


PROGRESS REPORT >> FREDERICK COUNTY, MD



An update
on the economy
of Frederick County,
where the glass is
MORE than half full...

A supplement to

THE DAILY RECORD

April 2010

Frederick County

Office of Economic Development

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>> Welcome to Frederick County

>> LAURIE BOYER, CECD

Executive Director

Frederick County Office of Economic Development



Despite the tough economic times faced throughout the nation, Frederick County's diverse industry sector has provided us with a "glass half-full" attitude in an otherwise gloomy period. While our unemployment rate has increased from 3.6 percent in 2008 to 6.1 percent in 2009, it still remains well below both the state and national averages. Growth industries for Frederick County over the past year included: Professional and Business Services, Education and Health Services, and Leisure and Hospitality.

Another important factor in the success of the state's largest county (663 square miles) is its location — within an hour of two major metropolitan areas, Washington, D.C., and Baltimore — plus, Frederick County is the northern anchor of the I-270 Technology Corridor. Our diverse economic base and vibrant business community are complemented by a culturally rich heritage, thriving arts community, picturesque countryside and an enviable quality of life.

At the Office of Economic Development (OED) we understand that Frederick County's present prosperity depends on retaining and supporting our existing businesses. Ongoing outreach and a full complement of coordinated business services are utilized to develop, maintain and grow Frederick County businesses and entrepreneurs. In addition to our unbeatable location, Frederick provides an abundance of highly skilled and well-educated workforce, an award winning K-12 and post-secondary educational system and an array of business associations and agencies to assist and foster the growth and success of businesses.

OED works with partner agencies, such as the City of Frederick Department of Economic Development, the Maryland Department of Business & Economic Development, the Frederick Innovative Technology Center Inc., and many others to develop programs and opportunities to proactively develop programs and initiatives so that the business community can continue to thrive and be successful.

As the contact for expanding and relocating businesses, OED assists businesses with all facets of their projects including site selection, permitting (including Fast Track permitting for qualified companies) and workforce & recruitment issues.

Frederick's diverse economy continues to grow because of the many outstanding advantages of doing business and the enviable quality of life that Frederick County offers.

We invite you to learn more at www.discoverfrederickmd.com.

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>> Frederick has the right **formula for success**

>> **HELEN RIDDLE**

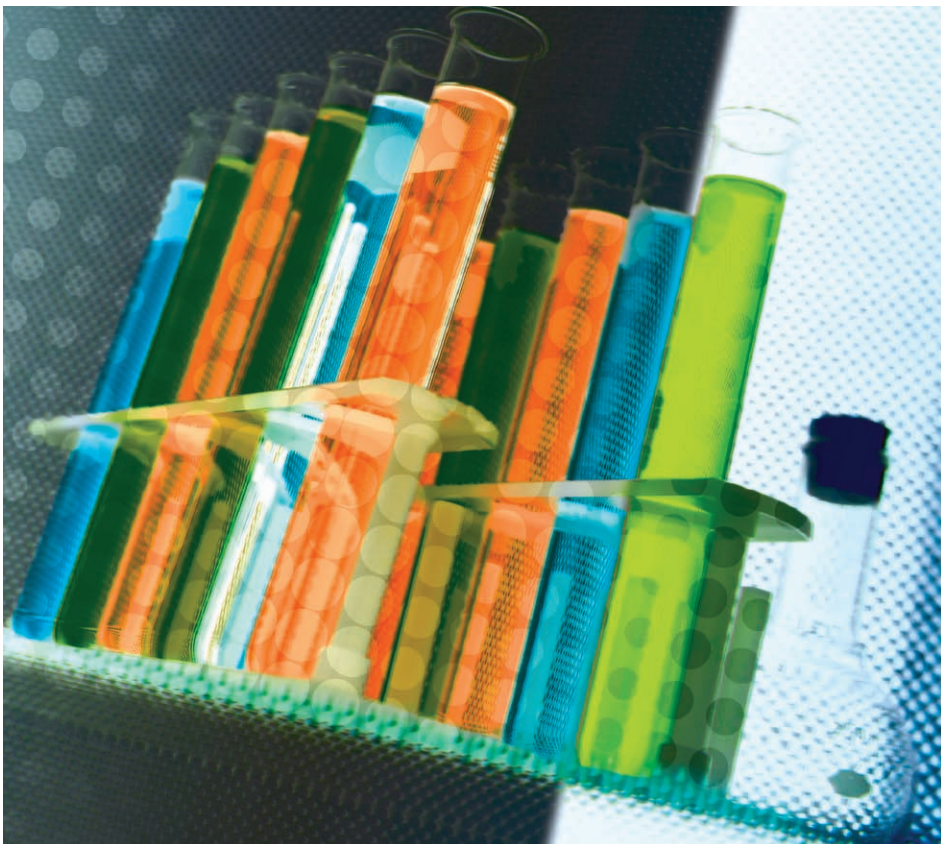
Deputy Director
Frederick County Office of
Economic Development

Frederick's formula for success is its location, transportation assets, highly skilled workforce, concentrated federal research and development facilities, biotechnology incubation and enviable quality of life. More than 70 biotech companies now call Frederick "home" and take advantage of a perfect formula for the life science industry. Tremendous growth has occurred over the past five years with considerable opportunities to come. Here is a sampling of our success:

A small but very healthy SA Biosciences Corp. has experienced a 250 percent growth rate since it was founded in 1998. The privately held manufacturer of disease-and-pathway-focused assay panels was recently acquired by QIAGEN, a Netherlands holding company and worldwide industry leader. SA Biosciences employs 90 people at its Frederick County facility. QIAGEN officials plan to expand the business and further grow the site as a Center of Excellence in biological content development.

MedImmune established a manufacturing center in the City of Frederick in 1997 with a 68,000-square-foot facility to produce Synagis. The firm, which now has 225 Frederick employees, has announced a 397,000-square-foot, \$250 million plant adjacent to its existing facility. The majority of construction on the facility will be completed in 2010, and production will begin to ramp up as FDA approvals wind down. The plant will bring several hundred new jobs and enhance MedImmune's internal manufacturing capabilities for monoclonal antibodies.

One of the bigger bio firms in the county is Lonza Bioscience in Walkersville, which is headquartered in Switzerland and touted as one of the world's largest



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More than 70 biotech companies call Frederick home.

suppliers to the pharmaceutical, life sciences and health care industries. The company, which employs 450 people locally, is putting the finishing touches on a \$26 million expansion project spurred by a growing market for its cell therapy program. Lonza's 115-acre site consists of its original warehouse and a brand new 45,000-square-foot building. The expansion houses three cell production facilities complete with clean rooms.

