

President Bush: Wright Manufacturing an Example of Success

Frederick County's own manufacturer, Wright Manufacturing, is a leader in commercial lawn maintenance equipment employing over 100 people and occupying over 120,000 square feet. Since its inception over 20 years ago, Wright has revolutionized commercial lawn maintenance with products such as the Grass Gobbler and its line of stand-on mowers. Wright's engineering teams have received over 40 U.S. patents with more pending future approval. A member of the Frederick County Manufacturers Roundtable (FCMR) and the Maryland World Class Manufacturing Consortium (MWCMC),

Wright represents manufacturing quality and efficiency worldwide.

Wright Manufacturing was recently visited by President Bush in January 2008 in which the President shared his short-term economic stimulus plan. He praised Wright as an example of companies that form the backbone of the American economy.

The Frederick County Office of Economic Development

(OED) recently partnered with the Frederick County Manufacturers Roundtable to host the *Lunch, Learn and Tour* event that was

held at Wright Manufacturing. The topics for the event included information on President Bush's visit and local and state training programs for manufacturers. Attendees also were given the opportunity to tour Wright's world-class facility.

Company Facts
Founded: 1981 by Bill Wright
Headquarters: Frederick, MD
Number of employees: 115
Website: wrightmanufacturing.com
Retail distribution: 10 domestic and 10 international distributors of mowers and accessories




Bill Wright, Founder and Chief Executive Officer of Wright Manufacturing, Inc., looks on, President George W. Bush stands on a "Stander" lawn mower during his visit on Jan. 18, 2008. White House photo by Joyce N. Boghosian

2008 Top 10 Family Friendly Businesses

Ten Frederick County businesses are doing what it takes to be family-friendly. For their efforts, these companies were honored at a ceremony in January. They join an elite group of businesses with the designation of being *Family Friendly*.

The Family Friendly Business Campaign began in 2002 by the Frederick County Office for Children and Families as a business, government, and community partnership dedicated to increasing the number of children who receive quality supervision in early childhood. When the Office for Children and Families decided it could no longer continue the campaign, our partner organizations agreed the program was too vital to discontinue. OED, Frederick County Workforce Services, City of Frederick Department of

Economic Development and Frederick County Chamber of Commerce sponsored the 2008 campaign.

The initiative's family-friendly criteria changed slightly this year to include the promotion of workforce housing and transportation alternatives, both critical issues facing our business community. We also added criteria for businesses offering paid time off to participate in community service or education activities.

To be chosen as a Top 10 Family Friendly Business, companies had to meet most of the 10 family-friendly criteria, they couldn't have won within the past three years and must have had at least five full-time employees.

A commitment to family friendly practices enables our residents to work where they live. A special

thank you to all of the businesses who filled out the survey. For information on how to participate in next year's survey, please contact our office at 301-600-1058.

Congratulations to the 2008 Top 10 Family Friendly Businesses!



- Canam Steel Corporation
- CitiMortgage
- The Columbia Bank
- DynPort Vaccine Company, LLC
- Frederick County Bank
- Lockheed Martin
- Mason Dixon Interiors
- Smith Barney
- St. Catherine's Nursing Center
- Style Gymnastics

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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

Fourth Quarter OED Activity

New Inquiries	927
New Prospects	155
Projects	53
New Company Visits	98
New Companies Assisted	159
Events Attended	53

Director's Corner

In tight-knit communities such as Frederick, volunteers are often the backbone of the community. At OED, we rely on our volunteer board members to provide us expertise and advice on a variety of business-related issues.

OED provides opportunities for people to volunteer on three different boards: the Business Development Advisory Council (BDAC), the Agriculture Business Council (ABC) and the Small Business Revolving Loan Fund (RLF) Review Committee. BDAC is an advisory body created by the County Commissioners for the purpose of sharing ideas, solutions and creative approaches to business development concerns. The mission of the ABC is to promote, develop and preserve the ag-industry in the county. The RLF is a loan program administered through OED and the Small Business Development Center to provide gap financing for existing and aspiring small businesses. The Loan Review Committee oversees the administration of the RLF and establishes policy guidelines. In addition, Frederick County Workforce Services has a Workforce Development Board that provides ongoing leadership to the organization and to the entire workforce development system.

Each board provides unique opportunities for Frederick County residents to lend their expertise in the appropriate area. Vacancies on these boards are advertised as needed, and anyone interested is encouraged to apply!

One of our most supportive volunteers at OED has been George Dredde. For many years George has donated his time to help numerous organizations, including BDAC, working tirelessly for the betterment of the Frederick community. He recently had to "retire" from his volunteer service as OED's Chairman of BDAC. We wish him well!

If you are interested in other volunteer opportunities in the community, we urge you to contact Volunteer Frederick (www.volunteerfrederick.org) to see if there are local organizations in need of your skills.

Laurie M. Boyer

Executive Director

Frederick Among Smartest Cities in America

Frederick area residents are among the brightest in the Nation! Forbes.com has ranked America's smartest metro areas, and the Bethesda-Gaithersburg-Frederick Metropolitan Division has placed second in the country. With a population of over 1.1 million, almost 50% of residents in this region have a bachelor's degree or higher.

Forbes.com uses statistical divisions that the U.S. Census Bureau defines as metro areas; the Census Bureau bases these definitions on commuting and immigration patterns. In Maryland, the counties of Frederick and Montgomery are in the Bethesda-Gaithersburg-Frederick metro division. Forbes determined the winners using a data analysis service, Sperling's Best-Places, which compared the percentages of people ages 25 and up who had earned a

bachelor's degree, a Ph.D., a professional degree and those with a high school diploma.

Frederick County's percentage of people 25 and over with a high school diploma was 91.4% according to the latest figures from the Census Bureau's 2006 American Community Survey. This is higher than the Bethesda-Gaithersburg-Frederick metro division's rate of 89.9% Frederick County Public Schools graduation rate in 2007 was 96.2%, the highest in the state of Maryland for the second consecutive year.

Thirteen percent of Frederick County's population aged 25 and over has completed an advanced degree according to

See **Smartest Cities** p. 4

Recent Relocations, Expansions and Announcements

- Costco announced in November plans to construct a 525,066 SF distribution warehouse that will serve Maryland, Ohio, Pennsylvania and Virginia. Plans call for a building that encompasses 12-acres at Intercoastal Industrial Center in New Market, MD. The project will create about 300 jobs with an average annual salary of \$45,000. The center is projected to open in late 2009.



- After almost 125 years in downtown Frederick, The Frederick News Post/Randall Family, LLC moved to their new facility in January located at Ballenger Commerce Center. A new 144,000 SF building houses the newspaper and FNP Interactive (formerly Mirame Interactive) and allows the company to meet the growing needs of the community.

- OED also attended grand openings and ribbon cuttings last quarter for Rockridge Contracting, Natural Fusion Hair Studio, Aerotek, Frederick County Bank, Akonni Biosystems, Graystone Bank, Liganore Winecellars, Lost World Media, and Elsa's Salon & Spa.

- The Frederick County Chamber of Commerce relocated to 8420-B Gas House Pike, Frederick, to a 4,000 SF building that will allow for expansion. A well-attended grand opening was held in January with over 400 attendees.

Commercial Real Estate Update

Ground recently broke on a 126,000 SF office building for Riverside Five in Frederick. This class A building, part of the Riverside Corporate Park and next to a proposed 15-acre retail development, is scheduled to deliver in the spring. Developed by Matan Companies, Riverside Five is also next to Matan's Riverside Research Park which is set to deliver the first building this spring.



Riverside Five Rendering courtesy of Matan Companies

Advanced Technology

Much of the successes of Frederick County's advanced technology companies can be attributed to the availability of a highly skilled workforce. Maryland ranks first in the Nation in the percentage of professional and technical workers in the workforce (25.7%) and first in the Nation in the total number of doctoral scientists and engineers as a percentage of total employment (0.98%).

The ability to draw from a large labor pool helped Frederick County create the 2nd highest number of new information technology jobs created in the state per capita from 2002-2005, according to the Maryland Department of Labor, Licensing and Regulation (DLLR).

Frederick County works to attract and retain advanced technology companies in conjunction with the following world class

education and technology partnerships:

- Tech Council of Maryland-Frederick
- Frederick Innovative Technology Center (FITCI)
- Fort Detrick Business Development Office (FDBDO)
- Maryland Technology Development Corporation (TEDCO)
- Maryland Software Industry Consortium
- Small Business Development Center (SBDC)
- Maryland Dept. of Business and Economic Development (DBED)
- Frederick County Workforce Services
- Hood College, Mount Saint Mary's University and Frederick Community College

Fort Detrick Community Update

Construction at the campus of Frederick's largest employer is going strong. According to USMRMC Commanding General Major General George Weightman at the annual community meeting on February 6, 2008, the first phase of the National Inter-agency Biodefense Campus (NIBC) is expected to be completed by May 2008. Upon completion, this facility will house: National Biodefense Analysis Countermeasures Center (NBACC), National Institute of Allergies and Infectious Diseases (NIAID), U.S. Army Medical Research Institute of Infectious Diseases (USAMRIID) and a Central Utility Plant, the first of its kind for the Army, which will produce more efficient environmentally friendly power.

Comm. Weightman also reported that the new Defense Medical Logistics Center is expected to be completed in December of 2008.

Fort Detrick houses 38 tenants with 7,900 base personnel. Expansion projects and Base Realignment and Closure (BRAC) gains should add 1,425 jobs by 2012.

For more detailed information about the expansions at Fort Detrick, visit www.fortdetrickalliance.org.

OED Hires New Tech Specialist

Sherman Coleman has joined the Frederick County Office of Economic Development as a Business Development Specialist for Technology Transfer.



Coleman will be responsible for providing professional support and coordination

between OED and the Fort Detrick Business Development Office and the Frederick Innovative Technology Center. He will conduct outreach to businesses to determine how the county and state may best meet their needs, and work to connect companies with the services and opportunities at Fort Detrick. He will also assist companies that are interested in obtaining technology transfer initiatives grants from Fort Detrick.

Coleman brings over 20 years of business development experience to his new position.

His career highlights include holding the

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Board of County Commissioners

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President/Economic Development Liaison

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Business Development Specialist

Randy Gray

Business Development Specialist

Vivian Grove

Administrative Specialist

Sandy Wagerman

Research Coordinator

Chris Olson

Small Business Development Center

Partner Spotlight

Frederick County Workforce Services

For every dollar spent on a FCWS registered customer in 2007, \$17.15 was returned to the local economy.



Frederick County Workforce Services (FCWS) joined the Office of Economic Development in 2005 to form the Frederick County Economic Development Division, expanding an existing partnership across functional lines. FCWS provides workforce solutions to the job seekers, youth, and businesses of Frederick County. With new staff members and website tools available at www.FrederickWorks.com, FCWS is working to support the change and growth of Maryland's workforce.

- Job seekers can visit the *Ask the Career Coach Blog* and submit their own questions to a team of experienced and credentialed career coaches. The blog addresses career related questions on topics such as changing careers, professional development, resume writing, and salary negotiation.
- Monthly articles for businesses provide information about recruitment and retention of the workforce. Recent *Hot Topics for Business* articles have included,

"Effective Retention Strategies for the Retail Industry" and "Five Requirements for Effective Change."

- 27% of scientists and 21% of healthcare workers employed in Maryland are foreign born. Bob Sacoman, Bilingual Career Specialist, assists Spanish-speaking job seekers with resources at the Business and Employment Center.
- BRAC related growth in Maryland will likely bring 60,000 new jobs to the state by the year 2020. Bill Spigler, Fort Detrick Region BRAC Project Coordinator, was hired recently to administer workforce development projects in anticipation of growth to the Fort Detrick Region associated with national Base Realignment and Closure activities.

For more information, please:

Call 301-600-2255

Or visit www.FrederickWorks.com

Coleman

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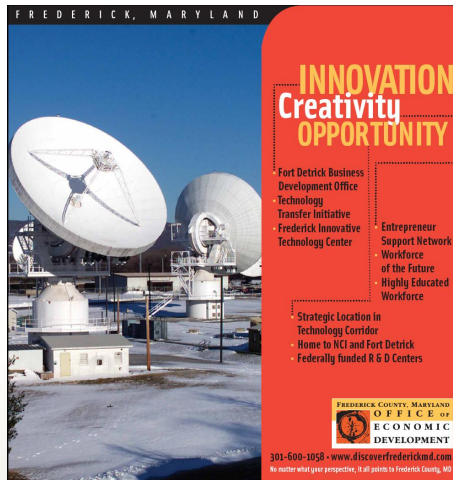
position of Director of Business Development for STG Inc. in Reston, VA where he provided services to the U.S. Department of Defense with concentration on the Army. He also supported the Edgewood Biological and Chemical Command at Aberdeen Proving Ground.

"I look forward to bringing my extensive professional and military background to this challenging position," Coleman said.

About the Fort Detrick Technology Transfer Initiative (FDTTI)

The Maryland Technology Development Corporation (TEDCO), in collaboration with OED and the US Army Medical Research and Materiel Command (USAMRMC) at Fort Detrick announced in September 2007 an additional award funding allocation of \$750,000 to the Fort Detrick Technology Transfer Initiative. The grant will provide 15 grants of \$50,000 each to small businesses

that are further developing technologies that meet the needs of the U.S. Army, including the commercialization of technologies developed by USAMRMC re-



search laboratories, as well as those created by private sector small businesses and entrepreneurs. Since the programs inception in 2005, a total of 11 companies have secured awards for research.

Smartest Cities

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the American Community Survey; the U.S. average is 9.9 percent. Fifty percent of the most cited biomedical scientists in the world are located in Maryland and 40 percent are affiliated with the National Cancer Institute in Frederick.

According to Forbes.com, the 25 cities on the list have a common theme among them, they're all college towns. Home to Hood College, Mount Saint Mary's University and Frederick Community College, Frederick County is tied for the fourth largest number of colleges and universities in Maryland while Montgomery County places third.

Boulder, Colorado claimed the top spot on the Forbes list for 2008 as it did the year before. The Bethesda-Gaithersburg-Frederick division was also ranked second in 2007. For a complete list of the rankings, visit www.forbes.com. For more information about Frederick County's rankings, please contact OED Research Coordinator, Sandy Wagerman, at 301-600-1578 or email: swagerman@fredco-md.net or visit www.discoverfrederickmd.com.

Town of Thurmont

The town of Thurmont is one of Frederick County's most dynamic municipalities, home to over 430 businesses which occupy more than 530,000 square feet of commercial space. Thurmont has the distinct designation of being one of only a handful of "Main Street Maryland" communities. Also known as the "Gateway to the Mountains," Thurmont offers residents and businesses opportunities to flourish in its beautiful surroundings.



Catoctin Mountain Orchard, Thurmont, Maryland

General Characteristics

Total Population	5,588
In Labor Force (16 years and older)	2,946
Median Family Income	\$56,138
Total Housing Units	2,193
Average home "sold" price (Q4 2007)	\$260,468

Source: Census Bureau, Census 2000; MRIS Resale Data

Major Employers (50+ employees)

- NVR, Inc.
- Structural Systems, Inc.
- Beckley's Camping Center
- Mountain Gate Restaurant and Caterers
- Home Run, