

Annual Event Honors Diverse Businesses and Volunteer of the Year

The Frederick County Business Development Advisory Council (BDAC) and the Frederick County Office of Economic Development (OED) held their Annual Business Reception on November 20th at Martin's in Walkersville.

Over 250 Frederick County business representatives, elected officials and community partners attended this year's event. A brief awards ceremony was held honoring four unique and diverse businesses, representing our four

target industries: Manufacturing, Advanced Technology, Life Sciences and Agriculture. OED also honored six entrepreneurial firms that have graduated from

the Frederick Innovative Technology Center (FITCI) this year. The last award was given to a Frederick County citizen for Volunteer of the Year.



Photo (Left to Right): Sean Yu and Li Shen (SABiosciences), Amy Damoulakis and Nick Damoulakis (Orases Consulting), Laurie Boyer (OED), Bill Wright and Sean Wolf (Wright Manufacturing), Anthony Aellen and Mary Ann Aellen (Linganore Wincellars-Berrywine Plantations).

The 2008 Frederick County Manufacturing Firm of the Year was presented to Wright Manufacturing, and the 2008 Frederick County Life Sciences Firm of the Year went to SABiosciences. The 2008 Frederick County Technology Firm of the Year

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Riverside Research Park makes way for NCI/SAIC-Frederick. See page 2 to read more about this exciting project.

Farmers' Market Study Reveals Markets' Impact on Local Economy

Frederick County farmers' markets are not only a great place to get fresh produce, flowers and baked goods, they also have an estimated \$2.7 million economic impact on Frederick County's economy.

With one of the strongest agricultural economies in Maryland, a growing population and a growing interest in locally grown products, it seems that farmers' markets in Frederick County are a perfect fit with the local community and economy. To measure the total value of farmers'

markets in the area, the Frederick County Office of Economic Development (OED) conducted a study during the 2008 farmers' market season to measure the economic impact of the nine farmers' markets in Frederick County. "Direct, indirect and anecdotal impact on vendors, customers and communities in which they operate were examined", said OED's Research Coordinator Sandy Wagerman.

Overall, an estimated 37,420 people visited Frederick County farmers' mar-

kets during the 2008 season and spent an average of \$18.78 per visit and 30% of them spent an additional \$17.75 at nearby businesses as a result of their visit to the market. This information helps support the idea that farmers' markets are also a boost to the local businesses. Combined projected annual gross receipts for all of the markets exceeded \$948,000 and projected gross annual receipts at businesses nearby the

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The Frederick County Office of Economic Development (OED) was created by the Frederick County Board of County Commissioners (BOCC) to initiate new programs, work with existing industry and attract those industries that would create value and wealth for the county. Address all inquiries to: Frederick County Office of Economic Development, 5340 Spectrum Drive, Suite A, Frederick, MD 21703, Phone: 301-600-1578, Fax: 301-600-2340, or email: info@discoverfrederickmd.com

Discovering Frederick County

Director's Corner

Frederick County is blessed with a unique and diverse business community! During this holiday season, and throughout the year, we encourage you to support our local retail and restaurant establishments and buy locally. By doing so, you help preserve and grow our diverse economy. Frederick County businesses offer a broad range of gift-giving ideas, including: home décor items, antiques, jewelry, electronics, sporting goods, great foods and clothing, casual and fine dining opportunities, along with many other unique offerings.

For local gift-giving ideas, we encourage you to visit our website at discoverfrederickmd.com. Our "Homegrown Here" and "Buy Local, Buy Fresh" campaigns are exciting and consumer-friendly. The Virtual Farmers' Market link is designed for Frederick County agricultural producers to sell and promote their products online. Additionally, you may want to visit the Tourism Council of Frederick County's website at www.fredericktourism.org for shopping and dining suggestions and to find out about festive holiday events, and other great events throughout the year.