With a groundbreaking in 2009, the

development of the National Cancer Institute's 330,000-square-foot Advanced Technology Research Facility (ATRF) at Riverside Research Park is well underway. The range of operations encompasses proteomics, genomics and other translational research disciplines, including a bio-pharmaceutical manufacturing capability. What's more, the 62-acre campus has room to expand by another 570,000 square feet, targeted for life science and advanced technology partners.

>> Frederick County's manufacturers **MAKE** business work

>> JODIE BOLLINGER

Business Development Specialist
Frederick County Office of Economic Development

Frederick County's manufacturing industry

Frederick County has approximately 210 manufacturing firms employing over 5,700 people and paying an average of approximately \$387 million in annual wages. Manufacturing represents about seven percent of the private sector employment in Frederick County. The average weekly wage per worker in this sector is \$1,307, an increase of \$160 over the past five years. Frederick County manufacturing jobs pay 25 percent more than the average annual wage per worker in the private sector.

The county's largest manufacturers include Canam Steel Corp., Carter Control Systems, EDCO, Fairchild Controls, The Frederick News Post, Galaxy Control Systems, McCutcheon's Apple Products, MedImmune, Moore Wallace BCS, Trans-Tech, Stulz Air Technology Systems and Wright Commercial Products.

Frederick County's manufacturing industry has followed the national decline in employment over the years but on a positive note, there are industries within the manufacturing sector that saw significant employment growth over the past five years. These industries include: computers and peripheral equipment (267%); commercial and service industry machinery (245%); aerospace product and parts manufacturing (193%); wineries (135%); and pharmaceutical and medicine manufacturing (80%).

Manufacturing represents about

7 percent

of private sector employment.

Canam Steel Corp. 2009 Creative Business Planning Firm of the Year

The Frederick County Office of Economic Development (OED) and the Frederick County Business Development Advisory Council (BDAC) held their Annual Business Reception and named Canam Steel Corp. the 2009 Creative Business Planning Firm of the Year. Over 250 Frederick County business representatives, elected officials and community partners were in attendance.

"We wanted to recognize and highlight Frederick County companies that have employed creativity within their organization so that they are able to embrace the future in a positive, progressive and sustainable manner," said Laurie Boyer, OED executive director. "Fostering the power of creativity and embracing it as an organization is crucial to the success of any organization. And we support, encourage and applaud those taking the lead in this arena."

Canam Steel Corp. is a longtime Frederick County manufacturing company that has strategically expanded and taken on a completely new line of work to embrace the future. In response to the decline in the steel joist market, Canam redesigned its business plan to include bridge fabrication in the company portfolio to remain competitive in



Equipment Development Company was founded in 1959 and is a manufacturer of surface preparation and professional sawing equipment.

this global marketplace. The Point of Rocks facility was recently certified by the American Institute of Steel Construction.

Canam Steel is a wholly owned subsidiary of Canam Group, Inc. which is a Canadian publicly traded company with 12 locations across North America. The firm focuses on structural steel fabrication for buildings and bridges. They are considered the largest bridge producer through their parent company in Canada.

According to Sam Blatchford, president of Canam's U.S. Division, "Our expansion will bring jobs to Frederick Manufacturing page 5 >>

>> Frederick County agriculture

— A growing commodity



In 2010, FFA alumni, current FFA members and the Campbell Soup Co. will be wielding paintbrushes and hammers as they begin to renovate this historic barn, built in 1856 at the Just Wait and See Farm.

>> COLBY FERGUSON

Business Development Specialist
Frederick County Office of Economic Development

What's new and improved in Frederick County agriculture

Local, direct-marketed agriculture is quickly becoming the future of the industry in Frederick County; the method of delivery is now more diversified. A few years ago, the primary method for the consumer to buy home

grown produce was to go to a farmers' market. Today, the consumer can still go to a farmers' market, but can also purchase locally grown products at most grocery stores. Additional methods include: becoming a member of a co-op, buying online, visiting a market set up at a farm or signing up as a member of a local Community Supported Agriculture (CSA) program. The general public has embraced the need to make sure there is the ability to pur-

chase locally, especially after the 2008 rise in foreign oil prices that dramatically increased the price of gas.

With the public's new movement into locally grown agriculture, the farming community is working hard to be a part of the trend. In the spring of 2009, the Frederick County Board of Commissioners approved a zoning ordinance rewrite that alleviated many land-use issues that farmers were encountering while trying to

transition to this new type of direct-marketing agriculture. Some of the changes include: the creation of farm brewery and guest-farm land-use definitions; creating the ability for renewable energy generation through wind, solar and biomass operations; and expanding the definitions of agriculture activity, roadside stands and horse boarding facilities.

As technologies improve and regulations are streamlined, the ability of Frederick County farmers to supply the citizens in the region with fresh, locally grown and harvested food will lessen our demand on foreign products and further secure our food supply. The future looks bright for direct-marketing agriculture!

Just Wait and See Farm

In 2010, FFA alumni, current FFA members and the Campbell Soup Co. will be wielding paintbrushes and hammers as they begin to renovate an historic barn built in 1856 at the Just Wait and See Farm. The farm is located outside Union Bridge, Md., on the

Frederick/Carroll county line. The barn, which was selected by the public through an online voting process as part of Campbell's "Help Grow Your Soup" campaign, will be renovated and preserved. Of the more than 350,000 ballots cast for 10 nominated barns, the Just Wait and See Farm's garnered more than 54,000 votes.

Originally, the barn was used as a traditional bank barn with hay and grain storage on the upper level, while cows and horses were kept on the lower level. It is currently being used for a beef and calf operation. The local government, including the Frederick County Office of Economic Development, is

very excited about restoring this barn, which would in turn help preserve it for the next generation and continue to educate the public about the importance of sustainable agriculture and open space.

Campbell's is dedicated to the future of the American agriculture industry, and the "Help Grow Your Soup" campaign is testament to that endeavor. Throughout the campaign, the company donated \$500,000 to the National FFA Organization to promote educational programs that help students explore the many opportunities that modern agriculture offers and become future leaders in the industry.

The future looks bright
for direct marketing agriculture

>> Manufacturing cont. from 3

County, allow us to be an exporter of our labor, skills and services, and guarantees jobs for the future for Frederick County residents."

Made in Frederick County: Manufacturing Lunch, Learn and Tour events

Frederick County's manufacturing industry remains a vital component to Frederick as well as the state of Maryland's economy. To assist the local manufacturing industry, the Frederick County Office of Economic Development (OED) partners with the Frederick County Manufactures Roundtable (FCMR) to educate, and to promote and provide resources and networking opportunities, for the manufacturing community. FCMR is a voluntary-membership organization consisting of representatives from local manufacturing companies who meet to discuss ways to improve the competitiveness of

the industry in Frederick County.

