESHHER: Well, you know, I think that  
 12 we shouldn't let our -- one, these are clearly  
 13 important economic development and workforce  
 14 training. They meet the criteria. And we  
 15 shouldn't let our colleagues in other counties  
 16 down by not doing our part on those.  
 17 So I would leave those intact and ranked  
 18 as they are.  
 19 MR. CALLAHAN: Okay. So let's talk about  
 20 the ranking. Okay. So let's get through,  
 21 let's get through the list and then we'll do

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1 the ranking.  
 2 MS. VANHOOSER: Yes, sir.  
 3 MR. CALLAHAN: Okay. Let's do that.  
 4 MS. VANHOOSER: Okay.  
 5 MS. PRICE: And I'll agree with  
 6 Mr. Leshher. I have no problem. I think those  
 7 are great projects. And showing how the  
 8 counties are cooperating together, I think  
 9 that's great.  
 10 So I'm good with Chesapeake College and  
 11 Maryland Broadband Cooperative.  
 12 MR. CALLAHAN: Okay. Great, that's great.  
 13 Okay.  
 14 So project number three, we've got the  
 15 Avalon Foundation.  
 16 MS. VANHOOSER: And that's for the Stoltz  
 17 Pavilion, to make that a permanent structure in  
 18 downtown Easton.  
 19 MR. CALLAHAN: Okay.  
 20 MR. LESHHER: So I'll say on this one that  
 21 tourism development is economic development.

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1 This is increasing the capacity, the  
 2 infrastructure for this particular organization  
 3 to serve its community and increases its  
 4 capacity to host events and to bring people  
 5 into Talbot County for the events.  
 6 And looking at this application, I think  
 7 that it is sound and I appreciate the  
 8 recommendation and fully support it.  
 9 MR. PACK: This is one of the  
 10 recommendations that I do not agree with.  
 11 And I went back and read through most of  
 12 the applications today.  
 13 And although I have been a big supporter  
 14 of the Avalon over the years, when I look at  
 15 the other, some of the other applications on  
 16 our list, this one to me did not rise to the  
 17 level of some as the others, particularly when  
 18 we look at the Trappe wastewater treatment  
 19 plant, which also had a request for \$500,000.  
 20 Yes, entertainment is important. Yes, the  
 21 Avalon does generate revenue as far as people

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1 coming into the Town of Easton and coming into  
 2 Talbot County.  
 3 But when I rank it up against the  
 4 opportunity to assist a neighboring, an  
 5 established town entity within our borders,  
 6 which we've had conversation about the  
 7 wastewater treatment facility serving the Town  
 8 of Trappe, I felt that we were missing a prime  
 9 opportunity to help out with that town in their  
 10 efforts to upgrade that system, which has been  
 11 a source of much conversation over the last  
 12 several months, which I don't want to go back  
 13 into yet again.  
 14 I know we do have -- and this was one of  
 15 the applications that I did ask Reza about on  
 16 Tuesday. I also reached out to representatives  
 17 of the Town of Trappe to get more clarity on  
 18 exactly what the request would do. And I know  
 19 we do have representatives here that can speak  
 20 to that.  
 21 And to my understanding after speaking

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1 with them, the funds could certainly be spent  
 2 into the 24-month period as it would be for  
 3 sludge removal of their holding facility.  
 4 And I know that we have representatives  
 5 from the Town of Trappe here, Mr. Callahan. I  
 6 will ask that they have an opportunity to speak  
 7 on their application to bring some more clarity  
 8 as to what the request is for.  
 9 But again, the Avalon Foundation and the  
 10 activities that it performs are certainly  
 11 noted, are certainly one that we should always  
 12 encourage. But when we get an opportunity to  
 13 assist with the infrastructure, and one of the  
 14 first things it talks about when you read the  
 15 description and purpose, it talks about  
 16 infrastructure. So I think this opportunity is  
 17 one that we shouldn't miss.  
 18 MR. DIVILIO: So I'll follow up on that.  
 19 I sort of had somewhat similar thinking.  
 20 And I want everybody to know that I  
 21 listened to the meeting Tuesday. I spoke with

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1 Reza and Cassandra on Monday. And I've spoken  
 2 to many of those organizations since then  
 3 regularly.  
 4 A couple of things that I heard that  
 5 resonated with me and speaking with Cassandra,  
 6 it sounded like there was a little bit of  
 7 similar discussion with the board.  
 8 And it was an amazing board. I mean  
 9 between the bankers and the Chamber of  
 10 Commerce, and there was a lot of different  
 11 diversified individuals who reviewed these  
 12 applications. And I'm still trying to fill  
 13 just a couple of promises that I've had since  
 14 my campaign.  
 15 And when I look at -- one thing that I had  
 16 heard in the meeting is that we want to make  
 17 sure that we're serving all the needs of Talbot  
 18 County.  
 19 I love the Avalon. I think the new Stoltz  
 20 Pavilion that could be out there, I equate it  
 21 to like the amphitheater in Charlottesville

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1 that Dave Matthews built, which is awesome.  
 2 And it's an excellent spot. It's down in a  
 3 hole where sound is not going to travel.  
 4 But as far as when I'm looking at the  
 5 economic development for Talbot County, I  
 6 really want to have the best fiber in our  
 7 business parks, I want to have the best roads  
 8 so that you can get into the business parks,  
 9 and I want to also focus -- for 20 something  
 10 years, we've been planning on a development  
 11 coming to Trappe because there's other things  
 12 in Trappe that still need to come and need to  
 13 improve.  
 14 I asked for a breakdown and I got it.  
 15 There are 32 acres of commercial space in  
 16 the Town of Trappe, 22 acres of industrial  
 17 space, 13 public acres, seven semipublic, and  
 18 1,288 vacant acres that can still be developed.  
 19 And when you look at that, this wastewater  
 20 treatment facility, their houses are going to  
 21 come, but they're also going to need jobs for

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1 those individuals, as well as Talbot County is  
 2 begging for jobs.  
 3 Moving the half million from the Avalon,  
 4 which I love and I hate to do, but this is a  
 5 once-in-a-lifetime opportunity, to give it to  
 6 Trappe to help them improve their facility.  
 7 They've got three different projects they could  
 8 readily immediately use it on. Clean the  
 9 sludge off of the sludge ponds. That's a  
 10 \$2 million project. They've got some money,  
 11 significant money in the bank already for that.  
 12 I feel that it would be a little bit  
 13 better way to spread the money around the  
 14 community by, and I know I'm kind of stepping  
 15 ahead a little bit, but focusing on the next  
 16 step, the fiber optic, to give Easton that  
 17 money there for that.  
 18 So then you're going to have businesses in  
 19 business parks with Internet. You got to have  
 20 Internet for business to come, the best  
 21 Internet.

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1 But I would be willing to move the 500  
 2 from the Avalon to the Town of Trappe.  
 3 And again, you know, and I even spoke with  
 4 Scott Warner about this. My biggest concern  
 5 was what did he think. And he said that he had  
 6 talked to neighboring counties that wanted to  
 7 do broadband, which is sort of a similar thing.  
 8 And they said, you know, if we give it to the  
 9 farmers, what if we hook up all the other  
 10 houses along the way. And they said no, you  
 11 can't do that.  
 12 I don't see this as a same thing. We're  
 13 not upgrading that plant just for the  
 14 neighborhood. We're upgrading that plant for  
 15 the Town of Trappe, which has plenty of  
 16 development potential that it will need and  
 17 will use as the individuals come to live there.  
 18 MS. PRICE: So --  
 19 MR. PACK: If I may. And I know we have  
 20 Lyndsey here, too.  
 21 MR. CALLAHAN: Yeah.

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1 MR. PACK: If she wouldn't mind coming  
 2 forward.  
 3 MS. PRICE: Corey. Corey, get a little  
 4 closer to your mike, if you could, please.  
 5 MR. PACK: Get a little closer to my mike.  
 6 You know I hate this.  
 7 MS. MORRIS: And also you need to project  
 8 your voice.  
 9 MR. STAMP: You're hitting that.  
 10 MR. PACK: I'm hitting --  
 11 MS. MORRIS: You're trying to get to the  
 12 owl.  
 13 MR. STAMP: So you have to speak up.  
 14 MR. PACK: I need to hit the owl?  
 15 MS. MORRIS: Yes.  
 16 MR. PACK: Oh, golly day.  
 17 MS. PRICE: Here we are. We're out here.  
 18 MR. CALLAHAN: Okay. Yup, yup.  
 19 MR. PACK: Okay. Let me try this again.  
 20 So I agree with you, Mr. Divilio. Again,  
 21 as much as I love the Avalon, and my wife and I

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1 have attended many, many shows there and gone  
 2 to many events there, I think moving this  
 3 \$500,000 over to the Town of Trappe would be  
 4 better served holistically.

5 And not only that, if you read in the  
 6 application, they also talk about the Ferry  
 7 Point development, which this Council has  
 8 supported. We have legislation to hook up the  
 9 commercial properties in Ferry Point. So this  
 10 gets us another leg of the way into making that  
 11 a reality.

12 Not only is it a gesture of good will and  
 13 working with an incorporated town in the  
 14 county, but it also serves all of the other  
 15 descriptions and purposes outlined in the  
 16 application.

17 So I am in favor of moving the \$500,000  
 18 from the Avalon and awarding the Town of Trappe  
 19 the \$500,000 for the upgrade of their wastewater  
 20 treatment plant.

21 MR. CALLAHAN: Go ahead, Ms. Price.

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1 MS. PRICE: So I don't want to make this a  
 2 trade right here because I'm not sure where  
 3 we're going to come out in this list. So I  
 4 think if we can continue the conversation on  
 5 Trappe, because there were some things that we  
 6 heard about them not meeting that timeline.

7 And Lakeside is not going to connect to  
 8 that other than a temporary measure. So that's  
 9 not really what's at issue.

10 But I was a little concerned, and we'll  
 11 come back to this piece of it, that this is a  
 12 long timeline and has to be used within two  
 13 years. So we would want to make sure, like  
 14 what Frank said, some of those other projects  
 15 that you said they could use the money for  
 16 right now are things that are allowed under  
 17 this particular grant.

18 MR. CALLAHAN: Okay. That's fine.

19 MS. PRICE: So you know, we may not get to  
 20 a final, final thing. We may put it on the  
 21 list and not know the amount.

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1 But with the Avalon, I think 500 is too  
 2 big. I'm not saying to necessarily cut it  
 3 completely, but to give -- I think we can make  
 4 some room here and there's some other projects  
 5 that are just so tiny, like 13 and \$25,000 that  
 6 I think that we should include, and we'll get  
 7 to those.

8 So I am for at least reducing the Avalon.  
 9 I think it's too big of a chunk.

10 So I think right now, you have, you know,  
 11 at least three who either want to eliminate or  
 12 reduce the Avalon's amount.

13 And if you want to just go forward from --

14 MR. CALLAHAN: So can I go this route so  
 15 we kind of get through the list? I'd like to  
 16 go through --

17 MR. PACK: I do understand. But just on  
 18 the matter of the timeline that Ms. Price  
 19 brought up. And it was brought up again on  
 20 Tuesday by Reza.

21 If we could ask maybe Nick Newnam,

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1 president of Town of Trappe Council, or maybe  
 2 Lyndsey to step forward and speak to that  
 3 timeline because I do believe we can put that  
 4 question to answer very, very quickly.

5 I know they do have additional ARPA funds  
 6 that will go along with our \$500,000 that would  
 7 get them more than halfway to where they need  
 8 to be.

9 So would either one of you wish to come up  
 10 and to speak --

11 MR. CALLAHAN: I'd like -- I understand  
 12 that. But I want to go through this list  
 13 because then we're going to have a bucket of  
 14 money.

15 MR. PACK: Yeah. I know that. I do  
 16 understand that.

17 MR. CALLAHAN: And there might be more or  
 18 less.

19 MR. PACK: And I appreciate that. I'm  
 20 just asking to address the question of the  
 21 timeline. If we can put that question to

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1 rest --

2 MR. CALLAHAN: Okay. Can you address the

3 timelines, then, Lyndsey? That would be great.

4 No problem.

5 MS. RYAN: Yes. Absolutely. I can

6 probably yell out that everyone can hear me,

7 but I'll sit here for you guys.

8 Related to the timeline. So while the ENR

9 upgrade has a timeline of five years to when it

10 will actually be functioning and the town will

11 be connected to it, there are components of the

12 ENR upgrade that the town could do tomorrow if

13 they had funds.

14 MR. CALLAHAN: I see.

15 MS. RYAN: One of them is related to the

16 sludge lagoons that Councilman Pack mentioned.

17 The sludge lagoons have to be completely -- the

18 sludge in them has to all be removed. That is

19 something that MDE actually told us today that

20 is not eligible for their funding because for

21 whatever reason, it doesn't meet those

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1 guidelines. But it's something that is

2 necessary for the ENR upgrade.

3 In addition, there are two pump stations

4 that have already been designed we're just

5 waiting on funding for. Both of those pump

6 stations submit the effluent into the

7 wastewater treatment plant, and those both need

8 to be upgraded. The total cost for those two

9 is about 650,000.

10 For the sludge project, the town has a

11 capital reserve of about 860,000 in a sewer

12 fund ready for a project. In addition, they

13 have \$940,000 in ARPA funds that they could

14 certainly use for that project.

15 So it is something that they could, if

16 they were given this money, have the ability to

17 spend it on something related to the sewer

18 plant within two years.

19 MR. CALLAHAN: Okay. That's great.

20 MR. PACK: So that question has been

21 addressed.

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1 MS. PRICE: Right. But we have guidelines

2 what we can spend this on.

3 So if -- understand, it's money well

4 spent.

5 But is it economic development? That's

6 the question that we have to just toss back to

7 Reza and Cassandra.

8 MS. RYAN: Right.

9 MS. PRICE: It's not that we don't agree

10 that you guys could use some help with the

11 money. But if it's not allowed under the

12 guidelines of this program, then we can't do

13 it. So that's the question I need answered.

14 MS. RYAN: Absolutely. And I'm sorry. I

15 didn't realize, Council Member Price, that you

16 weren't going to be here this evening.

17 I can e-mail you a map that I have copies

18 for the Council here.

19 I did print out copies of a map from the

20 Town of Trappe's Comprehensive Plan. And on

21 it, you can see a highway corridor. There are

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1 two maps. That shows the corridor, and then

2 here you can see all the vacant parcels that

3 are in Trappe.

4 A lot of those are commercial or

5 industrial parcels that are vacant. I think

6 Council Member Divilio gave the actual acreage

7 of those.