More Reasons to Buy Local

- Local businesses produce more income, jobs, and tax receipts for local communities.
- Local businesses are more likely to utilize local advertising opportunities, banks and other services.
- Local businesses tend to donate more money to nonprofits and are more accountable to their local communities.
- Supporting local businesses preserves the economic diversity of our communities and the unique character of our neighborhoods.
- Entrepreneurship fuels our nation's innovation and prosperity, providing for a broad range of product diversity.
- Supporting local businesses is good for the environment, because it cuts down on fuel consumption, reducing the need to ship goods from thousands of miles away and also cutting down on the distances shoppers travel.

Thank you for supporting our local economy - we hope you have a wonderful holiday season and a prosperous & happy New Year!

Laurie M. Boyer

Executive Director

Team Represents Frederick at Trade Show to Recruit IT Firms

With Advanced Technology being one of our targeted industries, representatives from the Frederick County Office of Economic Development (OED) and the City of Frederick Department of Economic Development (DED) exhibited at Interop, the leading business technology conference Sept 16-18, 2008. Exhibitors included Dell, IBM, EMC, Novell, Quest Communications and Verizon. Of the 300 exhibitors, Frederick was the only economic development office represented at the show. Over 100 attendees stopped by the booth in which OED and DED representatives provided information on the benefits of doing business in Frederick. OED and DED highlighted Frederick's two incubator locations,

educated workforce and the many successful IT companies located in Frederick County.



Photo (left to right): Sherman Coleman—OED, Helen Riddle-OED, Richard Griffin-DED, Heather Gramm-DED.

Ground Broken for Facility to Help Accelerate New Treatments for Cancer Patients

Ground was recently broken for an advanced technology research facility aimed at enabling scientists to more rapidly develop a new generation of highly targeted treatments for cancer patients. The initial phase of the project, in which the National Cancer Institute (NCI), part of the National Institutes of Health, will be the anchor tenant, will provide up to 330,000 square feet of space for offices and state-of-the-art laboratories. The site, part of the Riverside Research Park in Frederick, MD, will have expansion capacity for another 470,000 square feet, which may be occupied by life science and advanced technology partner organizations.

rimeter of Fort Detrick. Even after construction is complete, NCI-Frederick will continue to maintain a sizable operation at the Fort Detrick campus.



Photo: Rendering of new NCI/SAIC-Frederick campus courtesy of Matan Companies

"This site will be the center of an intensive new effort to bring together government, industry, academic, and nonprofit partners, working side-by-side, utilizing technological resources second to none, to more rapidly translate our latest genetic and molecular discoveries about cancer into effective new treatments that benefit patients," said John E. Niederhuber, M.D., director of the National Cancer Institute.

The new facility, slated to open in early 2011, will consolidate many operations of the National Cancer Institute at Frederick (NCI-Frederick) now housed in more than 33 buildings on its campus inside the pe-

Matan Companies to Develop Site

Matan Companies is developing a site for the new building. SAIC-Frederick will hold the lease. Working closely with SAIC-Frederick, Matan will seek to identify other potential lessees.

See **NCI/SAIC-Frederick Expansion**, page 5

A Virtual Bus Tour of Frederick County

The Frederick County Office of Economic Development (OED) and the City of Frederick Department of Economic Development (DED) were recently sponsors of the 3rd Annual Suburban Maryland's National Association of Industrial and Office Properties (NAIOP) Virtual Bus Tour. The event took place at the Bethesda North Marriott Conference Center.

The "Virtual Bus" participants "toured" throughout Frederick, Montgomery and Prince George's Counties and stopped to examine the commercial market and selected properties of each county. Each selected project was reviewed briefly as part of a video presentation, which included video, narration, photographs, maps, aerials and relevant statistics regarding the site.

Approximately 325 people attended this year's bus tour in which attendees gained

valuable information regarding the opportunities available in each region. Frederick County OED and the City of Frederick DED partnered together for this event and displayed a tradeshow booth at the event. After the bus tour, land owners, developers, leasing agents and brokers had the opportunity to provide additional information on their properties as well as network with their business peers.

The Maryland/DC Chapter of NAIOP includes more than 350 members of the Washington, D.C. and Suburban Maryland real estate community. Representing the collective interests of developers, owners, service providers and other industry professionals, the Maryland/DC Chapter provides networking and educational opportunities with commercial real estate professionals active in the Maryland Suburban and Washington, D.C. marketplace.

Companies Cite Quality of Life

The beauty of the Catoctin Mountains, the abundance of rolling farmland, the thriving downtown commercial district, the quaint charm of historic small towns – Frederick County's "Quality of Life" was the top benefit listed by dozens of local businesses in a recent informal poll.

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 week long effort highlights the value of existing businesses.

Forty-four percent of the companies visited during the eighth annual Business Appreciation Week program said the county's intrinsic qualities are a great advantage for their bottom line. A total of 100 businesses were visited by 65 volunteer ambassadors during the last week in September.

Frederick County's superb location, at the northern anchor of the technology corridor,

garnered 38 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.

The County's superb location was also named a top benefit.

Twenty-two percent of the businesses said Frederick County's quality of workforce is also a great benefit. The county's five-year average annual employment growth rate is three percent. Other interesting facts from the survey: 28 of the companies visited are planning to expand within two years and 31 businesses requested follow-up assistance.

"This analysis is part of the Business Appreciation Week program, allowing us to better understand the needs and concerns of local companies," said Randy Gray, OED Business Development Specialist. "Our Business Development Advisory Council will also review the data and provide input on any necessary action items."

Board of County Commissioners

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- Charles A. Jenkins
- John L. Thompson, Jr.

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- Dr. Joseph Garner
Vice Chairman
- Dave Buffer
- Glen Calderon
- Dr. Carol Eaton
- Mike Kidder
- Veronica Mozzano
- Robert S. Nickey
- Earl Robbins
- Kathleen Shino
- Chad Tyler
- Dina Williams

Agriculture Business Development Council

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- Robert Black
- Sandy Corridon
- Gareth Harshman
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Keegin to Retire from Fort Detrick Alliance Post

At the Fort Detrick Alliance (FDA) Annual Sponsors Dinner on November 12 at the Ceresville Mansion in Frederick, Executive Director Marie Keegin announced she will be retiring at the end of this year. FDA is an organization that facilitates communication and understanding between federal agencies, the local business community and the region. Under Keegin's leadership, sponsorship grew to an amazing 102 sponsors and hosted eight major events this year culminating with the annual dinner. The eight events resulted in over 800 business contacts for those who actively

took part.

Keegin, who took over the position in 2007, is also a former Executive Director of the Frederick County Office of Economic Development.

George E. Lewis, President of the FDA, said "Marie was very inspirational and critical to the growth and exposure of the FDA and her presence will surely be missed." Keegin plans to continue to be an active part of the alliance and the community and help with a "smooth transition" for her successor.

Four New Members to Promote County's Workforce

The Frederick County Workforce Development Board (WDB) recently appointed four new members: Karen Barry with Aeroflex Weinschel; Joanna Norville of Aircraft Owners and Pilots Association; Terry O'Malley of Frederick Memorial Hospital; and Ricardo Vera with Rico Service Corporation.

After spending several years commuting out of Frederick County for employment, Ms. Barry now serves as the Human Resources Manager at Aeroflex Weinschel in Frederick. She sought membership in the WDB to help "make Frederick County a place where you come to find a job, not the place you must leave to find a job."



Photo: 2008-2009 Frederick County Workforce Development Board

As a Human Resources Generalist for Aircraft Owners and Pilots Association, Joanna Norville is a certified professional in Human Resources Management. Ms. Norville earned her Bachelor's of Science in Management from the University of Maryland.

Terry O'Malley is the Vice President of Human Resources for Frederick Memorial Hospital. As part of his 12-year history in human resource positions within the health-care industry, Mr. O'Malley has led successful foreign nurse recruitment and staff retention programs.

2009 Family Friendly Business Awards Set for Feb. 2009

The Frederick County Office of Economic Development, Frederick County Workforce Services, City of Frederick Department of Economic Development and Frederick County Chamber of



Commerce will host the 2009 Family Friendly Business Awards Ceremony on February 2nd, 2009 at the Delaplaine Visual Arts Center. This event honors 10

Farmers' Market Study

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markets totaled over \$875,000. Overall, the total economic impact of the markets using the multiplier effect is \$1.4 million and the total economic impact on businesses nearby the markets is \$1.3 million. The West Frederick (Baughman's Lane) market accounts for 74% of the total overall impact.

