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.

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 was awarded to SABiosciences. 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 was awarded to SABiosciences.

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 ancendotal 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’ markets 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 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 farmers’ markets during the 2008 season.

Also in this issue:

- Team Visits IT Trade Show
- Shop Locally!
- Virtual Bus Tour
- Companies Cite Quality of Life
- Keegn to Retire from Post
- New Workforce Development Board Members
- Inside Frederick County: City of Brunswick
- Brunswick Railroad
- Meet BDAC’s Vice Chairman

The Economic Perspective

Volume 2, Issue 4 4th Quarter 2008
Discovering Frederick County

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, 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
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, arials 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.

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.”
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.”

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 healthcare industry, Mr. O’Malley has led successful foreign nurse recruitment and staff retention programs.

Farmers’ Market Study

• Continued from Page 1

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/highlight/documents/

Ricardo Vera sought membership in the Workforce Development Board as a member of the Youth workgroup. “I am looking forward 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.


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 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.

**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 Admin.): 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

**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 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.brrm.net.

**Photo:** Brunswick’s train tracks run beside of the business district. Courtesy of www.brrm.net

**Annual Event**

- **Continued from page 1**

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, Wells Fargo Home Mortgage, Frederick County Workforce Services, Miles & Stockbridge, Rodgers Consulting, The City of Frederick Department of Economic Development and Vistage International.

**NCI/SAIC-Frederick Expansion**

- **Continued from page 2**

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.

No matter what your perspective, it all points to Frederick County.
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 FITCI 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 representatives 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.

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

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- 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%).