8 But through their Comprehensive Plan, the

9 Town of Trappe supports commercial and

10 industrial development there, which would go

11 towards economic development, it would create

12 jobs --

13 MS. PRICE: Right. Sure.

14 MS. RYAN: -- it could create private

15 investments.

16 MS. PRICE: Right. I mean we want to

17 clean up the water and all that. That's great.

18 But is it economic development? That's my

19 question to Cassandra and Reza.

20 I'm not opposed. But if it doesn't fit

21 the criteria, we need to have that question

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1 answered first. And that's not going to be  
 2 answered by a map.  
 3 MR. PACK: Ms. Price, I think the question  
 4 is already answered in the outline of the  
 5 application. It says eligible uses include  
 6 development of public infrastructure, such as  
 7 utilities, transportation, broadband to support  
 8 the attraction, retention, and expansion of  
 9 businesses, as well as infrastructure projects  
 10 related to specific industries and sectors, but  
 11 not limited to manufacturing, clean energy,  
 12 life science, cybersecurity, agro business.  
 13 So it definitely, the eligibility already  
 14 speaks to infrastructure, which upgrading a  
 15 wastewater treatment plant certainly falls  
 16 within that.  
 17 MS. RYAN: And I would also add in  
 18 addition to just the infrastructure piece, by  
 19 upgrading to ENR, it will support economic  
 20 development within the Town of Trappe by  
 21 connecting to Ferry Point. There's a long-term

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1 commercial plan in that area. There's a  
 2 highway corridor commercial plan within the  
 3 Town of Trappe. So not only is it for the  
 4 infrastructure, but it also supports commercial  
 5 development, which goes to the purpose of the  
 6 funds.  
 7 MR. PACK: Ferry Point, which is one that  
 8 we all support I believe.  
 9 MS. RYAN: Right.  
 10 MS. PRICE: Can we keep going through the  
 11 list as they're ranked and put a pin in what  
 12 amount we might want to move?  
 13 MR. CALLAHAN: Well, like I said, we've  
 14 heard that we're going to be changing this line  
 15 item number three. Okay. We're going to be  
 16 changing that.  
 17 So let's work down to number four.  
 18 MS. PRICE: Agreed.  
 19 MR. CALLAHAN: Go ahead, Mr. Leshner.  
 20 MR. LESHER: Yeah. Just a follow-up  
 21 question to this. I believe that the parcels

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1 that are currently incorporated into Trappe are  
 2 eligible for sewer service today and you have  
 3 the capacity for them today. And grant it, we  
 4 want ENR upgrade.  
 5 The Ferry Point, at least is ineligible to  
 6 be, or at least it's ineligible to obtain any  
 7 State funding to connect without the ENR  
 8 upgrade. We know that can't happen within the  
 9 two years.  
 10 However, if we facilitate the ENR upgrade  
 11 in some way, shape, or form through this, does  
 12 that provide us an assurance that when the time  
 13 comes, that Ferry Point can, in fact, the  
 14 language in the application is permissive, this  
 15 would allow. But will -- if this is desired by  
 16 a future County Council, in order to facilitate  
 17 business expansion at Ferry Point, there's  
 18 your -- does Trappe have language here that  
 19 commits it to that connection and to allocating  
 20 its capacity in this way?  
 21 MS. RYAN: I wouldn't say that the

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1 application requires the connection, but I will  
 2 say, and I think Council Member Pack can  
 3 support this, is that any time the Town of  
 4 Trappe has been approached with that scenario  
 5 and that idea, they've been supportive of it.  
 6 And they've even reached out to the County  
 7 Council wanting to pursue that option.  
 8 The only reason it hasn't happened is,  
 9 again, because they can't access the funding to  
 10 BRF money.  
 11 So I certainly think they are in support  
 12 of it.  
 13 MR. PACK: And I will say in my  
 14 conversations with President Newnam and other  
 15 members of the Town of Trappe going months back  
 16 now, is that they have been supportive of the  
 17 idea of connecting the Ferry Point properties  
 18 to their wastewater treatment plant.  
 19 This is step one of a multi-step process.  
 20 You first have to get the plant upgrade to an  
 21 ENR status before you can then go and bring

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1 those other properties on board. So this is  
 2 step one, if you would.  
 3 MR. CALLAHAN: Okay.  
 4 MS. RYAN: Thank you.  
 5 MR. CALLAHAN: Thank you. Appreciate it.  
 6 So let's take that line item there and put  
 7 it aside. Okay.  
 8 Let's move on to the Town of Easton. So  
 9 the Town of Easton.  
 10 MS. VANHOOSER: They are requesting  
 11 \$1 million for burying the power lines.  
 12 MR. CALLAHAN: 1 million or 500?  
 13 MS. VANHOOSER: Well, this is our  
 14 recommendation. They requested 1 million. We  
 15 recommended \$501,700.  
 16 MR. CALLAHAN: Okay. I apologize.  
 17 MS. VANHOOSER: That was the committee  
 18 recommendation.  
 19 MR. CALLAHAN: Okay.  
 20 MS. VANHOOSER: Just over half of their --  
 21 and it was to bury the power lines between

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1 Jowite and the Point.  
 2 MR. CALLAHAN: Correct. Okay.  
 3 MS. PRICE: This is the one that I  
 4 mentioned on Tuesday night that to me is --  
 5 burying power lines is not economic impact, you  
 6 know, or development for a project that's  
 7 really not going to happen in the next couple  
 8 of years that I can foresee.  
 9 I do believe that with the large sum of  
 10 ARPA money that they got, again, this is way  
 11 too big an amount.  
 12 I would take this one away. I don't know  
 13 where the other Council members are, but  
 14 certainly we have other projects that we're  
 15 talking about here. And I think that they do  
 16 have a funding source for this.  
 17 And it's just, I just cannot get past the  
 18 fact of burying power lines does not have the  
 19 same impact as almost any of these other  
 20 projects that are on this list. So this is  
 21 one, I'm sorry, I can't be supportive of.

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1 MR. CALLAHAN: Okay.  
 2 MR. DIVILIO: I would agree with  
 3 Ms. Price. I would also be willing to strike  
 4 this one.  
 5 With that half million dollars, I think  
 6 the Town of Easton would be better served by  
 7 having broadband out to the business parks.  
 8 And I would divide up some of that 500,000 and  
 9 maybe give 200,000 to that. And I can go  
 10 through the others as we get to it.  
 11 MR. CALLAHAN: Okay.  
 12 MR. DIVILIO: But I would agree with  
 13 Ms. Price that I would take this off completely  
 14 at this time.  
 15 MR. CALLAHAN: Okay. That sounds good.  
 16 So do we want to go ahead and keep on moving?  
 17 MR. PACK: Yeah. I can offer also my  
 18 support of shaving this down a bit.  
 19 MR. CALLAHAN: Okay. Good.  
 20 MR. PACK: My idea was to break this in  
 21 half. I spoke to on Tuesday -- I don't know

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1 whether Mr. Leshner needs to stay in or stay  
 2 out. But I spoke on Tuesday about funding the  
 3 Maritime Museum.  
 4 MR. CALLAHAN: Okay.  
 5 MR. PACK: So I could support maybe  
 6 breaking this in half and giving a portion to  
 7 St. Michael's.  
 8 MR. CALLAHAN: Sure. Okay. All right.  
 9 So let's move down to project number -- go  
 10 ahead, Mr. Leshner.  
 11 MR. LESHNER: Just a note here. I realize  
 12 that moving an electric utility line  
 13 underground, Easton Point has power now. This  
 14 will provide the power -- though underground  
 15 power is both more attractive for a destination  
 16 location and it also adds resilience. You  
 17 know, underground lines fail less often.  
 18 So there are economic development  
 19 dimensions of this that may not perhaps at  
 20 first be recognized. And perhaps the partial  
 21 funding of this could be, some portion of the

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1 partial funding could be preserved through this  
 2 process.  
 3 MS. VANHOOSER: Utility infrastructure is  
 4 economic development.  
 5 MR. CALLAHAN: Okay.  
 6 MS. PRICE: Again, I think they have other  
 7 funding sources. And that's half of why I'm  
 8 where I am, is because they got \$14 million in  
 9 ARPA funding and we got seven. And I don't  
 10 know where it all went. Don't necessarily  
 11 agree where it all went.  
 12 But again, there's other projects. So  
 13 we'll see where we land on an amount.  
 14 MR. CALLAHAN: Okay. The next is going to  
 15 be project number five that the committee come  
 16 up with \$400,000 for the Eastern Shore  
 17 Entrepreneur Center.  
 18 MS. VANHOOSER: That's for an ag biotech  
 19 manufacturing project.  
 20 MR. CALLAHAN: Okay.  
 21 MS. VANHOOSER: And that would seed their

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1 efforts to build an incubator for ag biotech  
 2 here on the Eastern Shore.  
 3 MR. CALLAHAN: Okay.  
 4 MS. VANHOOSER: That is a partial funding  
 5 recommendation. They asked for five.  
 6 MR. CALLAHAN: Okay. They asked for five  
 7 or they asked for four?  
 8 MS. VANHOOSER: They asked for 500. This  
 9 is a partial funding recommendation.  
 10 MR. CALLAHAN: Oh, they asked for five,  
 11 but we gave them four. I keep getting that  
 12 wrong. I'm sorry.  
 13 MS. VANHOOSER: I'm sorry. I'm just  
 14 trying to be thorough.  
 15 MR. CALLAHAN: I'm just making sure the  
 16 numbers are right. Okay.  
 17 MS. PRICE: I'm supportive of this  
 18 project. And if there's funds left over at the  
 19 end, maybe we can do the whole thing. But I am  
 20 supportive of what the committee did. I think  
 21 that's a really good ranking and funding for

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1 them. So I'm supportive of this.  
 2 MR. CALLAHAN: Okay.  
 3 MR. DIVILIO: I support it as well.  
 4 I took, out of the 500,000 from the Easton  
 5 Point project, 100,000 to this to give them the  
 6 full funding that they had requested. That was  
 7 my thought process.  
 8 MR. CALLAHAN: Okay. All right. We'll  
 9 come back to that. That sounds great,  
 10 Mr. Divilio.  
 11 Anybody else want to speak? We keep  
 12 moving on?  
 13 MR. PACK: I'm good with this project.  
 14 MR. CALLAHAN: Okay. You good. Okay. So  
 15 that's in. Okay.  
 16 Let's go to number six, which is the  
 17 Talbot County Free Library.  
 18 MS. VANHOOSER: Yes. This is, they were  
 19 proposing a digital literacy and employment  
 20 skills program. We elected to fund the  
 21 computer portion of this, the equipment

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1 portion.  
 2 And I spoke with Dana, and \$22,000 is the  
 3 amount of money that they would need for that  
 4 portion of this project.  
 5 MR. CALLAHAN: That's great. That's  
 6 great. Is everybody on board with that?  
 7 MR. PACK: I support it.  
 8 MR. DIVILIO: Yes.  
 9 MS. PRICE: Yes.  
 10 MR. LESHER: I am.  
 11 MR. CALLAHAN: You better be.  
 12 MR. LESHER: And let me clarify that I am  
 13 the Council's liaison to the Library Board. As  
 14 such, I am an ex officio and non-voting member  
 15 of that board. And so that does not comprise a  
 16 conflict of interest for me to act on this  
 17 particular one.  
 18 MR. CALLAHAN: No problem, no problem.  
 19 Okay. So we're good with that. Okay.  
 20 Let's move on. Yup.  
 21 MS. VANHOOSER: To Building African

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1 American Minds.  
 2 MR. CALLAHAN: Yes.  
 3 MS. VANHOOSER: Workforce development  
 4 program.  
 5 MR. CALLAHAN: You got it. Yup.  
 6 MS. VANHOOSER: They had asked for 148,000  
 7 and change. We asked them to whittle that down  
 8 to the amount that they would need for the  
 9 adult portion only.  
 10 There was a youth component, and we didn't  
 11 feel that this fund was for funding education.  
 12 There are other sources of funding for that.  
 13 And this is the amount, plus one dollar  
 14 because I needed to put that three somewhere.  
 15 They asked for 187,132. And so this is a  
 16 partial funding recommendation for BAAM.  
 17 MR. CALLAHAN: Okay. Has everybody got a  
 18 good feeling and on board with BAAM?  
 19 MR. LESHER: I support.  
 20 MR. CALLAHAN: Okay. Everybody good with  
 21 that?

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1 MS. PRICE: Yup. That's fine.  
 2 MR. CALLAHAN: Okay. Let's move on to the  
 3 next.  
 4 MR. STAMP: (Inaudible.)  
 5 MR. PACK: Yeah. I mean it's not as clean  
 6 as some of the other projects because it's all  
 7 based on -- I'm okay with it.  
 8 MR. CALLAHAN: Okay. Cassandra, next.  
 9 MS. VANHOOSER: Yes, sir. This is for the  
 10 Talbot County Department of Economic  
 11 Development and Tourism. We proposed an  
 12 inclusive ventures program. It's an eight-week  
 13 training program for minority women and  
 14 veteran-owned businesses, small businesses.  
 15 And this would fund the programmatic portion of  
 16 that eight-week program for two cohorts, one in  
 17 each of the years.  
 18 MR. CALLAHAN: Okay.  
 19 MS. VANHOOSER: We had asked for four  
 20 cohorts, but this is, we all agreed that this  
 21 is doable.

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1 MR. CALLAHAN: Okay, okay.  
 2 MS. PRICE: So would you be coming back to  
 3 a future Council for the other 50,000 or you  
 4 just wouldn't do it?  
 5 MS. VANHOOSER: So we probably will be  
 6 coming to the Council for the grant funding.  
 7 So this program, as it runs in other  
 8 places, offers a \$5,000 grant to the  
 9 participants. And what we're hoping is that we  
 10 would -- this is a proof-of-concept type of a  
 11 program. It works in Anne Arundel County, it  
 12 works in Charles County, it works for Johns  
 13 Hopkins. And so we want to see if it works in  
 14 Talbot County.  
 15 We had a lot of minority businesses that  
 16 emerged in our grant program. And we now have  
 17 connections with them that we did not have.  
 18 And we think that this will help our small  
 19 businesses succeed.  
 20 So we also believe that it will be picked  
 21 up by others, that we will be able to merge

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1 with other programs and then it will be funded  
 2 by someone else.  
 3 So I don't think we would come back for  
 4 the 50, Laura.  
 5 MS. PRICE: Okay.  
 6 MR. JAFARI: Mr. President, if I can just  
 7 add just one quick point to it?  
 8 MR. CALLAHAN: Yes, absolutely.  
 9 MR. JAFARI: There's a potential, this is  
 10 to Councilwoman Price, there's a potential for  
 11 public private partnership. So if we can start  
 12 this process, the private sector can come in.  
 13 And Councilwoman Price, we might be able to  
 14 (inaudible).  
 15 MR. CALLAHAN: Okay. All right. So  
 16 everybody is on board with that.  
 17 MR. DIVILIO: Yes. One question,  
 18 Cassandra.  
 19 MR. CALLAHAN: Go ahead, Mr. Divilio.  
 20 MR. DIVILIO: Geographically wise, I'm  
 21 kind of breaking these up, just thinking that

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1 way.