Farmers' Markets in Frederick County make the case for an effective tool for spawning agricultural economic development; however, some markets fare better than others and all must rely on moral support from the community as well as a strong commitment from vendors and market managers to ensure their survival.

For more details about the survey's findings, visit: <http://www.discoverfrederickmd.com/business/high-light/ments/>



Buy Local. Buy Fresh.

Ricardo Vera sought membership in the Workforce Development Board as a member of the Youth workgroup. "I am looking forwarding to helping the youth of Frederick prepare to be our future workforce," he said. Mr. Vera is the president of Rico Service Corporation, a printer service firm.

For additional information about the Frederick County Workforce Development Board, please contact Laurie Holden at (301) 600-2761 or visit the website at www.frederickworks.com.

companies that are committed to providing excellent quality of life opportunities for their employees. Please contact OED at 301-600-1578 for more details about the campaign or ceremony.

City of Brunswick

Doing Business in Brunswick. Known for its railroad history, the city of Brunswick was awarded the Main Street Maryland community designation in 2004, thanks to a dedicated group of business people who felt it was time to spruce up the town's 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," Mayor Carroll Jones said recently. Brunswick's retail sector is thriving as the largest industry in the city as more and more people are drawn to the charm of the unique downtown business district.



Photo above: Potomac River in Brunswick, MD courtesy of www.brunswickmd.gov

Brunswick's Railroad History an Important Piece of Economic Development

For over 30 years, the Brunswick Railroad Museum has preserved the rich history of Brunswick. Known during the Civil War as Berlin, this small town along the Chesapeake & Ohio Canal and Baltimore & Ohio Railroad was incorporated as Brunswick in 1890. That same year the Baltimore & Ohio Railroad began construction of the five mile rail yard that would reshape Brunswick into a town with a population of over 5,000 people.

Today, though vastly different, railroad economic development still exists with nearly 70 trains passing through Brunswick daily. Brunswick has become a hotspot for railroad aficionados watching CSX trains and MARC trains heading towards our Nation's Capitol. Because of the attraction, a Rail View Park, a project affiliated with the museum, is in the planning stages that

General Characteristics

Total Population	5,231
In Labor Force (16 years and older)	65.9%
Median Household Income	\$46,513
Total Housing Units	1,957
Average home "sold" price	\$202,450

Source: Census Bureau, Census 2000; MRIS Resale Data for October 2008

Business by Industry Sector

Retail Trade	29%
Other Services (except Public Admn.)	21%
Health Care and Social Assistance	14%
Professional, Scientific, Tech. Services	10%
Real Estate, Rental and Leasing	7%
Accommodation and Food Services	7%
Information	5%
Arts, Entertainment & Recreation	2%
Wholesale Trade	2%
Administrative and Support Services	2%

Source: Census Bureau, 2002 Economic Census

For more information, visit:

www.brunswickmd.gov

www.gbacc.net

would allow 'railfans' to watch trains coming and leaving as well as provide a beautiful green park for the residents.

For more information about this project or the Brunswick Railroad Museum, visit www.brmm.net.



Photo: Brunswick's train tracks run beside of the business district. Courtesy of www.brmm.net

Annual Event

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went to Orases Consulting Corporation, and Linganore Winecellars-Berrywine Plantations was selected as the 2008 Frederick County Agri-Business of the Year. The six FITCI graduates honored were: APE-BridgePath Scientific, HSRL Pathology, Imagilin Technology, Integrated BioTherapeutics, Cybrdi, Inc. and ChromoTrax. Mr. Patrick Haley of APE-BridgePath Scientific was awarded the 2008 Frederick County Volunteer of the Year.

This year's Platinum Event Sponsor was SAIC-Frederick, Inc. Additional support was provided by the following sponsors: Corporate Occupational Health Solutions, Frederick Innovative Technology Center, Matan Companies, The Columbia Bank, Woodsboro Bank, Frederick County Bank, Frederick County Workforce Services, Miles & Stockbridge, Rodgers Consulting, The City of Frederick Department of Economic Development and Vistage International.

NCI/SAIC-Frederick Expansion

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The park offers tenants 177 acres in a world class campus setting dedicated to biomedical research and development. Matan delivered the park's first tenant, a 54,000SF vivarium for Charles River Labs in spring of 2008 and can deliver a total of 1.8 million SF of lab, office, and R&D space.

Other Matan project highlights in the Riverside Corporate Park include Riverside Five, a four-story Class A office space, located adjacent to Riverside Research Park and next to the 310,000 SF NAIOP award winning regional headquarters for Wells Fargo Home Mortgage, which Matan delivered in May 2007.

To learn more about Riverside Corporate Park, please visit www.mataninc.com.

Meet BDAC's Vice Chairman Joe Garner

The Business Development Advisory Council (BDAC) is OED's volunteer advisory board composed of community business representatives. This summer, Dr. Joseph Garner, COO of APE-Bridgepath Scientific was elected Vice-Chairman of BDAC. OED sat down with Joe to ask a few questions:

1. What do you like best about being on BDAC?

I have, and continue to enjoy, being part of the Business Development Advisory Council. I am most excited about representing the continually increasing number of small businesses in the community and especially the biotechnology community. I think it is extremely important that the community business and political leaders understand the challenges faced by small biotechnology companies as they continue to emerge from incubator programs such as FITCI.

2. What do you consider BDAC's greatest success or accomplishment?

I believe that FTICI is one of the best and definitely most visible accomplishments of the BDAC. In addition, BDAC has been instrumental in bringing together academic, government, and industry repre-

sentatives to advise the Office of Economic Development with regards to the individual challenges and needs of each of those community sectors as well as the challenges of getting each of those sectors to efficiently work together towards common goals. Furthermore, the BDAC has been instrumental in identifying and promoting our targeted industries, advanced technology, agriculture, biotechnology, and manufacturing and providing feedback to other offices and agencies such as work force development and the small business development center so that they can continue to stay "ahead of the curve" as the needs of the community grow.

3. What are the most pressing issues in economic development for Frederick County

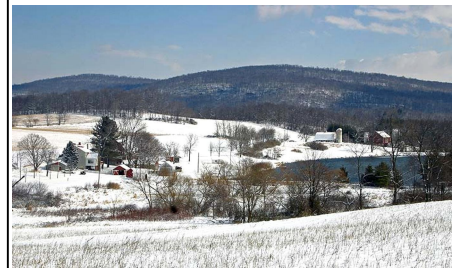
One of the challenges faced by Frederick County is the ever increasing pressure on the economic development community to continue to perform at such a high level and proactive manner with relative decreases in funding. I believe that Frederick County has positioned itself to be one of the state, and perhaps nation leaders, in several of our targeted industries. As such each one of these sectors will need the support of our academia and government

partners to grow efficiently and in accordance the with desires of the community as a whole.

4. If you could be anywhere (other than at a BDAC meeting of course!) where would you most like to be?

Outside of APE-BridgePath Scientific, I enjoy spending as much time as possible with my family. They are a wild bunch and we have a great time. When I have a little free time to myself I try to get out on one of Frederick's excellent golf courses.

Happy Holidays
from all of us at OED



A winter scene off of Route 15 North in beautiful Frederick County

Before You Go...Did You Know?

- Frederick County **industries that have seen the most job growth** over the past five years are Leisure and Hospitality (21.64%), Professional and Business Services (19.95%), and Construction (15.74%).
- Frederick County has added 8,745 new jobs for an **increase in total employment** of 10.15% from 2003-2007. This is more than double the state's percentage of new job growth (4.62%) for the same time period.

3rd Quarter '08 OED Staff Activities

New Inquiries	942
New Prospects	95
Projects	73
New Company Visits	100
New Companies Assisted	110
Events Attended	75

- Frederick County has experienced an **increase in average weekly wages per worker** of 18.09% for an increase of \$125 from 2003-2007.
- All **industries have experienced a positive growth in average weekly wages per worker** from 2003-2007 but the most growth occurred in Natural Resources and Mining (37.64%), Professional and Business Services (27.48%) and Construction (23.55%).