OED and FCMR hold Lunch, Learn and Tour (LLT) events throughout the year. A local manufacturing company hosts each event and provides a tour of its facility. In May 2009, OED partnered with FCMR and held an LLT event at Equipment Development Company (EDCO). The topic was "Strategies to Survive the Current Economy." Located on Thomas Johnson Drive, EDCO was founded in 1959 and is a manufacturer of surface preparation and professional sawing equipment, currently employing 62 workers in Frederick.

In November 2009, an LLT event was held at the Frederick News-Post manufacturing/production facility. Topics included a session on the "Future of Newspaper Manufacturing." Since the 1880s, the Frederick News-Post has been an integral part of the history and growth in Frederick County. The Frederick News-Post,

which currently employs 220 employees, recently built a 144,000-square-foot facility. Participants of the LLT event were given a tour of the structure.



Since the 1880s, the Frederick News-Post has been an integral part of the history and growth of Frederick County.

>> Fort Detrick and the Fort Detrick Business Development Office

>> **SHELIA D. WASHINGTON**
Director

Fort Detrick, in Frederick Md., is a premier multi-services installation committed to excellence. As an Army Medical Installation, it is home to the United States Army Medical Research and Materiel Command (USAMRMC), the National Cancer Institute (NCI-Frederick) and over 40 mission partners. Each branch of the U.S. military is represented among the approximately 8,500 military, federal and contractor employees assigned at Fort Detrick.

Fort Detrick's primary missions include biomedical research and development, medical materiel management and global telecommunications. It is also home to a National Interagency Confederation for Biological Research and National Interagency Biodefense Campus. The base occupies approximately 3 million square feet and houses more than 200 buildings. At least seven major projects are underway at Fort Detrick, with an estimated \$2 billion in construction work over the next three years. Fort Detrick is also the largest employer in Frederick County, and officials anticipate an increase of approximately 1,300 additional jobs over the next decade.

The Fort Detrick Business Development Office (FDBDO) acts as a liaison between Fort Detrick and the business community in establishing partnerships between local companies, community organizations and the mission partners located at Fort Detrick. The FDBDO provides, at no cost to businesses, assistance with solving the complex network of federal procurement and helps companies strategically define their processes, relationships and expertise necessary to pursue and secure government contracts — particularly at Fort Detrick. The FDBDO operates through a performance-based contract awarded by the U.S. Army's Contracting Activity, USAMRAA, at Fort Detrick. The office consists of three contractors, the director, a business develop-

ment specialist and an office manager. Partners from the USAMRMC Office of Small Business Programs and the Frederick County Office of Economic Development also have representatives in the office.

There are approximately 3,500 businesses registered with the FDBDO. All receive training, counseling and advice on the ever-changing tapestry of federal procure-

ment. Registered vendors receive a monthly networking newsletter, business opportunities, forecasts of anticipated business opportunities, possible inclusion on market research for the contracting agencies at Fort Detrick and the mission partners, pro-active business development assistance and outsourcing to other appropriate agencies and resources.

During fiscal year 2009, according to

the Office of Small Business Programs, there were approximately 7,226 contract actions at Fort Detrick, of which 3,749 were awarded to small businesses. White papers from 110 businesses were submitted for the Fort Detrick Technology Transfer Initiative (FDTTI), and 26 were awarded

\$50,000 grants. The FDBDO provides support for access to needed emerging technologies and assists in developing opportunities for business col-

laboration and small-business subcontracting prospects. This exchange of technology and business activities encourages the stimulation of economic growth on a local, state, and national basis.

Prospective contractors who are interested in marketing their relevant products, services and business solutions should register with the FDBDO. Please visit www.fdbdo.com or call 301-620-7071.



>> Fort Detrick Alliance

The Fort Detrick Alliance Inc. was founded in 2003 as an independent, non-profit 501 agency. The Alliance is led by the board president, Dr. Anna Johnson-Winegar, Executive Director Christine Demas and a very capable and passionate volunteer Board of Directors. The Fort Detrick Alliance will continue to work to build and strengthen relationships between Fort Detrick and the community — working diligently to foster communication with, and build community understanding of, the diverse organizations housed at Fort Detrick and their missions.

The Fort Detrick Alliance:

- Acts to provide fact-based information to elected officials and the public about Fort Detrick's activities and accomplishments and serves as an ombudsman on many Fort

Detrick matters that concern the region.

- Is an aid to economic development by informing the business community about the needs of the federal agencies located at Fort Detrick.
- Is an advocate on issues that affect Fort Detrick or those that deal with important contributions in cancer research, biological research and vaccine development, medical protection of the nation's Armed Forces and civilian community, agriculture and global communications.

The Alliance sponsorship has grown to over 140 sponsors. It is through this continued support that the Alliance becomes stronger and even better able to provide a return on the sponsor's investment. For more information about the Alliance, visit www.fortdetrickalliance.org.

>> FITCI - Frederick Innovative Technology Center innovation and job creation

Frederick Innovative Technology Center Inc. (FITCI), Frederick County's first business incubation program, opened its doors in February 2005. FITCI is a nonprofit organization created to support local entrepreneurs seeking office and laboratory space, and entrepreneurial support services. To date FITCI clients have generated over 200 new high-tech, high-paying jobs within Frederick County. Its biotech clients and graduates represent over 20 percent of all of the biotech companies operating in Frederick.

The creation and ongoing operation of its facility is the result of collaborative efforts and support from Frederick County, the City of Frederick, Hood College, the State of Maryland, TEDCO and the private sector. The organization provides a full-service environment for information technology, biotechnology and now the renewable-energy sector for starting new businesses. In addition to a "turn-key" facility and infrastructure, FITCI also provides an array of entrepreneur support programs including: a formal mentorship program; business consulting; funding acquisition assistance; and entrepreneurial training and education.

According to FITCI Executive Director and President Michael Dailey, "FITCI has exceeded everyone's expectations due to the large demand from the community and the tremendous amount of technology opportunities within Frederick County. FITCI clients have generated close to a 300 percent return on investment for Frederick County since FITCI's inception. Frederick is quickly becoming a regional haven for entrepreneurial activity. FITCI currently has close to 30 clients enrolled in its entrepreneurial support program at its locations and is still growing."

FITCI clients create significant economic stimulus for the local region by hiring new employees, according to



>>PHOTOS.COM

Dailey. "I have clients that have started with one or two employees and by the time they graduate, have hired as many as 20 new employees at above-average salaries for Frederick County," he stated.