2 This is not -- this you would -- this is

3 more of a county project, right? No one area

4 is going to benefit more than another? Like

5 there isn't a local facility? Like I guess

6 even if it was, it's still county wide, right?

7 MS. VANHOOSER: Absolutely. We represent

8 the entire county.

9 MR. CALLAHAN: Yup.

10 MR. DIVILIO: Thank you.

11 MS. VANHOOSER: And it would be open to

12 any small business that's run by a minority

13 woman or a veteran.

14 MR. DIVILIO: Thank you.

15 MR. STAMP: Who do we have in support?

16 MR. CALLAHAN: I think everybody is in

17 support.

18 MR. DIVILIO: Me.

19 MR. CALLAHAN: Okay. Cassandra, you want

20 to run through the next?

21 MS. VANHOOSER: Yes, sir. This is the

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1 Talbot County Parks and Recreation proposal for

2 the Frederick Douglass Park on the Tuckahoe.

3 This is for the predevelopment engineering

4 design and interpretive design for phase two.

5 We have a master plan that lays out a

6 complete phase two for extended trails, for a

7 memorial space with a pavilion. Bathrooms,

8 Corey, hopefully.

9 So this is the -- our master plan shows

10 that this is about the right amount of money

11 for the engineering.

12 We were hoping to build a bathroom and a

13 pavilion. So our original request was

14 \$750,000. The committee felt that 300 was the

15 right amount.

16 MR. CALLAHAN: Okay. That sounds great.

17 Any comments? Everybody on board with this?

18 MR. PACK: Mr. Thomas, as I do sit on this

19 Frederick Douglass Board, I probably should not

20 weigh in on this.

21 MR. THOMAS: You can certainly recuse

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1 yourself.

2 MR. PACK: Okay.

3 MR. CALLAHAN: Yeah.

4 MR. DIVILIO: I'm on the Parks and Rec

5 Board. Can I weigh in on this or not?

6 MR. CALLAHAN: You can weigh on it. It

7 might be, since you're on the board, you, I

8 mean...

9 MR. DIVILIO: Yeah. It's an advisory

10 board.

11 MR. CALLAHAN: Yeah. Go ahead, go ahead.

12 MR. DIVILIO: Okay. I'm in favor of it.

13 And it's supporting Cordova, the only project

14 application from that area, which I think is

15 nice.

16 MR. CALLAHAN: Right.

17 MS. VANHOOSER: And Queen Anne.

18 MR. PACK: And Queen Anne. It's closer to

19 Queen Anne.

20 MR. CALLAHAN: Don't forget that.

21 MS. VANHOOSER: Well, both.

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1 MR. CALLAHAN: Okay. That's good.

2 MS. PRICE: I'm in support.

3 MR. CALLAHAN: Okay. Great. Everybody is

4 in support of that.

5 MR. LESHAR: And again, developing

6 economic infrastructure is economic

7 development.

8 MR. CALLAHAN: Right.

9 MR. LESHAR: This falls into that same

10 category.

11 MR. CALLAHAN: Right. I agree,

12 Mr. Leshar. Okay.

13 Next, 125,000 for Talbot County

14 development.

15 MS. VANHOOSER: Yes. So this is for a

16 strategic plan.

17 MR. CALLAHAN: Okay.

18 MS. VANHOOSER: And we would put out an

19 RFP and hire a consultant to do a strategic

20 plan.

21 We're at the end of a five-year cycle on

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<p>1 our current strategic plan. And this would</p> <p>2 enable us to hire a consultant to do a</p> <p>3 comprehensive look at post-COVID world and</p> <p>4 economic development.</p> <p>5 MR. CALLAHAN: Sure. Okay. Is</p> <p>6 everybody --</p> <p>7 MS. PRICE: So this is probably something</p> <p>8 you would put, ask for in the budget next year</p> <p>9 or so anyway, right? So this is a way to fund</p> <p>10 it without having it come --</p> <p>11 MS. VANHOOSER: Yes, that is correct.</p> <p>12 MS. PRICE: And you're comfortable that it</p> <p>13 meets the criteria for the economic impact and</p> <p>14 development and all of that, since it's</p> <p>15 something that would probably be in our budget</p> <p>16 anyway?</p> <p>17 MS. VANHOOSER: Yes.</p> <p>18 MS. PRICE: And we're kind of trading one</p> <p>19 for the other?</p> <p>20 MS. VANHOOSER: So I believe that the</p> <p>21 guidelines, I'd have to check to be sure, I</p>	<p>1 one of the most important projects on the list.</p> <p>2 MR. CALLAHAN: I would agree.</p> <p>3 MS. VANHOOSER: This is Talbot County</p> <p>4 Public Works. We have been working on</p> <p>5 Goldsborough Neck Road from Mistletoe Hall down</p> <p>6 to Glebe for a number of years now, and we only</p> <p>7 have a partial road.</p> <p>8 And we have additional funding from the</p> <p>9 Rural Maryland Prosperity Investment Fund to</p> <p>10 work on this end, and then we got this culvert</p> <p>11 in the middle that needs to be replaced.</p> <p>12 Ray says he can do this in two years. And</p> <p>13 then that would complete that portion of the</p> <p>14 road from Mistletoe Hall down to --</p> <p>15 MR. PACK: Ray told you what?</p> <p>16 MS. VANHOOSER: Two years.</p> <p>17 MR. PACK: Okay.</p> <p>18 MS. VANHOOSER: And you're going to hold</p> <p>19 his feet to the fire.</p> <p>20 MR. PACK: I'll be back.</p> <p>21 MS. VANHOOSER: And that would take us</p>
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<p>1 believe they say that planning is an eligible</p> <p>2 expense.</p> <p>3 MS. PRICE: Okay.</p> <p>4 MR. PACK: Economic development</p> <p>5 activities.</p> <p>6 MR. JAFARI: Economic development is part</p> <p>7 of the economic development process.</p> <p>8 MR. PACK: So it falls underneath the</p> <p>9 economic development activities part. So yes,</p> <p>10 it would qualify.</p> <p>11 MS. VANHOOSER: That's correct.</p> <p>12 MR. CALLAHAN: Okay. Great.</p> <p>13 MR. DIVILIO: I'm in favor.</p> <p>14 MR. CALLAHAN: Okay. Great.</p> <p>15 MS. PRICE: Me, too.</p> <p>16 MR. LESHER: I support it.</p> <p>17 MR. CALLAHAN: Okay. Everybody supports</p> <p>18 that. Okay.</p> <p>19 So let's move on to Talbot roads, Public</p> <p>20 Works for roads and Goldsborough Neck Road.</p> <p>21 MS. VANHOOSER: So in my opinion, this is</p>	<p>1 from Mistletoe down to Glebe.</p> <p>2 And then of course, eventually the plan</p> <p>3 would be to complete that road from Mistletoe</p> <p>4 to Airport or up to Airport and Airport to</p> <p>5 Route 50, which is a project of about ten to</p> <p>6 \$12 million.</p> <p>7 So this completes that infrastructure for</p> <p>8 Mistletoe Hall to be able to accommodate heavy</p> <p>9 truck traffic.</p> <p>10 MR. CALLAHAN: Okay. That sounds great.</p> <p>11 MR. PACK: And it falls underneath the</p> <p>12 transportation eligibility requirement. So I</p> <p>13 certainly support this.</p> <p>14 And that corridor serves a number of</p> <p>15 purposes, as you know, Mr. Callahan. It is</p> <p>16 also a corridor for evacuations of the Bay</p> <p>17 Hundred area. And with the development of the</p> <p>18 business park, to bring those heavy trucks that</p> <p>19 Cassandra alluded to in and out of that park,</p> <p>20 you're going to need a roadway substantial</p> <p>21 enough to handle the weight and not be a</p>

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1 burden.

2 The culvert there has been a problem. Ray

3 was just in here Tuesday.

4 MR. CALLAHAN: Right.

5 MR. PACK: I believe and spoke to that.

6 So it is eligible underneath the

7 transportation clause of the application. So I

8 certainly support it.

9 MR. CALLAHAN: Okay. Thank you, Mr. Pack.

10 Any other Council member want to speak on

11 that?

12 MS. PRICE: No. I'm in support.

13 MR. CALLAHAN: Okay. We're all good with

14 that. Okay.

15 So now where we've landed, we've landed

16 with the committee, looks like they're about 85

17 percent. Okay. There are nine of them.

18 MS. VANHOOSER: That's good.

19 MR. CALLAHAN: That's great. So what we

20 need to do is kind of let's get back into we've

21 got a million and one, a million bucks to sort

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1 of distribute to some causes that the Council

2 wants to talk about. So let's --

3 MS. PRICE: Can we do, can we do a real

4 easy one first?

5 MR. CALLAHAN: Yes.

6 MS. PRICE: Can we support the Oxford

7 Community Center for only \$13,000?

8 MR. DIVILIO: Yes.

9 MS. PRICE: Okay.

10 MR. DIVILIO: So, Laura, here is my

11 thought, here is my idea. And you guys

12 doublecheck my math.

13 MR. CALLAHAN: Okay.

14 MR. DIVILIO: So that \$501,700, if we take

15 that, if we do 200,000 to the fiber optic that

16 Easton Utilities has requested for the business

17 park, we do 100,000 for the full ask at the

18 Entrepreneurship Center, we do \$13,000 to

19 Oxford, that leaves us with \$188,700.

20 MS. PRICE: Yes. Of that group.

21 MR. DIVILIO: Of that group. And then

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1 what I'm thinking is I reached out to Ray. I

2 would have loved to have done something for

3 Tilghman Island. The only thing we could do in

4 Tilghman Island I think of is dredging the

5 Narrows. That's a \$5 million project. If we

6 gave them half a million, it's one percent.

7 That's embarrassing. It's not going to do

8 anything. I feel bad for Tilghman Island. I

9 wish we could do more, but we can't.

10 That remaining 188,700, I would give that

11 to the Chesapeake Bay Maritime Museum. Then

12 we're covering St. Michael's, Cordova, Easton,

13 Oxford. If we move the 500 from the Avalon to

14 Trappe, then we're also covering Trappe.

15 MS. PRICE: So I'm not sure about moving

16 that whole thing.

17 So the other thing, the other one that I

18 was reading that was of interest to me was that

19 the -- it wasn't -- the technician

20 apprenticeship program that the Classic Motor

21 Museum. I'd like to hear a little bit more

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1 about that.

2 Cassandra, can you give us a little

3 insight because that is something that I would

4 think maybe Chuck might like, kind of the

5 vo-tech side of, you know, people that, you

6 know, getting them to learn how to --

7 MR. CALLAHAN: We got --

8 MS. VANHOOSER: I was going to say I can

9 do better than that.

10 MR. CALLAHAN: We got the man right here.

11 But I do want to go on one thing. Okay.

12 So does everybody agree that we want to give

13 Oxford 13,000?

14 MS. PRICE: Yes.

15 MR. LESHER: Could we hear from the

16 committee on this before we -- about their

17 consideration on this before we talk about

18 that?

19 MR. CALLAHAN: Sure. Absolutely.

20 MS. PRICE: So what do you guys think of

21 that proposal that Frank just kind of laid out

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1 there?

2 MR. CALLAHAN: Let's go one at a time.

3 Let's go with Oxford.

4 MR. JAFARI: The Town of Oxford is asking,

5 it is for improvements, some of the updated

6 electronics and some of the other audio visual

7 equipment that they have for the purpose of

8 being able to upgrade it and update it.

9 Again, you can look at it and you can

10 stretch it, going to Councilman Leshner's,

11 again, trying to dissect it, make sure that it

12 is economic development, again, as Councilman

13 Pack has well said.

14 You can push it to the point that since

15 this facility is available to the public and

16 many organizations are coming and using the

17 facility, it is not only dedicated to one

18 particular group, that that can be recognized

19 and can fit in the compliance and the criteria

20 to push it forward.

21 MR. CALLAHAN: Okay.

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1 MS. VANHOOSER: So I will say I invited

2 them to apply and ensured that they got their

3 application in because after all of the

4 presentations were made, they kind of didn't

5 think it was eligible. But I said you took the

6 first step, you opened the door, now let's

7 close it.

8 So I'm supportive of this. The only thing

9 from the committee on this was that there's

10 \$40 million worth of Arts Council funding this

11 year in the governor's budget and we felt that

12 there would be another way. And I committed to

13 Liza personally that I would help them find it.

14 I know that they applied for an ARPA

15 grant, as did the library to cover the other

16 portion of theirs.

17 So you know, I am not opposed in any way

18 to funding this. That's little money. Do it

19 and let Commerce kick it back if it's going to

20 get kicked back.

21 MR. CALLAHAN: Okay. That's good. Okay.

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1 So Frank, what was the next thing on your

2 list?

3 MR. DIVILIO: So I had 200,000 to the

4 fiber optic out to the business park. Easton

5 Utilities. I forget what it's called on --

6 MR. CALLAHAN: Okay.

7 MS. VANHOOSER: It's the second project.

8 Business park high speed Internet project.

9 MS. PRICE: So can I ask a question about

10 that one?

11 MS. VANHOOSER: Yes.

12 MS. PRICE: So my question is we have, and

13 I'm not opposed, but we have given Easton

14 Utilities a ton of money. We gave them a lot

15 of our ARPA money. And we all are very

16 supportive of broadband and we did that so that

17 we could equalize or so that people wouldn't

18 have to pay that last mile or the connection

19 right to their house.

20 Will this at all be perceived as just

21 continuing -- is that a problem, because we

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1 have -- you know, like I'm not getting it out

2 very well.

3 I mean we've been really supportive and

4 we've given them a lot of grant money. And are

5 there other projects that we're going to not be

6 supporting and giving Easton Utilities yet more

7 money?

8 So that's the only reason I want to put a

9 pin in it and make sure that we've discussed

10 everything. If there's money left, I'm all for

11 it. But I just want to make sure that we're

12 not leaving somebody out as we go through this

13 discussion. And they might feel like gosh, how

14 many times is Talbot County Council going to

15 give Easton Utilities money.

16 But I mean it's different. It's not

17 getting -- it's the high speed and business

18 development, which is different than getting it

19 out to the residential homes. So I do see the

20 difference.

21 MR. CALLAHAN: Reza.

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1 MR. JAFARI: Thank you, if I may. Thank  
 2 you, Mr. President. Several pieces of this  
 3 again. And speaking so openly and bluntly.  
 4 MR. CALLAHAN: Yes.  
 5 MR. JAFARI: It is nothing against Easton  
 6 Utility. We all know it's a wonderful  
 7 organization helping and supporting us.  
 8 Easton Utility received \$2.1 million from  
 9 the ARPA fund that was made available to the  
 10 Town of Easton. Easton Utilities has other  
 11 grants coming from USDA. Easton Utility  
 12 currently has other projects that's going to be  
 13 funded by FCC. And there is 64 and a half  
 14 billion dollars coming from the infrastructure  
 15 fund and the broadband under the Infrastructure  
 16 Act that is going to be divided into different  
 17 parts of the country.  
 18 About close to \$6 billion of it is going  
 19 to come to the State of Maryland. And the  
 20 governor is going to be reaching out and trying  
 21 to get that fund available for connecting the

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1 unconnected and expanding and extending,  
 2 especially with the new definition of the  
 3 broadband. That is not the old definition. It  
 4 has to meet a certain criteria of speed and  
 5 band width and the rest.  
 6 So I agree with Councilwoman Price, that  
 7 there's going to be other sources available --  
 8 MS. PRICE: I agree. This would --  
 9 MR. CALLAHAN: Okay.  
 10 MS. PRICE: A worthy cause, but they've  
 11 got other places to get it from.  
 12 MR. CALLAHAN: Okay. That's fine.  
 13 Mr. Divilio, what's your next, what was  
 14 your next one?  
 15 MR. DIVILIO: The fully funding of the  
 16 Entrepreneurship (inaudible) bio lab. They  
 17 asked for (inaudible). We gave them four.  
 18 And it seemed like a true economic  
 19 development. It's nice seeing an organization  
 20 like that.  
 21 MR. CALLAHAN: Yeah. I got you.

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1 MR. DIVILIO: I'd love to fully support  
 2 them if that's --  
 3 MR. CALLAHAN: How does the committee feel  
 4 about that?  
 5 MS. VANHOOSER: Well, I would say  
 6 absolutely. Because this is, to me, you're  
 7 going to take a big swing and if you hit it,  
 8 you're going to hit big. There's a letter in  
 9 their package from a company that says that  
 10 they would come here if they built an incubator  
 11 here.  
 12 MR. CALLAHAN: Yup.  
 13 MS. VANHOOSER: I'm 100 percent supportive  
 14 of this and think it's one of the most exciting  
 15 projects on the list.  
 16 MR. JAFARI: State of Indiana --  
 17 MS. PRICE: Let's do it.  
 18 MR. JAFARI: I'm sorry. State of Indiana  
 19 five years ago started with a similar project  
 20 with similar magnitude. It is now multibillion  
 21 dollar initiative for the entire state.

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1 So this is ag biotech. It's going to be a  
 2 very, very important element of our economic  
 3 development, not only for our community and for  
 4 our state, but throughout the country. And for  
 5 that matter, even on the international market.  
 6 So this is going to be an area that is in  
 7 the sweet spot of what we, as the Eastern Shore  
 8 of Maryland, we need to focus on. I believe  
 9 that makes a lot of sense. And Councilman  
 10 Divilio supporting it.  
 11 MR. CALLAHAN: Okay. Great.  
 12 MR. STAMP: Is that a 100,000?  
 13 MR. CALLAHAN: That's a 100,000.  
 14 MR. JAFARI: In addition to the 400.  
 15 MR. CALLAHAN: Yup.  
 16 MS. VANHOOSER: So that would fully fund  
 17 their request of 500.  
 18 MR. CALLAHAN: Yup. Okay.  
 19 Mr. Divilio, did you have another one?  
 20 What was your next one?  
 21 MR. DIVILIO: So I was going to do the

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1 remaining amount, the 188,700, to the Maritime  
 2 Museum.  
 3 But before we do that and make Pete leave  
 4 the room or whatever, let's go back to the  
 5 classic car. Can we hear about --  
 6 MR. CALLAHAN: Okay, yup. Let's go to the  
 7 classic car.  
 8 MS. VANHOOSER: (Inaudible.)  
 9 MR. DUPONT: First of all, thank you all  
 10 very much for letting me come and --  
 11 MR. CALLAHAN: Absolutely.  
 12 MR. DUPONT: So we're all about, what  
 13 we're promoting here is all about jobs. And I  
 14 think Frank brought it up about jobs. You're  
 15 talking about Trappe and all these houses.  
 16 MR. CALLAHAN: Right.  
 17 MR. DUPONT: What we have created, and it  
 18 was accepted May 10th by the Department of  
 19 Labor, is automotive technician apprenticeship  
 20 program. It's ready to go today. We're in the  
 21 absolute beginning stages of trying to raise

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1 the money to get the program off the ground.  
 2 We've got six local shops, Talbot County  
 3 shops, that are willing to apprentice these  
 4 people.  
 5 One of the interesting things about the  
 6 program, unlike a college, the apprentice will  
 7 be paid during their job at a different shop.  
 8 They will get 50 percent of the journeyman's  
 9 wage first year. They pass the 2,000-hour shop  
 10 time and they pass the test for that year, the  
 11 next year they'll get 75 percent of the  
 12 journeyman's wage. And after the third year,  
 13 they become a full auto technician. They're in  
 14 the position to earn between 80 and \$110,000 a  
 15 year.  
 16 So these are jobs we're trying to create  
 17 that allows people to actually live here, raise  
 18 their children, raise a family.  
 19 MR. CALLAHAN: Yes, sir.  
 20 MR. DUPONT: I can talk to you all day  
 21 about it.

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1 MR. CALLAHAN: Well, that's what it's  
 2 about.  
 3 MR. DUPONT: That's what it's about. We  
 4 would really like to have something.  
 5 MR. CALLAHAN: Okay.  
 6 MR. DUPONT: We asked for 314, but any  
 7 piece will help us get it off the ground.  
 8 And I'll ask any questions. I mean I'm  
 9 fine with questions.  
 10 MR. CALLAHAN: Okay.  
 11 MR. LESHER: In terms of the  
 12 qualifications for completers of the program,  
 13 how does it compare to the automotive  
 14 technology program at Easton High School?  
 15 MR. DUPONT: Easton High School's auto  
 16 tech program is defunct. They don't have a  
 17 teacher. They can't get a teacher. So we're  
 18 going to piggyback on using some of their shop  
 19 time.  
 20 But the way this works, the way it's set  
 21 up and it was approved by the Department of

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1 Labor, is that 2,000 hours a year is the time  
 2 you spend on a shop floor. We've got Bay  
 3 Hundred in on it, we've got Bridge's in on it,  
 4 we got DD Smith in on it, we've got Harrison's  
 5 in on it, we've got Elliott's in on it. These  
 6 are all shops that are willing to take on an  
 7 apprentice.  
 8 So they have 2,000 hours of shop time and  
 9 160 hours of classroom time every year. They  
 10 will paid for the classroom time by the shop.  
 11 We're raising money to buy them tools. So  
 12 when you become an auto tech, you have to have  
 13 your own toolbox. A toolbox is anywhere from  
 14 6,500 to \$10,000. Different than a plumber or  
 15 an HVAC or electrician. Their tools are  
 16 significantly less.  
 17 The other thing interesting about the  
 18 program is auto techs aren't licensed. All the  
 19 other apprenticeship programs are licensed.  
 20 Electricity, plumbing, HVAC, elevators, they're  
 21 all licensed. So this makes this different.

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1 You also notice if you look at the shops  
 2 around Easton, and we're reaching out to all  
 3 three counties, the average age is in the mid  
 4 50s. So there's nobody coming along behind.  
 5 We're looking at vets, we're looking at  
 6 schools, we're looking at all sorts of  
 7 different places to entice people to do this.  
 8 And the enticement is they get paid. If  
 9 you go to college, you have to pay. But this  
 10 program, you are paid a piece of a journeyman's  
 11 wage as you go through it, which make it  
 12 completely different.  
 13 MR. CALLAHAN: Okay.  
 14 MS. VANHOOSER: Can I ask a question?  
 15 I'll ask the question the committee had.  
 16 MR. CALLAHAN: Absolutely.  
 17 MR. DUPONT: Go for it.  
 18 MS. VANHOOSER: So you have a three-year  
 19 apprenticeship.  
 20 MR. DUPONT: It's 2,000 hours a year,  
 21 6,000 hours.

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1 However, if you come into the  
 2 apprenticeship with some background in  
 3 mechanics, you can start skipping.  
 4 MS. VANHOOSER: Okay.  
 5 MR. DUPONT: Okay. All you have to do is  
 6 keep passing the classes. So you don't have to  
 7 take the whole thing, but you get credit for  
 8 whatever the increments are that you already  
 9 understand. And there's front end alignment,  
 10 there's oil changes, there's electric, there's  
 11 air conditioners.  
 12 And now, one of the things is all of these  
 13 applicants have got to learn the computer. So  
 14 we got to get them a computer, we got to get  
 15 them a toolbox. So all these pieces of the  
 16 puzzle.  
 17 MS. VANHOOSER: So one of the questions  
 18 that we asked the applicants that we didn't  
 19 fully fund, is there an amount that would be  
 20 the most helpful if we don't fully fund you.  
 21 MR. DUPONT: We would be tickled with

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1 anything. Because --  
 2 MR. CALLAHAN: Right.  
 3 MR. DUPONT: I mean we asked for sort of  
 4 our maximum.  
 5 MS. VANHOOSER: Right.  
 6 MR. DUPONT: But half of that would be  
 7 terrific because we need to start. We have a  
 8 time limit with the Department of Labor.  
 9 There's two years to get the thing going.  
 10 MS. VANHOOSER: And is there funding  
 11 through the Department of Labor to help augment  
 12 this?  
 13 MR. DUPONT: Four different pieces.  
 14 MS. VANHOOSER: Okay.  
 15 MR. DUPONT: Different pieces and it's a  
 16 continual process. So far we haven't landed  
 17 it. You're our best hope.  
 18 MS. VANHOOSER: Well, I promised Jan that  
 19 I would help get the rest of the funding.  
 20 So we had, particularly had one committee  
 21 member who was very engaged with this project

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1 and wanted to fully fund it.  
 2 We're not opposed to this in any way, but  
 3 those were the questions we had. And I wanted  
 4 to ask you while you were here.  
 5 MR. DUPONT: Perfect.  
 6 MR. CALLAHAN: So that's great. I  
 7 appreciate it.  
 8 Go ahead, Mr. Divilio. What was your  
 9 proposal? Remind me.  
 10 MR. DUPONT: He had 180,000 left that we'd  
 11 be happy for.  
 12 MS. PRICE: Yeah. But I think we have  
 13 more than 188 left because we're not doing the  
 14 200K for Easton Utilities because of all the  
 15 other funding sources.  
 16 So we've got money left.  
 17 MR. DIVILIO: -- 700. And you had asked  
 18 for I think it was 315 is what you were looking  
 19 for?  
 20 MR. DUPONT: That's what we asked for,  
 21 yes, sir.

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1 MR. DIVILIO: Okay. How many students at  
 2 a time will you be able to have in the program?  
 3 MR. DUPONT: At present, if we had six, we  
 4 would have one apprentice in each of the shops  
 5 that have currently signed up.  
 6 MR. DIVILIO: Okay.  
 7 MR. DUPONT: One of the things that makes  
 8 this different is because the museum is a  
 9 sponsor, we're the sponsor of each apprentice  
 10 at each shop, which means we're in charge of  
 11 the testing, the recording of the testing, and  
 12 weekly or biweekly inspections of each  
 13 applicant at each shop and the hours they do  
 14 because we have to justify this back to the  
 15 Department of Labor.  
 16 So there's a pretty healthy pile of  
 17 paperwork that follows each student.  
 18 MR. CALLAHAN: Okay.  
 19 MS. VANHOOSER: And the expected outcome  
 20 of our investment here would be graduates,  
 21 would it be funding the toolboxes?

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1 MR. DUPONT: We're raising money now for  
 2 the toolboxes.  
 3 MS. VANHOOSER: Okay.  
 4 MR. DUPONT: Hopefully. (Inaudibly), he  
 5 wants to help with the toolboxes.  
 6 MS. VANHOOSER: Okay.  
 7 MR. DUPONT: The best answer, because it's  
 8 a new program, is that if we got an apprentice,  
 9 they completed the course in a year and a half  
 10 to two years, not the three, and they went to  
 11 work at the shop that took them on.  
 12 MS. VANHOOSER: And how many apprentices  
 13 do you have signed up or interested now?  
 14 MR. DUPONT: The apprentices, that's what  
 15 we're working on.  
 16 MS. VANHOOSER: We're working on  
 17 recruiting those.  
 18 MR. DUPONT: We got the shops, we've got  
 19 interest in funding the tools, but we need the  
 20 money to establish a website. We need the  
 21 money to establish the mechanical parts of

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1 being a sponsor.  
 2 MS. VANHOOSER: Okay.  
 3 MR. DUPONT: Which is no small feat. So  
 4 thank you very much for --  
 5 MR. CALLAHAN: I appreciate everything  
 6 you're doing, too, with the young men and young  
 7 ladies.  
 8 MR. DUPONT: I'm not here tonight as a  
 9 commissioner. But one thing I would say as a  
 10 commissioner, we got a pretty strong team now  
 11 getting the electric lines off Talbot Street.  
 12 MR. CALLAHAN: That's good, that's good.  
 13 Well, thank you.  
 14 MS. VANHOOSER: Thank you.  
 15 MR. CALLAHAN: So let's --  
 16 MR. STAMP: Full funding?  
 17 MR. CALLAHAN: Mr. Leshner, you want to say  
 18 something.  
 19 Let's talk about that.  
 20 MR. LESHNER: So my question for the  
 21 committee is in your initial scoring, this was

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1 the third or fourth lowest ranked project.  
 2 That presumably was at least in part because of  
 3 some of the unanswered questions.  
 4 I'd love to hear feedback from you on the  
 5 committee's thought on this.  
 6 MR. JAFARI: We had the representative of  
 7 the Department of Labor, State of Maryland  
 8 Department of Labor, who covers the Eastern  
 9 Shore. And he was our speaker at the Rotary  
 10 Club. And he explained the apprenticeship  
 11 program in very detail. And of course, I'm  
 12 glad that we heard from Mr. DuPont that it is  
 13 that.  
 14 But the problem at 6,000 hours, it's a  
 15 three-year program. It is not a two-year  
 16 program.  
 17 With all due respect and with all the  
 18 things that we know put in place, it is not  
 19 going to be adequate for us to be able to  
 20 provide the funding and not being able to  
 21 deliver any results that the fund is expecting

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1 the graduates, that they're coming out of the  
 2 program in two years. There's no way that you  
 3 can cut a 6,000-hour program in two years.  
 4 Might be two and a half years, two years and  
 5 three months or four months. I don't want to  
 6 go in the weeds. But that was one of the big  
 7 limitations.  
 8 The second point that he brought up to us  
 9 was there's a lot of funds now available from  
 10 the Department of Labor. Apprenticeship  
 11 apparently has received very, very strong  
 12 support from the current administration, Biden  
 13 administration, as well as the Hogan  
 14 administration. So there's going to be more  
 15 funding coming up. And that fund is going to  
 16 be made available to them as well, too.  
 17 I'm not, please don't get me wrong, I'm  
 18 not against the program. But I'm just saying  
 19 in terms of compliance and in terms of fitting  
 20 the framework, it may not fit the framework.  
 21 And just the potential partial funding would

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1 help just to get this thing started because it  
 2 seems to be a very, very startup operation.  
 3 MR. LESHER: Thank you.  
 4 MR. PACK: I would agree with your  
 5 assessment, Reza.  
 6 I was just reading. I think the  
 7 requirements are very stringent as a three-hour  
 8 apprenticeship -- three-year apprenticeship,  
 9 not three hours, three years. Doesn't fit  
 10 within the timeframes of the application.  
 11 And I can certainly understand why the  
 12 committee would not fund this.  
 13 MS. VANHOOSER: And that really was --  
 14 MR. PACK: Yeah. It doesn't fit.  
 15 MS. VANHOOSER: However, this is my  
 16 personal opinion, some funding to get them  
 17 started with their marketing efforts to begin  
 18 recruiting would not be amiss.  
 19 MR. JAFARI: Sure.  
 20 MR. LESHER: Thank you.  
 21 MS. PRICE: So you had asked that question

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1 of him before. So if that's the direction that  
 2 we're going as far as like some seed money,  
 3 startup money, and we can't really do this  
 4 three-year apprenticeship, what amount of money  
 5 is correct for that? What is helpful for him?  
 6 MR. CALLAHAN: What's helpful?  
 7 MR. DUPONT: I don't understand the  
 8 question.  
 9 MR. CALLAHAN: So what would be helpful  
 10 for you guys for startup money to get you  
 11 started because at 315,000, it doesn't really  
 12 fit the parameters?  
 13 Can you come on up for a minute? Come on  
 14 up.  
 15 MS. VANHOOSER: For the marketing, for the  
 16 website, for the startup, for the recruiting.  
 17 MR. DUPONT: You don't even want to know  
 18 how much they charge.  
 19 MS. VANHOOSER: Oh, I know. Believe me, I  
 20 build websites.  
 21 MR. DUPONT: Eighty, 80,000. I think

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1 where we got confused here, you're saying it's  
 2 not going to fit because it's a three-year  
 3 program.  
 4 It is a three-year program if you go by  
 5 definition. But the way that it reads is if  
 6 anybody passes the courses ahead of schedule.  
 7 Like if I wanted to take this apprentice  
 8 course, I've got background in mechanics. So  
 9 I'm not going to start at zero. I'm going to  
 10 start somewhere up the line. And you get  
 11 credit for that.  
 12 So anybody that's really interested in  
 13 becoming an auto tech for life, probably has  
 14 some abilities already in their pocket. So the  
 15 chances of zero to 6,000 straight line is  
 16 pretty small, or at least that's what's been  
 17 explained to me.  
 18 But yeah. Cassandra is right. The  
 19 recruiting, the marketing, the website, those  
 20 are all the initial stages.  
 21 MR. CALLAHAN: Yes, sir. Okay. So

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1 hearing that, Council, how does Council feel --  
 2 did somebody say something?  
 3 MR. DIVILIO: I'm thinking, for easier  
 4 math to keep this going, how about 88,700?  
 5 MR. CALLAHAN: I was thinking the easy  
 6 math at 100,000.  
 7 MS. VANHOOSER: Somebody is going to have  
 8 to have uneven.  
 9 MR. CALLAHAN: We'll give it (inaudible).  
 10 So how does everybody feel like giving 100  
 11 grand?  
 12 MR. PACK: I'm not -- I won't support  
 13 that. It's not justifiable.  
 14 MR. CALLAHAN: Okay. What number is?  
 15 MR. PACK: Well, he said 80. He's saying  
 16 that that's off the cuff.  
 17 But you know, this is an application  
 18 process. And you would have to show how much  
 19 is your website design, have you gone out and  
 20 looked at or taken bids from certain designers  
 21 to find out if 80 would cover that.

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1 So as much as we want to support this, you  
 2 know, let's just be brutally honest, it doesn't  
 3 fit the criteria of the application. It just  
 4 doesn't.  
 5 MR. DUPONT: It fits the job.  
 6 MR. PACK: It does. It does fit the job,  
 7 but you have a three-year requirement to go  
 8 through. And you can say well, you get a guy  
 9 to come in, he may have some experience and he  
 10 can do it in 24 months. Yeah, that could be.  
 11 But it's a could be.  
 12 MR. DUPONT: Well, you were talking about  
 13 something at Trappe that's --  
 14 MR. PACK: Well, we're not talking about  
 15 Trappe. We're not talking about Trappe. We're  
 16 not talking about Trappe. We're talking about  
 17 your project.  
 18 So what I'm saying is that if there were a  
 19 breakdown on the startup costs as far as the  
 20 advertising. You don't have the website design  
 21 yet. Do you or don't you for this? So you

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1 don't even have the website design yet. So you  
 2 don't know the cost of that. So you don't  
 3 know. So that --  
 4 MS. VANHOOSER: That's part of their  
 5 application.  
 6 MR. PACK: -- it's not realistic.  
 7 So if that breakdown was here, we could  
 8 see is it 70, is it 75, I may be willing to go  
 9 with that. But I can't support that just  
 10 because it feels good. I just can't.  
 11 You got 300 -- if you go the way  
 12 Mr. Divilio was walking us down this path, you  
 13 got 388,700 left over.  
 14 I would still like to see a good portion  
 15 of funding go to the St. Michael's Maritime  
 16 Museum. Their request was \$500,000. If you  
 17 give them \$300,000 of that request, you made  
 18 more than halfway of their request.  
 19 The other \$870,000, if Mr. DuPont can show  
 20 us some documentation of what that startup  
 21 would be, then that might be more reasonable.

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1 MR. DUPONT: 88,000.  
 2 MR. PACK: 88, seven.  
 3 MR. DIVILIO: And it doesn't have -- it  
 4 can be a multiyear project.  
 5 MR. PACK: And that way we can end our  
 6 night without going to nine o'clock.  
 7 MR. CALLAHAN: Go ahead, Mr. Divilio.  
 8 MR. DIVILIO: I was just thinking it  
 9 doesn't have -- this is all startup. You know,  
 10 and it's fine to have startup projects that  
 11 will continue to create revenue and income down  
 12 the road.  
 13 So we could fund the startup just because  
 14 it's not -- we're not going to, you know, keep  
 15 funding it year after year after year. So I  
 16 think it would kind of fit.  
 17 And I just want to take this one quick  
 18 second to just point out how much I appreciate  
 19 the board for who went through this.  
 20 Clearly these were difficult decisions. A  
 21 lot of information is in the applications, and

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1 I greatly appreciate those who have given us  
 2 this information. This clearly shows how  
 3 challenging this is and how much work you did.  
 4 MS. PRICE: So before we -- there's one  
 5 more project that I wanted to hear about before  
 6 we're finalizing this.  
 7 And that was one that scored I think third  
 8 or -- one, two, three, four. The Qlarant  
 9 incubator program. Because we kind of have a  
 10 theme going here with these incubators and  
 11 whatnot. And that scored very, very high and  
 12 yet they got no funding.  
 13 Is there -- and that was Qlarant for  
 14 \$275,000.  
 15 Can I get a little more insight on that  
 16 one?  
 17 MR. PACK: Mr. DuPont, you can probably  
 18 step back down, let Reza come up. Thank you.  
 19 MS. VANHOOSER: Thank you. Yes, ma'am.  
 20 Qlarant proposed a tech incubator.  
 21 Reza may have additional information about

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1 this as well, and we were all really excited  
 2 about this program.  
 3 They would be investing in technology  
 4 companies in the medical space. But when the  
 5 application came in, there was very little  
 6 detail about how the program would be set up.  
 7 And while we all really wanted that to be a  
 8 winner, at the end of the day, that was the  
 9 deciding factor.  
 10 MR. JAFARI: Yes. And I had a long  
 11 conversation, almost about an hour and a half,  
 12 with the CEO of Qlarant as a part of the Zoom.  
 13 And there were a couple of other people in  
 14 there just maintaining their privacy. I would  
 15 not be in a position of disclosing who they  
 16 were. But it was a long conversation.  
 17 At the end of that conversation, it was  
 18 very, very clear that this is going to be an  
 19 investment for supporting Qlarant and Qlarant  
 20 initiatives.  
 21 As a matter of fact, two weeks after that

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1 conversation, Qlarant formed another entity,  
 2 which is wonderful and I'm very much in support  
 3 of it, for-profit organization, sitting under  
 4 the umbrella not-for-profit Qlarant. And now  
 5 the for-profit is going to be responsible for  
 6 running this program.  
 7 And the for-profit part and the fact that  
 8 there's going to be an investment from the  
 9 venture, it's called Qlarant Ventures, is going  
 10 to be made on this. And they made them almost  
 11 like disqualified because it was not for us to  
 12 fund somebody's for-profit startup because if  
 13 we wanted to open that gate, then we would be  
 14 putting ourselves in noncompliance with the  
 15 requirements of the fund.  
 16 MR. CALLAHAN: Absolutely.  
 17 MR. PACK: I would agree.  
 18 MR. CALLAHAN: I would agree, too.  
 19 MS. PRICE: Okay. Thank you for that  
 20 information.  
 21 MS. VANHOOSER: However, I want to say

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1 what an important business Qlarant is to our  
 2 community. If you missed the story that I did  
 3 on them, you should go back and read it because  
 4 they employ more than 500 fraud investigators  
 5 all around the country. They even have someone  
 6 living in Montana teleworking for them.  
 7 They have 90-plus IT professionals making  
 8 it possible for doctors and lawyers and  
 9 pharmacists and investigators all over the  
 10 country to investigate fraud in Medicare.  
 11 They're the only company to ever investigate  
 12 part C and D.  
 13 They are a phenomenal employer in our  
 14 community, and we fully support them. It's  
 15 just that when we had to make our decision --  
 16 MR. JAFARI: Absolutely. This does not  
 17 fit the criteria. But they're a wonderful  
 18 company.  
 19 MS. VANHOOSER: This was a heartbreaker.  
 20 MR. JAFARI: Absolutely.  
 21 MR. PACK: So can I make, for the sake of

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1 time, can I make a suggestion, again, on the  
 2 balance of this 388, seven?  
 3 Could we agree to give the St. Michaels  
 4 Maritime Museum \$300,000 of their 500,000?  
 5 That leaves you 88,700 remaining, if you  
 6 wanted to either do Mr. DuPont's startup or  
 7 another smaller project.  
 8 MR. LESHER: If we're going to discuss  
 9 this, I'd like recuse myself and leave the  
 10 room.  
 11 MR. CALLAHAN: Yup.  
 12 MR. DIVILIO: Pete, before you go, what  
 13 was the second part of that, Corey?  
 14 MR. PACK: That would leave \$88,700  
 15 remaining. If you had any other smaller  
 16 projects that you wanted to fund, that would  
 17 allow you to do so. But if you were to take  
 18 the \$300,000 remaining of this breakdown and  
 19 give it to the St. Michaels Maritime Museum,  
 20 you're meeting half of their request of  
 21 \$500,000.

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1 MR. DIVILIO: So do you want to address  
 2 the second part of that?  
 3 MR. PACK: The 88, seven?  
 4 MR. DIVILIO: Yeah.  
 5 MR. PACK: I don't have anything that jump  
 6 out at me. Again, I guess you guys had some  
 7 interest in Mr. DuPont's startup. If he had  
 8 some concrete numbers that he could offer,  
 9 maybe that goes towards that.  
 10 I don't have anything that I would --  
 11 MR. DIVILIO: How about we apply that to  
 12 the Eastern Shore Entrepreneurship where they  
 13 asked for the five and we gave them four? So  
 14 we all --  
 15 MS. PRICE: I thought we already did that  
 16 one.  
 17 MR. JAFARI: So it is 287.  
 18 MR. PACK: We already did that. That was  
 19 already accounted for.  
 20 MS. PRICE: Yeah.  
 21 MR. PACK: That came off the top. You

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1 already did that.  
 2 MS. PRICE: Yup. We agreed on that one.  
 3 Someone needs to do some math and throw it  
 4 up on the screen real quick to see where we are  
 5 or we just start at the top.  
 6 MR. PACK: You're removing all of the  
 7 money from the Port Street project, which is  
 8 501,700. I think the first thing Frank offered  
 9 up, if I'm following correctly, was to fully  
 10 fund the Entrepreneurship Center of \$100,000 to  
 11 bring them up to their request of \$500,000.  
 12 That leaves you 41,700 remaining.  
 13 If you do 13,000 to Oxford, and it sounds  
 14 like that met the qualification according to  
 15 Reza, that would leave you 388, seven  
 16 remaining.  
 17 If you did \$300,000 to the St. Michaels  
 18 Maritime Museum, that leaves you 88, seven  
 19 remaining.  
 20 MR. STAMP: Right.  
 21 MR. PACK: And I'm not even good in math.

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1 MR. DIVILIO: Sorry. So that -- 88,  
 2 seven. Okay. And then --  
 3 MS. PRICE: And then you were doing  
 4 something, we were doing something with the  
 5 Avalon. We're either eliminating it or cutting  
 6 it down significantly.  
 7 MR. CALLAHAN: That's in the other pot.  
 8 Let's not get into that pot yet. Okay.  
 9 MS. PRICE: Okay.  
 10 MR. CALLAHAN: If you don't mind. So  
 11 would you --  
 12 MR. LESHER: I'll excuse myself while you  
 13 discuss the Maritime Museum.  
 14 MR. CALLAHAN: That would be great. Okay.  
 15 MR. DIVILIO: I want to keep Pete in here  
 16 as much as we can.  
 17 MR. CALLAHAN: Well, he keeps wanting to  
 18 leave.  
 19 MR. DIVILIO: Because I don't want him --  
 20 MR. LESHER: You can call me back.  
 21 MR. DIVILIO: I know. I'd rather do the

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1 Maritime at the very end, if possible.  
 2 I just feel like I don't want it to be, to  
 3 look -- or maybe not. I don't know, Pete.  
 4 MS. PRICE: Okay. So why don't we do  
 5 this. Let him walk out the door, let's take a  
 6 vote on the Maritime, and he can come right  
 7 back.  
 8 MR. CALLAHAN: There you go.  
 9 MR. PACK: There you go. Thank you,  
 10 Ms. Price.  
 11 MR. CALLAHAN: I was getting ready to say  
 12 the same thing.  
 13 MR. PACK: Let's not overthink this.  
 14 MR. CALLAHAN: Let's not overthink because  
 15 we're really -- I see we were getting ready to.  
 16 MR. PACK: Yes, we were. Yes, we were.  
 17 Let's swim out a little deeper.  
 18 MR. CALLAHAN: Exactly.  
 19 MR. STAMP: The room is clear.  
 20 MR. CALLAHAN: The room is clear. Go  
 21 ahead. Go ahead, Mr. Divilio. What's on your

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1 mind?  
 2 MR. PACK: Again, it's the \$300,000. Do  
 3 you want to give \$300,000 to St. Michaels  
 4 Maritime Museum, so we can bring Pete back in?  
 5 Is that agreeable?  
 6 MS. PRICE: Can we take a vote on 300,000  
 7 so Pete can come back?  
 8 MR. DIVILIO: Yeah.  
 9 MR. PACK: Yes.  
 10 MR. CALLAHAN: You good, Ms. Price?  
 11 MS. PRICE: Yes.  
 12 MR. CALLAHAN: Good. We're all good.  
 13 MR. PACK: We're all good. Bring Pete  
 14 back in.  
 15 MR. CALLAHAN: Yup.  
 16 MR. STAMP: So you got 88 --  
 17 MR. PACK: Eighty-eight, seven left over.  
 18 MR. CALLAHAN: Yup. We got 88 left over.  
 19 MR. STAMP: 8,700.  
 20 MR. PACK: Right.  
 21 MR. CALLAHAN: Do we want to go ahead,

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1 Mr. Divilio, and give that startup money to the  
 2 museum?  
 3 MR. DIVILIO: To what?  
 4 MR. CALLAHAN: Do we want to give the rest  
 5 of that money for startup for the museum?  
 6 MR. STAMP: For the cars.  
 7 MR. CALLAHAN: For the car museum.  
 8 MR. DIVILIO: Yeah, I would do that.  
 9 MR. CALLAHAN: Okay.  
 10 MS. PRICE: I would, too, as long as it  
 11 fits and Cassandra and Reza think it will pass  
 12 muster with Commerce.  
 13 MR. CALLAHAN: Okay.  
 14 MR. DIVILIO: I would rank that at the  
 15 bottom.  
 16 MS. PRICE: Yeah.  
 17 MR. CALLAHAN: Okay.  
 18 MR. PACK: So Reza, what do feel about  
 19 that?  
 20 MR. JAFARI: I was going to suggest giving  
 21 50,000 because there might be a couple of other

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1 smaller projects after you looked at it --  
 2 MR. CALLAHAN: Yes, sir.  
 3 MR. JAFARI: -- of the Council. This is  
 4 just a suggestion. Just for starting up the  
 5 website and other --  
 6 MR. CALLAHAN: Yes, sir. So we'll --  
 7 MR. LESHER: Do we want also to pick a  
 8 contingent project or a contingent allocation  
 9 if that doesn't pass the compliance review by  
 10 Mid-Shore Regional Council?  
 11 MR. JAFARI: On Friday.  
 12 MR. CALLAHAN: Yeah. I can bring that up.  
 13 Absolutely.  
 14 MS. PRICE: Right.  
 15 MR. CALLAHAN: Yeah. I can bring that to  
 16 the attention.  
 17 MR. LESHER: It could be an allocation  
 18 that would more fully fund one of the other  
 19 projects that we've only partially funded.  
 20 MR. CALLAHAN: Oh, we're going to go all  
 21 through this.

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1 MR. JAFARI: This would be all at your  
 2 discretion, moving line items. Yes.  
 3 MR. CALLAHAN: Right. Okay.  
 4 MS. PRICE: We also have not fully funded  
 5 the culvert. So if we have a little bit of a  
 6 slush fund left over, we can always put it  
 7 towards the culvert because there's still a gap  
 8 there.  
 9 MR. STAMP: So 50,000 is what you're going  
 10 to do for the automobile --  
 11 MR. CALLAHAN: Yes, sir.  
 12 MR. PACK: I'm fine with that.  
 13 MS. PRICE: That's good.  
 14 MR. CALLAHAN: And the other 38. That  
 15 would leave 38. I'm thinking out loud. Do we  
 16 want to dump that 38 into like another person  
 17 that might need that or do we --  
 18 MR. STAMP: \$38,700.  
 19 MR. CALLAHAN: Would we like to dump that  
 20 into --  
 21 MS. VANHOOSER: I can make a pitch for the

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1 visitor center feasibility study.  
 2 MR. DIVILIO: I'm going to --  
 3 MS. VANHOOSER: Since people are pitching  
 4 tonight.  
 5 MR. CALLAHAN: Yeah.  
 6 MR. PACK: Let's do that. You only need  
 7 25 for that, though, right? No. You said you  
 8 need 50. You need 50.  
 9 MS. VANHOOSER: Yes.  
 10 MR. PACK: Okay. Let's go ahead and give  
 11 that 38, seven to the study. How about that?  
 12 There you go.  
 13 MR. CALLAHAN: That's great.  
 14 MR. STAMP: Where is it going to?  
 15 MR. PACK: To the feasibility study for  
 16 the visitor center. The request of 50. So if  
 17 we use that last 88, seven to that --  
 18 SPEAKER: (Inaudible.)  
 19 MR. STAMP: Takes you go zero on that pot.  
 20 MR. PACK: There you go.  
 21 MR. CALLAHAN: Okay. There you go.

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1 MR. PACK: Well done.  
 2 MR. CALLAHAN: Now we got one more pot.  
 3 Okay. We got 500. Okay.  
 4 MR. PACK: Make it real simple.  
 5 MR. CALLAHAN: Okay. Let's hear a couple  
 6 proposals.  
 7 MR. PACK: I'm going to propose, very  
 8 simple so we don't drag this out, I mean the  
 9 Town of Trappe seems prepared to move forward  
 10 with this. It can certainly be done.  
 11 We heard from Lyndsey that it can be done  
 12 within the two-year timeframe. That question  
 13 is off the table. And they're coming to the  
 14 table with their own money. They're saying we  
 15 have \$860,000 in our sewer fund. We have  
 16 additional \$940,000 in ARPA funds.  
 17 Our \$500,000 will help get them more than  
 18 halfway on getting this project completed and  
 19 done.  
 20 Not only is it an act of good will, it's  
 21 working with an incorporated town, I think it

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1 is the only project coming out of that region  
 2 of the county. It also will serve county  
 3 residents in the future and businesses in the  
 4 future, let me add that, in the Ferry Point  
 5 area, which we all have been supporting over  
 6 the last four years of this Council's term.  
 7 And it's a step, as I said earlier, it is  
 8 a step in the multistep process.  
 9 So to make this clean so we don't have to  
 10 be parsing it out, I would recommend just  
 11 moving the entire \$500,000 from the Stoltz  
 12 Pavilion, as much as I support the Avalon  
 13 Foundation, and moving it over to help out with  
 14 the wastewater treatment plant update in the  
 15 Town of Trappe.  
 16 MR. CALLAHAN: Okay.  
 17 MR. LESHER: Question for the committee.  
 18 Did you speak with Avalon about what they might  
 19 be able to do with partial funding or was that,  
 20 because you were looking at full funding the  
 21 request, did you not ask that question?

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1 MS. VANHOOSER: Oh, we did ask that  
 2 question because we originally recommended  
 3 \$250,000 for them in partial funding.  
 4 And I have it in writing from Mr. Bond  
 5 that what they need is what they asked for,  
 6 it's 500,000.  
 7 So my recommendation would be that if you  
 8 put the Trappe project in, that you would put  
 9 this one in as an alternate in case it's kicked  
 10 back from Commerce for any reason.  
 11 MR. LESHER: So Avalon Foundation  
 12 indicated that partial funding would not be  
 13 helpful to them?  
 14 MS. VANHOOSER: Right.  
 15 MR. PACK: So we'll leave the Avalon  
 16 Foundation as a catchall in case the Trappe  
 17 project doesn't get approved.  
 18 MS. VANHOOSER: That would be my  
 19 recommendation, if you choose to fund the  
 20 Trappe project.  
 21 MR. PACK: That sounds --

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1 MS. VANHOOSER: And by the way, for the  
 2 record, I did ask if we wanted to fund Ferry  
 3 Point, but I didn't get an application for  
 4 that.  
 5 MR. PACK: You did?  
 6 MS. VANHOOSER: Just saying.  
 7 MR. CALLAHAN: Okay.  
 8 MR. PACK: Well, thank you.  
 9 MR. DIVILIO: I (inaudible) that  
 10 recommendation.  
 11 I think, like we said, we know growth is  
 12 coming there. We know that we have an  
 13 infrastructure issue to take care of. I would  
 14 put cleaning that up and making it more  
 15 accessible -- if you're going to have  
 16 businesses come, you've got to have  
 17 electricity, clean water, sewer, and broadband.  
 18 So they have the space for all of that.  
 19 They are just missing one piece. So I would  
 20 support Trappe first.  
 21 MR. CALLAHAN: Okay.

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1 MR. JAFARI: And if I may.  
 2 MR. CALLAHAN: Yeah. Go ahead, Reza.  
 3 MR. JAFARI: I will support the proposal  
 4 that is being submitted for your approval by  
 5 Cassandra as well, too.  
 6 MR. CALLAHAN: Okay.  
 7 MR. JAFARI: The one thing that is going  
 8 to be very, very important that goes back to  
 9 the explanation that came from Lyndsey and from  
 10 Councilman Pack, and that is when these funds  
 11 are being recommended through you tomorrow when  
 12 you sit in that kind of a different capacity,  
 13 they all have to be turned into formal grants.  
 14 It is not going to be just we are giving  
 15 your project and there's going to be a lot more  
 16 information coming to make sure that it's going  
 17 to be in compliance with what the fund is going  
 18 to be. Otherwise, Commerce is not going to be  
 19 providing that fund and, unfortunately, we  
 20 would be missing the opportunity.  
 21 MR. CALLAHAN: Right.

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1 MR. JAFARI: So my request and  
 2 recommendation is if we can make sure that  
 3 every piece of information that you provided  
 4 tonight and Trappe provided, are being made  
 5 available to Scott so when they provide those  
 6 grants, and the idea of for whatever reason did  
 7 not meet the criteria, you have now a backup.  
 8 MR. PACK: Understood.  
 9 MR. CALLAHAN: Yes, sir.  
 10 MR. PACK: Well, we have representatives  
 11 from the Town of Trappe right here. And I'm  
 12 sure that they're going to give you everything  
 13 that you need.  
 14 MS. VANHOOSER: So we're going to need an  
 15 amended application by tomorrow, but I'll call  
 16 Erin in the morning.  
 17 MS. RYAN: I'll take care of it. Thank  
 18 you.  
 19 MR. PACK: Thank you, Lyndsey.  
 20 MR. CALLAHAN: Ms. Price.  
 21 MS. PRICE: That's good.

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1 There was only one other that we didn't  
 2 talk about at all and it's --  
 3 MR. CALLAHAN: There was a what now? What  
 4 was it?  
 5 MS. VANHOOSER: Another project.  
 6 MR. CALLAHAN: Okay.  
 7 MR. PACK: We're out of money.  
 8 MS. PRICE: And that was the collaborative  
 9 work space for the Chamber of Commerce. Is  
 10 there any reason to touch on that at all?  
 11 MS. VANHOOSER: Reza.  
 12 MR. CALLAHAN: Well, we got to make sure  
 13 now. We're out of money.  
 14 MS. PRICE: Well, before we make this  
 15 final on the 500,000 going over to the --  
 16 MR. PACK: Okay.  
 17 MS. PRICE: -- wastewater treatment plant.  
 18 I mean I don't know that people,  
 19 especially now that we've done such --  
 20 broadband is getting out there and people can  
 21 work from home and all of that.

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1 I don't know if people are really going to  
 2 a collaborative work space anymore, you know,  
 3 to get access to that. Maybe it's just kind of  
 4 an idea that was hot spots or whatever they  
 5 were ten years ago, if that's why it didn't  
 6 rise to the level of funding that.  
 7 MS. VANHOOSER: That is the reason.  
 8 MR. JAFARI: They are coming back,  
 9 Councilwoman Price. And that is because,  
 10 again, especially communities like ours, that  
 11 people do not want to drive two hours or three  
 12 hours either going to Baltimore, to Annapolis,  
 13 or going to Salisbury. Those locations are  
 14 available.  
 15 Now, it is not only for startup. Even for  
 16 people who wanted to use those facilities for,  
 17 lack of better words, to help the environment  
 18 as well as their pocketbook to be able to be  
 19 closer to home.  
 20 I already spoke with Amy Kreiner, the  
 21 president of the Chamber of Commerce. It looks

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1 like they're still interested in that project.  
 2 But they also requested funds from ARPA for the  
 3 not-for-profits. So there might be other  
 4 source of funds available to them. So we can  
 5 provide support to them.  
 6 MR. CALLAHAN: Okay.  
 7 MS. VANHOOSER: And in the interest of  
 8 fairness.  
 9 MR. CALLAHAN: Yes.  
 10 MS. VANHOOSER: Ms. Price, did we satisfy  
 11 your question?  
 12 MS. PRICE: Yes. No. I'm just saying  
 13 since we've really discussed almost all of  
 14 them, I just wanted to give at least, you  
 15 know --  
 16 MR. CALLAHAN: Sure. No problem.  
 17 MS. PRICE: I didn't want to just leave  
 18 two or three people off so that they didn't  
 19 feel like they were ever a part of the  
 20 discussion.  
 21 MR. CALLAHAN: Right. That's good.