Much of the demand for FITCI's programs and services comes from the scientists and technologists located at Fort Detrick working in the life sciences and information technology sectors. FITCI is in close proximity to the base, one of

the nation's premier federal research labs. According to Dailey, "Fort Detrick's federally funded research and development activity is a major source of innovation for entrepreneurs and FITCI is in a unique position to help local companies capitalize on those opportunities. FITCI's location offers government researchers an opportunity to explore their entrepreneurial interests without going too far from home. Close to two-thirds of the clients we currently assist have an active collaboration with a Fort Detrick tenant. We have clients working with the National Cancer Institute (NCI), the National Institute of Allergies and Infectious Diseases (NIAID), the United States Medical Research and Materiel Command (USMRMC) and the United States Medical Research Institute of Infectious Diseases (USMRIID), among others, and all of these agencies have a presence on Fort Detrick."

While the companies located at FITCI are all in the technology field, they are as diverse as the customers they serve. They range from small information technology companies developing exciting new IT applications to sophisticated life science companies developing the next generation of diagnostics or therapeutic products. But, no matter how different each technology firm may be from the other, FITCI clients all have one thing in common — the desire and drive to be successful Frederick County businesses, employing county residents.

For additional information about
FITCI or its client companies,
please visit www.fitci.org or call 301-694-2999.



>> Small Business Development Center

reaches out with training, counseling and forums

>> **CHRIS OLSON**
SBDC Consultant

The Small Business Development Center (SBDC) continues to serve the local marketplace with a variety of services to would-be and existing business owners. SBDC presents its popular SmartStart-Introduction to Start Your Own Business seminar to more than 500 hopeful entrepreneurs each year. It consults directly with as many as 30 clients a month, providing no-charge one-on-one counseling on a variety of issues, including marketing, financing and strategic business plan development.

SBDC is affiliated with several business support organizations in Frederick County and has an active hand in operating at least three of them:

The Frederick Entrepreneur Support Network (FrederickESN.org) is a collaboration of more than 20 business support organizations. The ESN promotes the existence and services of these organizations through promotional events, a website, printed materials and press releases. SBDC coordinates the organization's efforts.

The Entrepreneur Council of Frederick County presents the area's premier annual business awards program. It also sponsors a peer-to-peer CEOs roundtable and semi-annual venture capital forums. SBDC counselor Chris Olson currently serves as president of the Entrepreneur Council.

The Coalition of Chambers is a group of local business organizations, including the Mid-Atlantic Hispanic Chamber of Commerce, the Frederick County African-American Chamber of Commerce, the Frederick County Commission for Women and others. SBDC created the group, hosts its meetings, arranges guest speakers and moderates the meetings.

SBDC also participates regularly in programs presented by other organizations, such as the Frederick Innovative Technology Center Inc.'s lecture series and The City of Frederick Department of Economic Development's Small Business Toolkit.



Shab Row, in Frederick's Historic District, offers a unique shopping experience in beautifully renovated 19th century buildings.

In September 2009, SBDC presented a forum, "Getting the Most From Your Banker (in Changing Economic Times)." The well-attended forum enabled bankers and business owners to speak directly with one another regarding the challenges and opportunities they face in creating capital for businesses. The forum, as its title suggest, was to help business owners make the most of their banking relationships — in good times and bad.

After introductory remarks by Chris Olson of SBDC, Woodsboro Bank's Veronica Mozzano presented a lecture, "Getting the Most from Your Banker — An Introduction," which identified many of the underutilized services and benefits that a good banker can provide to her client. Next, HarVest Bank of Maryland's Rob Nickey presented "Company Analysis — A Banker's Perspective." Nickey described what bankers look for in a successful loan applicant and tools that lenders use to assess the ongoing financial health of a company, once the loan has been made. Business owners can use these tools to do their own self-assessments. The

final lecture was "Working with Your Bank in Difficult Times" by Gordon Cooley of PNC Bank. Cooley discussed various strategies that banks have available to help struggling companies continue to service their loans.

Finally, a question-and-answer forum, moderated by Olson, enabled business owners to ask the bankers questions about the presentations as well as any other aspects of the banker/borrower relationship. Business owners had ample opportunity to make their views heard and the lenders had the opportunity to clear up many misconceptions about the lending process. Throughout the program, the need for good, continued communication was the most commonly mentioned theme. The forum, made possible by the Small Business Development Center, the Frederick County Office of Economic Development and the Frederick County Business Development Advisory Council, certainly took a major step forward in fostering that communication between banker and borrower.

>> Main Street Maryland

>> RANDY GRAY

Business Development Specialist
Frederick County Office of
Economic Development

Nestled among the confines of Maryland's largest county — Frederick County is 663 square miles — are five of the state's 23 designated Main Street Maryland communities. The program, created in 1998 by the Maryland Department of Housing and Community Development, is a comprehensive downtown revitalization effort that strives to strengthen the economic potential of so-called traditional main streets and business communities. The initiative was modeled after a program begun in 1980 by the National Trust for Historic Preservation; it has been implemented in more than 1,700 communities, resulting in nearly 60,000 new businesses and 200,000 new jobs.

The latest Frederick County entry in the program is the town of Middletown, a rural community located in a stunningly beautiful valley between the Catoclin Mountains to the east and South Mountain to the west. Middletown found its roots during the early years of Colonial American history; George Washington remarked that the Middletown Valley was one of the most beautiful places he had ever seen. In 2009, its first year of existence, the Main Street Middletown program focused on several goals: improving the appearance of downtown; promoting Middletown as a destination for working, living, shopping and playing; and strengthening the town's existing economic base while recruiting new businesses and investors. To date, Main Street Middletown has received over \$20,000 in grants to promote local businesses and improve the appearance of the town's business district.

For more information, visit the organization's website:
www.mainstreetmiddletown.org

Thurmont, perched on the outskirts of the Catoclin Mountains in the northern part of the county, is also relatively



new to the program. State authorities, in 2005, presented the designation certificate to a very appreciative group of Thurmont officials and business people. "We continue to work hard to bolster our economic viability and to help all of our existing business owners as well as new entrepreneurs," said Nancy Poss, Thurmont Main Street manager. The town is home to approximately 170 thriving businesses. To learn more, please view the Thurmont Main Street website: www.thurmontfirst.com

On the eastern side of Frederick County, straddling the Carroll County line, is another Main Street Maryland community. The town of Mount Airy was awarded the designation in 2004. The downtown area is a dynamic mix of locally owned shops and service providers. Main Street in Mount Airy offers everything from antique stores to a day spa to various interests for the hobbyist. To date, there are nearly 400 businesses in town.

For more information on the town's Main Street organization, please visit its website: www.mountainairymainstreet.org

Known for its railroad history, the town of Brunswick was also named a Main Street Maryland community in 2004, thanks to a dedicated group of business people and local officials who felt it was time to beef up the town's downtown

business district. "We have seen an increase in the number of merchants opening shops in downtown Brunswick and an even larger number of inquiries from large and small companies considering moving to town," said Mayor Carroll Jones. Currently, 210 businesses are located in Brunswick.

To find out more, visit:

www.brunswickmainstreet.org

Hailed as a Great American Main Street Award winner in 2005, the City of Frederick's downtown area is home to more than 600 businesses and 5,000 employees. A state-designated Arts and Entertainment District, Frederick was named one of a dozen Distinct Destinations by the National Trust for Historic Preservation in 2002. The city received its Main Street designation in 2001. (Please see separate article on the City of Frederick.)

Only 23 cities or towns carry the Main Street Maryland designation, which requires: a minimum population of 1,000, a commitment to hire a program manager and a defined central business district, among other criteria. While the term Main Street Community may mean different things to different people ... in Frederick County it means an emphasis on a high quality of life for those who live and work here.

>> The City of Frederick

>> HEATHER GRAMM

Business Development Specialist
The City of Frederick Department
of Economic Development (DED)

The City of Frederick is the hub of arts, culture and commerce in Frederick County. Anchoring the northern end of the I-270 Technology Corridor, Frederick City's business community has grown to nearly 3,500 businesses employing 49,000 people. A diverse economic base, consisting of bioscience, technology, manufacturing, professional services and tourism, provides a stable source of employment opportunity within the Washington metro area.

Despite the economic challenges of the past 18 months, Frederick's dynamic business community remains strong and continues to see tremendous growth in the high-tech sectors of the economy. In 2009, the National Cancer Institute-Frederick began construction of NCI@Riverside, a 330,000-square-foot R&D facility at Riverside Research Park. An additional 470,000 square feet is planned at Riverside for future partners, both private industry and academia. MedImmune completed construction on its new \$250 million pharmaceutical manufacturing facility. Despite overall job loss in manufacturing and construction, industry sectors such as health care, education and professional & technical services realized job growth in 2009.

This thriving commercial activity is balanced by an enviable quality of life. Frederick's 62,000 residents enjoy shopping, dining, arts and entertainment offerings of Downtown Frederick, as well as Frederick Keys minor league baseball and outdoor recreational opportunities at a number of local, state and national parks. The City of Frederick embodies a unique blending of technology and innovation with deep-rooted history and culture.

Downtown Frederick is the largest contiguous historic district in Maryland and the location of choice of more than

600 businesses, which employ nearly 5,000 people in the professional services, government and retail sectors. Downtown is also home to a growing cluster of technology companies, drawn by the distinctive character of the historic district and the innovative spaces located within renovated buildings.

2010 marked the completion of the East Street road extension and new interchange along I-70, a new gateway into Downtown Frederick. The new East Street corridor is surrounded by the 65-acre Frederick Brickworks property. Zoned for mixed use, this property provides an exciting new opportunity for office, residential and retail development.

Several infill development projects are under construction along the East Street corridor, including the new 91,000-square-foot Board of Education headquarters building, historic renovation

for the Frederick Visitors Center and offices of the Tourism Council of Frederick County, and a new 400-space public parking garage. Additional infill projects are approved and poised to break ground in 2010, including the Galleria (residential/commercial mixed-use building), One Commerce Plaza (an 80,000-square-foot Class A office building) and two sites owned by Douglas Development totaling 168,000 square feet of office and retail space.

Rich quality of life, highly attractive location, skilled and educated workforce, entrepreneurial support and high-tech business incubation, and a concentration of federal research and development facilities — this is Frederick's formula for business success. To learn more about business opportunities in Frederick, Md., visit www.businessinfrederick.com or call DED at 301-600-6360.



>> Putting **people to work**

Frederick County Workforce Services



One of many successful job fairs held by Frederick County Workforce Services.

>> **JULIE ANDERSON, M.A.**

Marketing-Public Relations Manager
Frederick County Workforce Services

The struggling U.S. economy, business downsizing, and rising unemployment continued to make national headlines in 2009. In Frederick County the story was much the same, as the monthly rate of unemployment, while lower than the national average, reached the highest levels in more than a decade.

As part of a national network of One-Stop Career Centers, Frederick County Workforce Services (FCWS) was one of many organizations that directly experienced the impact of the changing economic climate in the past year. A greater number of job-seekers than ever before visited FCWS at the Business and Employment Center to take advantage of the wide range of programs and services available to dislocated workers, including but not limited to: career counseling,

assistance with resume and interview preparation, career training scholarships, and access to hundreds of job listings through the Maryland Workforce Exchange (www.mwejobs.com).

To meet the growing demand, FCWS made critical operational changes such as doubling the number of orientation classes offered in order to accommodate approximately 100 new customers per week. The organization also focused on developing new initiatives that provided customers with opportunities to connect directly with employers, such as monthly Lunch-N-Learn sessions with representatives of local industries; Employer Panel Discussions featuring hiring managers; and the Monday Morning Job Hunt segment on two local radio stations.



Frederick County Workforce Services strategically utilized federal American Recovery and Reinvestment Act (ARRA) funds in order to triple the number of customers enrolled in training programs in high-demand industries such as the health care field. At the completion of such training, participants acquire enhanced credentials and possess more marketable skills, increasing the likelihood of quick re-entry into the labor market. In 2009, 85.6 percent of FCWS customers who engaged in training programs found new employment opportunities. The FCWS website, www.frederickworks.com, features several of these success stories.

While FCWS always remains focused on its ultimate goal of linking individuals seeking employment opportunities with businesses in need of qualified employees, the staff recognizes that unemployment is very difficult to endure, and does its best to provide a great deal of encouragement, support — and hope.

According to FCWS Director Laurie Holden, “Our most effective tool in helping to connect citizens with employment opportunities is our committed staff. The positive encouragement of our staff and their tireless commitment to connect businesses and job-seekers helps Frederick County’s unemployment rate remain lower than the state of Maryland and the rest of the nation.”

>> Envisioning

the 21st century workforce

>> Ric Adams

President & CEO
Frederick County Chamber of Commerce

For the past several years, the Chamber has invited representatives from our local business, education, government, faith and cultural communities to join us in "Envisioning 2027." The goal of these annual strategic planning and brainstorming sessions is to both imagine and direct Frederick's future in a positive way.

One of the first initiatives to take shape was the Frederick County Business Roundtable for Education (FCBRE). This nonprofit partnership connects classroom learning and the workplace. Academic excellence is promoted by supporting educational initiatives within the school system. By providing ideas, perspective, and real-world experiences, students and teachers have greater opportunities for learning.

But what's in it for businesses? By participating in the Roundtable, the business community can do more than simply tell students and educators that

diverse educational backgrounds and skill sets are important. FCBRE provides internship and externship opportunities, so students and teachers can experience the workplace firsthand. Students are matched with businesses in their field of interest, and are paid for their internships. In the externship program, teachers work at a local business and connect their classroom curriculum to the application of concepts used in the workplace. Student and teacher participants also gain greater knowledge of the "soft skills" that help employees and managers find greater success in the business world.

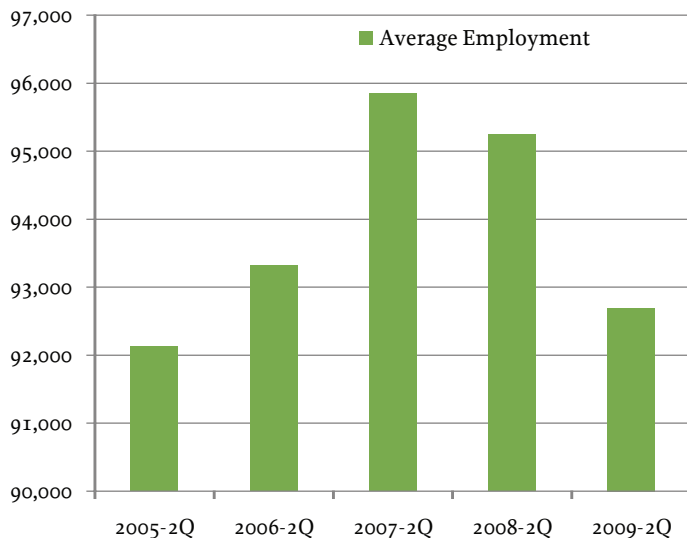
This year, FCBRE will hold its third annual FutureLink, a career conference open to public school, private school and home school sophomores. The event, held on the Frederick Community College campus, has grown from 250 to 400 students since 2008. Students attend interactive sessions presented by more than 40 Frederick-area businesses, where they learn about careers in technology, finance, health, construction, agricul-

ture, arts, media and other industries. Feedback from students has been so positive that younger students (and their parents) ask about this event months in advance.

As a business community, we're sometimes preoccupied with challenges we're facing in the present. By taking time to secure leadership, develop a strategic plan, and develop programs and fundraising for initiatives like FCBRE, we can ensure that Frederick County businesses have access to a high-quality, 21st century workforce. We can also ensure that Frederick County students have the skills and education they need to find and retain the best available jobs.

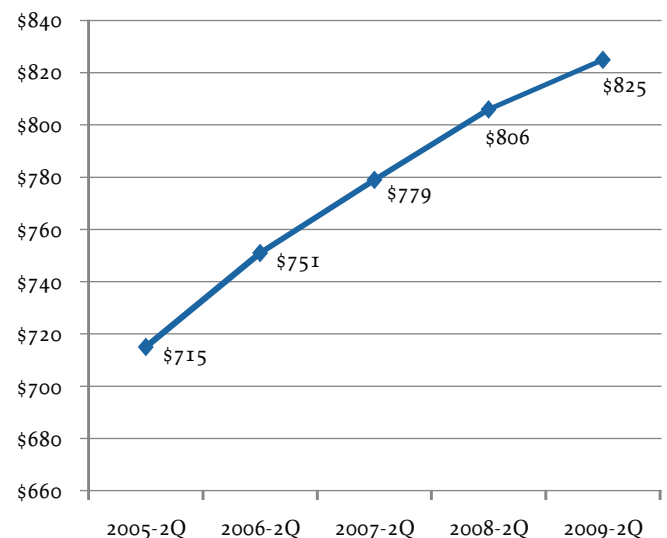
FCBRE is a 501(c)3 organization, with donations and funding managed by the Community Foundation of Frederick County. For more information about internships, externships, FutureLink, and other programs, or to offer support for FCBRE, contact Stacey Lowman, Roundtable Coordinator, at 301-682-9020 or slowman@frederickchamber.org.

Average Annual Employment Growth



Source: Maryland Department of Labor, Licensing and Regulation

Average Weekly Wage Per Worker



Source: Maryland Department of Labor, Licensing and Regulation

>> Environmental sustainability

>> HILARI B. VARNADORE

Director
Frederick County Office of
Environmental Sustainability

Establishing the Office of Environmental Sustainability (OES) in 2008 was a strong statement of the Board of County Commissioners' (BOCC) commitment to sustainability and the environment. The office provides a valuable mechanism for coordinating the efforts of county divisions/departments and for providing consistent communication between the county and the community at large.

The OES provides leadership and coordination on environmental sustainability issues. Internally, the office coordinates the Sustainable Action Team, a group of 32 staff members representing 23 divisions/agencies that are integrating sustainable practices into county operations through the development of a Sustainable Action Plan. The plan, to be completed in 2010, includes goals and actions within six program areas:

- Transportation alternatives
- Renewable energy and energy conservation
- Natural systems and green infrastructure
- Building standards and sustainable design
- Green purchasing
- Waste reduction and recycling

The OES provides a staff liaison to the Frederick County Sustainability Commission, a 13-member panel formally established by the BOCC to engage the broader community in the county's sustainability efforts. The BOCC recognized that building a sustainable future for Frederick County is not solely the work of government. There is a role for every member of the community, whether they are an individual, business, or organization. The commission consists of experts with

backgrounds in energy, agriculture, land use, green building, water quality, waste reduction, business, human/environmental health and grassroots efforts.

Recently, the OES was awarded \$660,000 by the U.S. Department of Energy to initiate green building, energy conservation and renewable energy programs. The grant supports a Greenhouse Gas Emissions Inventory, an energy-efficiency retrofit program for county buildings and facilities; a residential home energy audit program; energy audits for county buildings; a renewable-energy demon-

stration project at the Adult Detention Center; and creation of the Energy and Green Building Program in the OES. Education and outreach to Frederick County residents and businesses is a key component of the overall initiative.

The Board of County Commissioners, Sustainability Commission and Office of Environmental Sustainability would appreciate your feedback related to our efforts. The Sustainability Commission meets on the third Wednesday of the month at 3 p.m. at Winchester Hall. Their meetings are open to the public and their agenda includes a public comment period. Browse the OES web pages at www.frederickcountymd.gov/sustainability to get a sense of the breadth and scope of work being coordinated at the county.



>>PHOTOS.COM

>> OED unveils new website

complete with GIS and social media

>> RANDY GRAY

Business Development Specialist
Frederick County Office of
Economic Development

In 2009, the Frederick County Office of Economic Development unveiled an updated website complete with a news blog, Twitter feed and GIS mapping tool at discoverfrederickmd.com. The idea behind the new website was not only to freshen up existing marketing material, but also to make it more user-friendly and interactive.

While OED's target audience is diverse, the website is predominantly aimed at providing information to businesses, site selectors and commercial real estate brokers. The new website emphasizes OED's targeted industries of advanced technology, bioscience, renewable-sustainable companies, agriculture and manufacturing. Each is highlighted through vibrant photos and links to pertinent information and resources. The news blog and Twitter account were added to help us better keep in touch with existing and perspective businesses. The GIS mapping tool allows viewers to learn about business parks and retail centers in Frederick County. This feature includes information on zoning and property types, proximity to major roads, water and sewer availability and aerial views. Demographic data and traffic count statistics can also be found with the tool. Incidentally, the mapping application received the Public Technology Institute's 2008-2009 Technology Solutions Award for GIS.

The website is innovative and visually appealing, with easy-to-navigate links, audio/video capabilities, news blog and Twitter feed. The home page includes a clear and concise directory to help viewers move easily through the site. The business parks and retail centers mapping application was designed



>>PHOTOS.COM

as a way for OED to provide information quickly and efficiently to interested businesses, real estate professionals, consultants and others within Frederick County. Users have the ability to search for available commercial space and building lots within the county based on site specific criteria, i.e., size or property use, as well as receive detailed information regarding the proximity to other businesses and services within the area. OED's website has numerous features, including:

- Social media: a news blog and Twitter feed are on the home page in an effort to keep viewers informed and engaged with our efforts.
- GIS: shows developers, real estate brokers and others what's happening in local retail centers and business parks.
- Industry support: shows OED's targeted industries of (and provides a direct link

to) bioscience, advanced technology, agriculture, manufacturing and renewable/sustainable "green" projects.

- Business directory: a database with information on more than 8,000 companies. Searchers can easily view our "Top Employers," or search via SIC industry codes.

- Google site search: allows viewers to quickly find a company, industry sector, statistics or other information located on the website.

- Video capabilities: recorded interviews with OED officials allow viewers to easily see and hear about economic development news, trends, projects and more.

Business executives, developers, researchers, marketers and others are able to navigate effectively and efficiently throughout the website. See the changes for yourself at www.discoverfrederickmd.com.



>> Another big success for Business Appreciation Week

Frederick County's "Quality of Life" was the top benefit listed by dozens of local businesses in an informal poll. The beauty of the Catoctin Mountains, the abundance of rolling farmland, the thriving downtown commercial district and the quaint charm of historic small towns were all mentioned as positive attributes for conducting business in the county. Business Appreciation Week is an annual event coordinated by the Frederick County Office of Economic Development (OED) as a way to thank local businesses for all that they contribute to the local economy and community in general. While OED visits many companies throughout the year, this special weeklong effort highlights the value of existing businesses. Thirty-nine percent of the companies visited during the ninth annual Business Appreciation Week program said the county's intrinsic qualities are a great advantage for their bottom line. One hundred businesses were visited by 62 volunteer ambassadors during the weeklong event. Frederick County's superb location, at the northern tier of the technology corridor, garnered 37 percent of the vote. Many business owners said the fact that the county is equidistant between Washington, D.C., and Baltimore surely helps the local economy.

>> New BDAC leadership

By a unanimous decision the Frederick County Business Development Advisory Council (BDAC) appointed Mike Kidder as chairman and Veronica Mozzano as vice-chairman of the organization, which advises the Frederick County Board of Commissioners and the Office of Economic Development (OED) on economic matters. Kidder, a member of BDAC for four years, works with Bechtel Corporation's communications staff and manages community outreach activities in the Frederick area. "All of us on BDAC look forward to continuing to share ideas, suggestions and creative approaches with the county commissioners to address concerns and issues facing the business community, especially during these challenging times."



Business visit to Ramar Moving Systems

>> OED wins "Top 5"

Award of Excellence

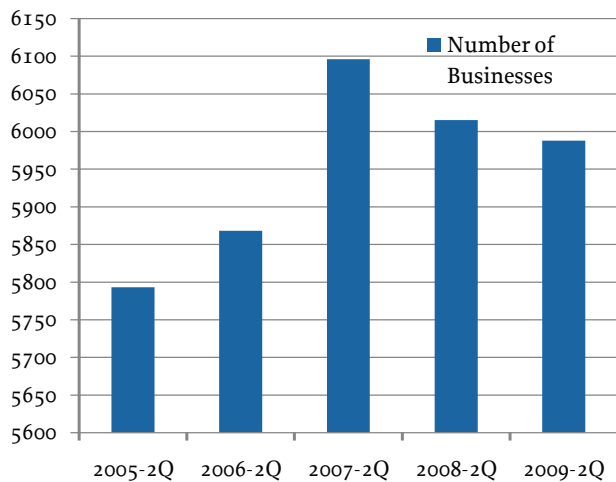
Expansion Solutions Magazine, a national business site-selection publication, has announced its Third Annual "Top Five" Awards of Excellence. The Frederick County Office of Economic Development (OED) has been honored for what the magazine calls "exceptional progress and potential in the field — by successfully recruiting, retaining and assisting growing businesses." Awards were given in six industries: automotive, biotechnology, high technology, logistics, ports and warehouse distribution. Frederick County won in the field of biotechnology. To read about the awards in the latest edition of Expansion Solutions Magazine, visit its website: www.ExpansionSolutionsMagazine.com.