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1 MS. PRICE: So since we were so far into  
 2 the list, we may as well.  
 3 MS. VANHOOSER: So in the interest of  
 4 fairness, we did not discuss the waterfowl  
 5 project. I'm not advocating for it. I'm just  
 6 saying we haven't discussed it.  
 7 MR. CALLAHAN: Okay. Well, let's discuss  
 8 it.  
 9 MS. VANHOOSER: So they were requesting  
 10 money for the roof restoration. They have a  
 11 larger plan to remake that space into more of a  
 12 useable space for community meetings and, of  
 13 course, for their own needs as the Waterfowl  
 14 Festival. But I'm just bringing that to your  
 15 attention.  
 16 MR. CALLAHAN: Okay.  
 17 MS. VANHOOSER: And then the one other  
 18 thing is the Upper Shore Workforce Investment  
 19 Board. Their incumbent worker training fund.  
 20 They really didn't come in in time. But you  
 21 know, we're not opposed to that one, either.

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<p>1 I'm just letting you know that it's on the 2 list. 3 MR. CALLAHAN: Okay. 4 MS. VANHOOSER: And then there was the 5 ferry project, the passenger ferry. We have an 6 obligation for \$25,000 for a match to that. 7 We're a partner to Anne Arundel County. I 8 really put that on there only for information 9 purposes for the EDU and for everyone to 10 understand that all of the partners on the 11 Chesapeake Bay are working on that. 12 And then there was Channel Marker's 13 Residential Crisis Service Center. And we 14 really determined that that did not qualify, 15 unfortunately, because it has an economic 16 impact but it is not economic development. 17 Also, they're going to open in September. 18 And this is money can't be used for past 19 things. It's for forward things. So we 20 disqualified them. And I just wanted to bring 21 all of the projects forward.</p>	<p>1 this that they can. 2 MR. CALLAHAN: Right. 3 MR. LESHER: And so I understand that we 4 can now see that this is qualifying. That's 5 really important that we be able to move that 6 forward. 7 I just hate to see this coming at the 8 expense of the Avalon Foundation. I really, 9 I'm really concerned about losing that 10 opportunity. I think that that's -- we saw 11 what an important force that can be during the 12 pandemic. 13 And now to see this as effectively an 14 expansion of this very successful anchor in our 15 downtown, there's no question the stimulating 16 effect, the economic impact that this will 17 have. And I just -- if there's a way of doing 18 this that doesn't come at the expense of the 19 Avalon Foundation's project, I would prefer to 20 see us go that route. 21 MR. CALLAHAN: I want to ask Al a</p>
<p>Page 111</p> <p>1 MR. CALLAHAN: Yup, yup. Thank you. 2 Okay. All right. 3 MR. DIVILIO: Are we good on (inaudible) 4 for that? 5 MR. CALLAHAN: I can't hear you. 6 MR. PACK: He's just talking about happy 7 hour. 8 MR. DIVILIO: (Inaudible) votes for 9 Trappe? 10 MR. CALLAHAN: Yeah. 11 MR. PACK: Yes, yes. 12 MR. CALLAHAN: Yup. Is everybody good 13 with Trappe? 14 MR. PACK: Yes. 15 MR. LESHER: So I'm concerned about the 16 trade-off. I do like to fund clean water, and 17 it is an important clean water piece. And 18 Trappe has now told us that even though the 19 full ENR upgrade can't happen for five years, 20 that it's a longer timeframe than is allowed 21 under this, that there's at least a piece of</p>	<p>Page 113</p> <p>1 question. If you could come up here, Al. 2 AL: Sure. 3 MR. CALLAHAN: If you don't mind. So 4 there was a bunch of discussion before you come 5 about the Avalon. 6 AL: I got to hear a little bit of it. 7 MR. CALLAHAN: I got you. I got you. So 8 help me out. 9 So in a simple way with the way you guys 10 are operating with the 500,000. 11 AL: Sure. 12 MR. CALLAHAN: So if you don't get the 13 full funding of the 500, that doesn't help you 14 giving you 100 or 200,000? So can you explain 15 that? 16 AL: So the Avalon Foundation has limited 17 capacity to raise money and limited resources, 18 as every other nonprofit working in our 19 community does. 20 And, you know, when we look at the, you 21 know, the projects that we are working on, this</p>

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1 project really does not -- is not viable if we  
 2 are not able to -- and essentially our plan is  
 3 we have -- we believe that we can successfully  
 4 do fundraising for about 500,000 of our  
 5 \$1.5 million project, we believe that we can  
 6 allocate a half a million dollars of our  
 7 existing cash towards this project.  
 8 And then there's this grant. And the  
 9 timing of it is such that it came at an  
 10 incredibly good time, and I do not see other  
 11 sources for it that are going to get us across  
 12 the finish line.  
 13 I have had extensive conversations with  
 14 our strategic planning committee, our finance  
 15 committee.  
 16 I'm not giving you a final, final beyond  
 17 anything, but I strongly believe that we will  
 18 turn down a grant that is partial and not do  
 19 the pavilion.  
 20 But you should understand that this is us  
 21 saying that we're not going to do the pavilion

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1 if we can't work it through. That's the choice  
 2 that you've got.  
 3 I wish it were other. I've been a  
 4 straight shooter with you guys through many,  
 5 many years. Like I'm telling you what it is,  
 6 and I absolutely loathe to be talking about not  
 7 accepting what is potentially still a huge  
 8 amount of money. But that's where I am.  
 9 And the other piece that, just as long as  
 10 we're doing advocacy here, I didn't realize  
 11 that it was going to be this kind of a work  
 12 session, but this is truly an additive project.  
 13 Like we are creating essentially a new business  
 14 that is happening in downtown Easton that would  
 15 draw tourism to our community. About half of  
 16 the people that buy tickets from the Avalon are  
 17 coming from outside the 216 zip code.  
 18 So those are people who are coming in,  
 19 they're buying restaurant meals, they're  
 20 staying at the Tidewater and other hotels  
 21 around town, they're creating a lot of economic

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1 activity outside of our direct ones.  
 2 We hire a lot of contract workers that are  
 3 both tech workers and artists. And many of  
 4 those people live in this community, too. So  
 5 there's that kind of economic activity.  
 6 But I think maybe in a lot of ways, the  
 7 biggest impact is when you create a stable draw  
 8 in an area, and if you think about that  
 9 northern block of the downtown, you're talking  
 10 about a wildly underutilized commercial area in  
 11 terms of the intensity of programming there.  
 12 And we believe that the Stoltz Pavilion  
 13 could be really transformative in terms of  
 14 making the connection from at the northern end  
 15 of the downtown all the way down through to  
 16 connect down to the sort of commercial core  
 17 that people think of right outside these doors.  
 18 So there's layers to why this is an  
 19 economic development project, as opposed to a  
 20 project that has economic impact. This is a  
 21 new venture. Even though we did a trial

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1 balloon of it before, this is not something  
 2 that -- this would be additive to the work of  
 3 the Avalon Foundation and has a pretty clear  
 4 set of connectors in terms of how it would  
 5 impact our community.  
 6 MR. CALLAHAN: So okay. Yeah.  
 7 AL: I'm happy to answer any other  
 8 questions that you might have.  
 9 MR. CALLAHAN: Thank you, Al. I  
 10 appreciate it.  
 11 MR. JAFARI: Mr. President, if I can  
 12 just --  
 13 MR. CALLAHAN: Yes.  
 14 MR. JAFARI: A couple of other points.  
 15 The definition that we've been discussing and  
 16 the framework that we've been discussing, and  
 17 of course, Cassandra presented it on Tuesday as  
 18 well, creation of a quality of life for  
 19 businesses to make our county attractive for  
 20 businesses to come in, bring their employees  
 21 in, bringing again people who would be working

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<p>1 for those organizations, extend and expand</p> <p>2 their business and retain their business.</p> <p>3 That's going to be a very, very important</p> <p>4 element of economic development.</p> <p>5 So it's not that we cannot kind of</p> <p>6 separate the art and culture from economic</p> <p>7 development because that part really impacts</p> <p>8 the attraction part of economic development.</p> <p>9 MR. CALLAHAN: I would agree. Yup.</p> <p>10 MR. JAFARI: Mr. Pack also covered this</p> <p>11 also.</p> <p>12 It is economic development no matter how</p> <p>13 you look at it.</p> <p>14 MS. VANHOOSER: And I would also say you</p> <p>15 want to feel good about giving money away. But</p> <p>16 at the end of the day, at the end of this, you</p> <p>17 might want to go home and lay down and cry.</p> <p>18 MR. CALLAHAN: I know it. I hear you.</p> <p>19 And I'm a little bit partial to the Avalon,</p> <p>20 too. And hear Al, and they do phenomenal</p> <p>21 things. And I hear Mr. Leshar.</p>	<p>1 MS. PRICE: Right. And if you want to</p> <p>2 cobble this together --</p> <p>3 MS. VANHOOSER: So Frederick Douglass, 300</p> <p>4 is your number.</p> <p>5 MS. PRICE: Pardon me?</p> <p>6 MR. CALLAHAN: Do what now?</p> <p>7 MS. VANHOOSER: So 300 is your number on</p> <p>8 Frederick Douglass.</p> <p>9 MR. CALLAHAN: Okay.</p> <p>10 MS. VANHOOSER: Because you already cut it</p> <p>11 from 750 to three.</p> <p>12 MR. CALLAHAN: Okay.</p> <p>13 MS. VANHOOSER: So you can take it all,</p> <p>14 but you can't take some of it.</p> <p>15 MR. CALLAHAN: Oh, okay. Yeah. I got</p> <p>16 you.</p> <p>17 MR. DIVILIO: (Inaudible) for the culvert</p> <p>18 repair that has to be done.</p> <p>19 MS. PRICE: Yeah.</p> <p>20 MR. PACK: You're not going to find 500.</p> <p>21 I mean we can be at this all night long,</p>
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<p>1 Does Council have any appetite of maybe</p> <p>2 pulling a little bit out of the Talbot roads of</p> <p>3 the 750 and maybe splitting that up a little</p> <p>4 bit and maybe taking a little bit from Parks</p> <p>5 and Rec --</p> <p>6 MS. PRICE: Well.</p> <p>7 MR. CALLAHAN: To get them to their 500?</p> <p>8 I'm just asking.</p> <p>9 We've got a million bucks --</p> <p>10 MS. PRICE: Why don't we --</p> <p>11 MR. PACK: I don't have an appetite for</p> <p>12 that.</p> <p>13 MS. PRICE: Chuck, let's build on what</p> <p>14 you're saying. Let's pull enough from Trappe,</p> <p>15 from the road and from -- what was the last one</p> <p>16 you just said?</p> <p>17 MR. CALLAHAN: Parks and Rec.</p> <p>18 MR. STAMP: No, not Parks and Rec.</p> <p>19 Frederick Douglass.</p> <p>20 MR. CALLAHAN: I'm sorry. Frederick</p> <p>21 Douglass.</p>	<p>1 Mr. Callahan.</p> <p>2 And as well deserving as Avalon is,</p> <p>3 unfortunately, I mean you can grab a piece of</p> <p>4 this. He needs \$500,000.</p> <p>5 MR. CALLAHAN: Right.</p> <p>6 MR. PACK: And it's just not there. When</p> <p>7 you look at the totality of the other projects</p> <p>8 that we had a chance to look through.</p> <p>9 We've gone through this, and I think we</p> <p>10 put a fairly good amount of time and effort</p> <p>11 into it.</p> <p>12 It doesn't mean that perhaps the Avalon</p> <p>13 can raise the funds and find some other way of</p> <p>14 making up the \$500,000.</p> <p>15 I think we've all been supports of the</p> <p>16 Avalon over the years. We still support them</p> <p>17 as this Council through our franchise fees.</p> <p>18 And we've supported many of the Avalon's</p> <p>19 requests over the years when it comes to</p> <p>20 outdoor liquor license, I think we supported</p> <p>21 that. We wrote new legislation for it.</p>

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1 So sometimes, sometimes, as difficult as  
 2 it is, you just can't do it, you just can't do  
 3 it.  
 4 MR. CALLAHAN: Yeah.  
 5 MR. DIVILIO: And again, this just goes to  
 6 show how difficult this decision was.  
 7 MR. CALLAHAN: Absolutely.  
 8 MR. DIVILIO: This great board that put  
 9 this together for us, and I can't thank them  
 10 enough.  
 11 MR. CALLAHAN: I can't either.  
 12 MR. DIVILIO: For the time and effort and  
 13 research they did to come up with these  
 14 recommendations. What a challenge.  
 15 MR. CALLAHAN: Right.  
 16 MS. PRICE: And I certainly don't want  
 17 anybody to feel like oh, my -- yes, we did kind  
 18 of turn it upside down today. But I don't want  
 19 any of the committee to think that it's not  
 20 because we didn't completely respect the  
 21 process that they went through.

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1 But we also come at it from a little bit  
 2 different perspective from being elected from  
 3 dealing with, you know, with budgets and having  
 4 to allocate stuff and we do this each and every  
 5 year. So our questions are a little different,  
 6 and different questions are going to bring out  
 7 a slightly different result.  
 8 But generally, you know, we agreed with  
 9 everything the committee did. It's not that we  
 10 disagreed. There just was a couple of things  
 11 that we wanted to throw in there and all.  
 12 So obviously much appreciated. So thank  
 13 you very much.  
 14 MR. PACK: Yeah. Thank you. Appreciate  
 15 it.  
 16 MS. PRICE: I think we came out with a  
 17 good result where everybody collaborated  
 18 together.  
 19 MR. CALLAHAN: Mr. Leshner, final words.  
 20 MR. LESHER: I'll add my thanks to the  
 21 committee for taking the deep dive into this

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1 and doing all the analysis and the follow-up  
 2 questions to all these organizations. And  
 3 thank you for your considerable efforts here.  
 4 And while this Council has proposed some  
 5 changes to those recommendations, it really is  
 6 substantially as put forward by the committee.  
 7 And appreciate all that work.  
 8 MR. JAFARI: Thank you very much.  
 9 On behalf of the Economic Development  
 10 Commission, I feel compelled to thank each and  
 11 every one of you for all you do for our  
 12 community and all your hard work and all the  
 13 effort that you spend not only tonight or on  
 14 Tuesday night, but each and every day. Thank  
 15 you very much with gratitude.  
 16 MR. PACK: Thank you.  
 17 MR. CALLAHAN: Madam Secretary, could you  
 18 kind of read back sort of what we did?  
 19 MS. MORRIS: Yes.  
 20 MR. CALLAHAN: And that way we can -- that  
 21 would be great.

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1 MS. MORRIS: I'd love to do that.  
 2 I'm coming up 50,000 over. And so I would  
 3 like to make sure --  
 4 MR. CALLAHAN: Okay. Okay.  
 5 MR. STAMP: So here we go.  
 6 MR. CALLAHAN: Here we go.  
 7 MR. STAMP: Frank, are you ready? Because  
 8 you're tracking as well.  
 9 MR. DIVILIO: Yup.  
 10 MR. CALLAHAN: Okay.  
 11 MR. STAMP: For the first issue, let's  
 12 talk about the removal of the Port Street  
 13 improvement project at \$501,700. Okay. That's  
 14 been removed. That money is available.  
 15 The first addition by Council was \$100,000  
 16 for Eastern Shore Entrepreneurship, to fully  
 17 fund it at \$500,000.  
 18 The second is to add \$13,000 to Oxford  
 19 Community Center.  
 20 The third item is to add \$300,000 to  
 21 Chesapeake Bay Museum.

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1 The fourth item is to add 50,000 to the  
 2 Classic Car Museum.  
 3 And the fifth and final was to add \$38,700  
 4 for a Talbot County economic development  
 5 feasibility study, for a total of \$501,700.  
 6 Is that what everybody has for that first  
 7 pot?  
 8 MR. PACK: Was the business center...  
 9 MS. PRICE: Did you say \$501,700?  
 10 MR. STAMP: I said 501,700, correct.  
 11 MS. PRICE: Okay. So that adds up.  
 12 MR. PACK: That adds up.  
 13 MR. CALLAHAN: Right, it does.  
 14 MS. PRICE: And then we're just  
 15 transferring --  
 16 MR. STAMP: Okay. So staff has that.  
 17 The second pot of money that you're  
 18 talking about was originally allocated or  
 19 referred to the Council for the Avalon  
 20 Foundation project of \$500,000.  
 21 You've decided to move that to an

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1 alternate project and to allocate primary to  
 2 the Trappe ENR wastewater treatment plant  
 3 upgrade.  
 4 Again, if something fails with that  
 5 project from a compliance perspective, your  
 6 alternate is the Avalon Foundation project of  
 7 500,000.  
 8 MR. PACK: Ms. Morris, where are you  
 9 coming up with the 50,000 overage?  
 10 MS. MORRIS: I don't know. We'll work it  
 11 out.  
 12 MR. PACK: We'll work it out.  
 13 MR. DIVILIO: Classic Car Museum.  
 14 MR. STAMP: As long as what I read back,  
 15 everybody is shaking their head yes.  
 16 MR. PACK: Yeah. That's what I have on my  
 17 list.  
 18 MR. STAMP: It balances out.  
 19 MR. CALLAHAN: Okay.  
 20 MS. PRICE: Yup.  
 21 MR. STAMP: Frank? He's looking.

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1 MR. CALLAHAN: All right, then.  
 2 MS. PRICE: Is that it?  
 3 MR. DIVILIO: I'm good, I'm good.  
 4 MR. CALLAHAN: Okay. So like my  
 5 colleagues said, we can't thank you enough for  
 6 all the work you've done.  
 7 The Mid-Shore Regional Council, my work is  
 8 getting ready to begin. Okay. So I'm taking  
 9 it to another level here.  
 10 So I just really want to make sure that  
 11 the Council and the committee understand the  
 12 whole intent, because I was in there when this  
 13 was taking place before anybody knew that this  
 14 \$10 million was going to come to us. So we had  
 15 that meeting, and it was a very, very good  
 16 meeting.  
 17 And you know, we all sort of voted, and we  
 18 had a lot of people in there, to split this up  
 19 to three counties.  
 20 So you know, I had a big voice in that.  
 21 So I feel very proud to be able to bring that

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1 \$3 million to Talbot in the development  
 2 process. And for you guys, because I knew it  
 3 was going to add some work to us. I knew it  
 4 was going to add a little bit of sort of stress  
 5 to us.  
 6 But you know, at the end of the day, okay,  
 7 we're looking out for Talbot County and all the  
 8 businesses, and all the people we want to hire,  
 9 all the people we want to come here. I just  
 10 don't want to lose sight on really what it's  
 11 intended to do, because we could very well have  
 12 nothing other than a global project. And I  
 13 didn't really think a global project, so to  
 14 speak, was really the way to go.  
 15 So --  
 16 MR. PACK: I'm sorry. I do apologize.  
 17 You did mention the \$50,000 that we set aside  
 18 for the museum. That's what it was.  
 19 MR. STAMP: We did.  
 20 MR. PACK: You did mention that?  
 21 MR. CALLAHAN: Yeah, he did.

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1 MR. PACK: (Inaudible.)  
 2 MR. CALLAHAN: So being that's said,  
 3 Council, I can't thank you enough for working  
 4 together for this. And the public out here,  
 5 helping us. Al, I really appreciate it. And  
 6 hopefully we can help you in the future.  
 7 That's for sure.  
 8 So being that's said, I think we're --  
 9 Madam Secretary, do we need to sort of go out  
 10 of the meeting?  
 11 MS. VANHOOSER: We're still adding. Are  
 12 you still 50 over?  
 13 MS. MORRIS: I'm still 50 over.  
 14 MR. CALLAHAN: Okay.  
 15 MS. VANHOOSER: Do you want to --  
 16 MR. LESHAR: We have a contingency, a  
 17 compliance contingency resting on the Trappe  
 18 project.  
 19 Were we explicit about what the  
 20 contingency is on the Classic Motor Museum  
 21 project is? There was some discussion about

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1 whether or not that might meet compliance and  
 2 whether we might need to have a back-up  
 3 allocation for that or any of these funds,  
 4 something that we've partially funded that  
 5 we --  
 6 MS. PRICE: I would propose that if we  
 7 have anything left over, we allocate it towards  
 8 that culvert and roads project, Goldsborough  
 9 Neck.  
 10 MR. DIVILIO: I agree.  
 11 MR. CALLAHAN: Okay. All right. I'll  
 12 bring that to the committee.  
 13 Do we have --  
 14 MR. LESHAR: Do we need a motion to  
 15 formalize this?  
 16 MS. MORRIS: Yes.  
 17 MR. STAMP: Please.  
 18 MR. CALLAHAN: Okay.  
 19 MR. LESHAR: Again, I would -- there's  
 20 funding for my daytime employer in this. So I  
 21 will -- you've had my input on this.

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1 MR. CALLAHAN: Yes, yes.  
 2 MR. LESHAR: But I would like to -- I  
 3 think I should recuse myself --  
 4 MR. CALLAHAN: Okay. No problem.  
 5 MR. LESHAR: From this vote for that  
 6 reason.  
 7 MR. CALLAHAN: No problem. So Council,  
 8 what we have in front of us is a proposal for  
 9 the funds that are allocated tonight.  
 10 And Madam Secretary, is there a motion and  
 11 a second?  
 12 MR. PACK: So moved.  
 13 Do you want to read them off?  
 14 MR. DIVILIO: Can I just throw one Hail  
 15 Mary?  
 16 MR. CALLAHAN: Yeah. Sure. Ut-oh.  
 17 MR. DIVILIO: If we -- Pete is gone,  
 18 right?  
 19 MS. MORRIS: Correct.  
 20 MR. CALLAHAN: Yup, he's gone.  
 21 MR. DIVILIO: If we take back 100,000 from

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1 the Entrepreneurship, we take 200,000 from  
 2 Pete, giving him \$100,000, and then we take 200  
 3 from the culverts, that's half a million for  
 4 the Avalon.  
 5 MR. CALLAHAN: I don't have a problem with  
 6 that.  
 7 MS. PRICE: I mean you've cut Chesapeake  
 8 Bay Maritime Museum down to 100,000 from 300,  
 9 right?  
 10 MR. DIVILIO: Yeah.  
 11 MS. PRICE: That's a big hit.  
 12 MR. DIVILIO: And Cassandra, how much were  
 13 they initially had applied for or given,  
 14 recommended?  
 15 MS. VANHOOSER: 500.  
 16 MR. PACK: 500,000.  
 17 MS. PRICE: Yeah. And you're only giving  
 18 them 100.  
 19 MS. VANHOOSER: Take 50 from Freddie D.  
 20 MS. PRICE: I was trying to figure out a  
 21 way to cobble it together, too. But you

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1 know --	1 (Meeting concluded at: 6:49 p.m.)
2 MR. DIVILIO: Yeah. And when you look at	2
3 how much we've given to Easton, the county,	3
4 St. Michael's, Trappe, Oxford -- okay. I'm	4
5 done.	5
6 I'll second the motion.	6
7 MR. CALLAHAN: Okay. We've got a motion	7
8 and second it to fund the proper programs that	8
9 the Council and the committee have agreed to	9
10 this evening.	10
11 Madam Secretary, could you call the vote	11
12 please.	12
13 MS. MORRIS: Yes. Mr. Callahan.	13
14 MR. CALLAHAN: Aye.	14
15 MS. MORRIS: Mr. Pack.	15
16 MR. PACK: Aye.	16
17 MS. MORRIS: Ms. Price.	17
18 MS. PRICE: Aye.	18
19 MS. MORRIS: Mr. Divilio.	19
20 MR. DIVILIO: Aye.	20
21 MR. CALLAHAN: Okay. Sounds good.	21
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1 Appreciate everything. Thank you.	1 STATE OF MARYLAND
2 MS. VANHOOSER: Thank you.	2 I, Diane Houlihan, a Notary Public in and
3 MR. JAFARI: Thank you very much.	3 for the State of Maryland, County of Baltimore City,
4 MR. STAMP: Make a motion to adjourn.	4 do hereby certify that the within named, Talbot
5 MR. PACK: Yeah. Motion to adjourn.	4 County Council Audio, personally appeared before me
6 MR. CALLAHAN: Make a motion to adjourn.	4 at the time and place herein set according to law,
7 MR. PACK: I did.	5 was interrogated by counsel.
8 MR. CALLAHAN: Okay. We got a motion and	5 I further certify that the examination was
9 second to adjourn. Madam Secretary, could you	6 recorded stenographically by me and then transcribed
10 call the vote.	6 from my stenographic notes to the within printed
11 MS. MORRIS: Mr. Callahan.	7 matter by means of computer-assisted transcription
12 MR. CALLAHAN: Aye.	7 in a true and accurate manner.
13 MS. MORRIS: Mr. Pack.	8 I further certify that the stipulations
14 MR. PACK: Aye.	9 contained herein were entered into by counsel in my
15 MS. MORRIS: Ms. Price.	9 presence.
16 MS. PRICE: Only if they move my chair	10 I further certify that I am not of counsel
17 back so I can get out. Aye.	11 to any of the parties, not an employee of counsel,
18 MS. MORRIS: Mr. Divilio.	11 nor related to any of the parties, nor in any way
19 MR. DIVILIO: Aye.	12 interested in the outcome of this action.
20 MS. MORRIS: Thank you.	13 AS WITNESS my hand Notorial Seal this 22nd
21 MR. STAMP: Thank you all very much.	13 day of August, 2022 at Easton, MD
	14 
	15 Diane Houlihan
	16 Notary Public
	17 My commission expires September 16, 2025
	18
	19
	20
	21

<b>1</b>	<b>200</b> 133:2	<b>388,700</b> 84:13	<b>6</b>
<b>1</b> 34:11,12,14	<b>200,000</b> 36:9	<b>4</b>	<b>6</b> 62:18
<b>1,288</b> 18:18	55:15 60:3	<b>40</b> 59:10	<b>6,000</b> 70:21
<b>1.5</b> 114:5	113:14 133:1	<b>400</b> 65:14	77:14 78:3
<b>10</b> 128:14	<b>200k</b> 73:14	<b>400,000</b> 38:16	81:15
<b>10,000</b> 69:14	<b>2022</b> 1:7 137:13	<b>41,700</b> 92:12	<b>6,500</b> 69:14
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113:14 133:18	<b>216</b> 115:17	<b>5</b> 56:5	<b>650,000</b> 27:9
<b>100,000</b> 40:5	<b>22</b> 18:16	<b>5,000</b> 44:8	<b>6:49</b> 136:1
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<b>11</b> 1:7	<b>25</b> 99:7	96:21 98:9	120:11
<b>110,000</b> 67:14	<b>25,000</b> 24:5	125:2 126:1	<b>750,000</b> 47:14
<b>12</b> 53:6	110:6	127:9 129:17	<b>8</b>
<b>125,000</b> 49:13	<b>250,000</b> 102:3	<b>500</b> 20:1 24:1	<b>8,700</b> 95:19
<b>13</b> 18:17 24:5	<b>275,000</b> 86:14	34:12 39:8	<b>80</b> 67:14 82:15
<b>13,000</b> 55:7,18	<b>28</b> 6:13	56:13 65:17	82:21
57:13 92:13	<b>287</b> 91:17	89:4 100:3	<b>80,000</b> 80:21
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<b>1362</b> 137:15	<b>3</b> 129:1	120:20 133:15	<b>860,000</b> 27:11
<b>14</b> 38:8	<b>3.233333</b> 4:2	<b>500,000</b> 14:19	100:15
<b>148,000</b> 42:6	<b>3.3</b> 2:19	22:3,17,19 25:6	<b>870,000</b> 84:19
<b>16</b> 137:20	<b>300</b> 47:14 84:11	36:8 40:4 84:16	<b>88</b> 85:2 91:3
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<b>18</b> 5:21	<b>300,000</b> 84:17	100:17 101:11	95:16,18 99:17
<b>180,000</b> 73:10	90:4,18 92:17	102:6 106:15	<b>88,000</b> 85:1
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<b>188,700</b> 55:19	<b>315</b> 73:18	126:20 127:7	<b>9</b>
56:10 66:1	<b>315,000</b> 80:11	133:16	<b>90</b> 89:7
<b>2</b>	<b>32</b> 18:15	<b>501,700</b> 34:15	<b>940,000</b> 27:13
<b>2</b> 19:10	<b>38</b> 98:14,15,16	55:14 92:8	100:16
<b>2,000</b> 67:9 69:1	99:11	125:13 126:5,9	<b>a</b>
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