>> Frederick County's, major employers

Company	Industry	Employees
Fort Detrick Campus (Army, National Cancer Institute and other tenants)	Army, National Cancer Institute and tenants	8,460
Frederick County Board of Education	Public Education	5,384
Frederick County Government	County Government	2,521
Frederick Memorial Healthcare System	Comprehensive Health Care	2,281
Bechtel Corporation	Headquarters - Global Engineering, Construction & Telecommunications	2,203
SAIC-Frederick	Medical Research	1,670
Wells Fargo Home Mortgage	Mortgage Loans & Service Center	1,500
CitiMortgage	Operations Center	900
Frederick Community College	Two-Year College	899
Frederick City Government	Municipal Government	852
United Health Care	Insurance	832
State Farm Insurance Co.	Regional Headquarters	793
Wal-Mart	Consumer Goods	700
National Emergency Training Center (US Fire Academy, FEMA, and other tenants)	Federal Government	577
Chase Card Services	Operations Center	575
Mount Saint Mary's University	Four-Year College	511
Home Call	In-Home Medical Services	480
Lonza Bio Science Walkersville, Inc	Biological Products	450
Hood College	Four Year College	414
Moore Wallace BCS	Business Documents	387
Plamondon Companies	Hospitality (Hotels, Restaurants & Restaurant Management)	361
Frederick County Family YMCA	Recreation and Sports Center	350
NVR, Inc	Building Products	350
Home Depot	Retail Stores	330
Stulz Air Technology Systems, Inc.	Manufacturer, Commercial Air Conditioners and Dehumidifiers	280
Homewood Retirement Center	Retirement Community	275
Richard F. Kline	Asphalt Contractors	275
Experient	Conference Services	270
Canam Steel Corporation	Steel Joists and Trusses	266
Trans-Tech	Ceramic Components	260
Toys-R-Us	Toy Distribution Warehouse & Retail Store	260
Tyler Companies	Real Estate, HVAC and Mechanical Contracting Services	250
Fountain Rock Management Group Corp	Restaurant Management Services	250
Fannie Mae	Home Loan Products - Data Center	250
Life Technologies	Biotech Research	250
BB&T	Full Service Community Bank	242
Morgan Keller	General Contractors	240
MedImmune	BioTech Manufacturing	235
Costco Wholesale	Wholesale General Products	232
Verizon	Telecommunications	226
PNC Bank	Banking Headquarters & Regional Branches	226
Frederick News-Post	County Daily Newspaper	221
Tamko Roofing Products	Asphalt Shingle & Coating Materials Mfg	213
AOPA	Aircraft Owners and Pilots Association	200

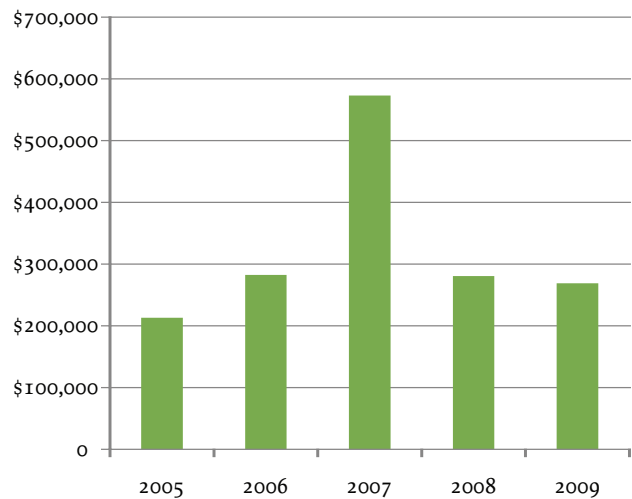
>> Frederick County, by the numbers

Annual Business Growth



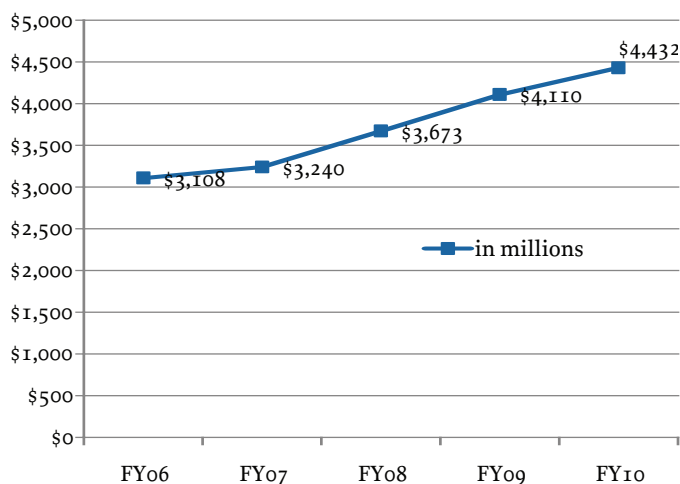
Source: Maryland Department of Labor, Licensing and Regulation

Dollar Value of Commercial Permits



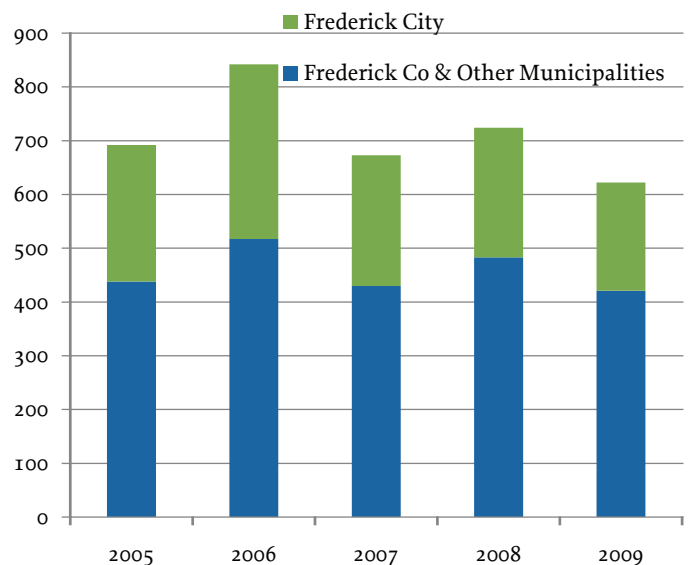
Source: Frederick County Division of Planning

Commercial Assessable Tax Base

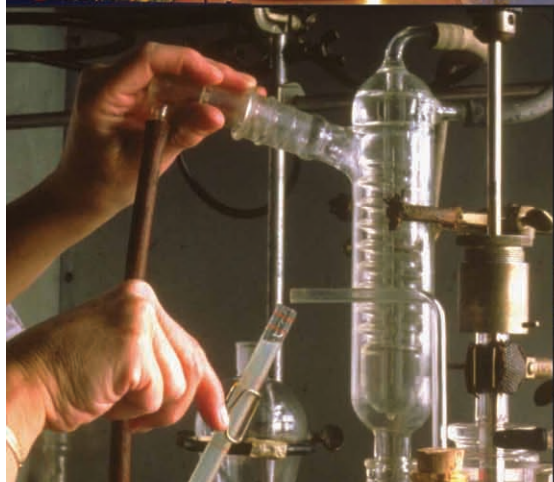


Source: Maryland Department of Assessments and Taxation

Number of Commercial & Industrial Permits



Source: Frederick County Division of Planning



INNOVATION Creativity OPPORTUNITY

- Technology Leader
- Entrepreneur Support
- Business Incubators
- Strategic Location
- Specialized Business Programs
- Prime Commercial Properties
- Highly Skilled Workforce
- Diversified Agribusinesses
- Thriving Arts Hub

FREDERICK COUNTY, MARYLAND
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No matter what your perspective, it all points to Frederick County, MD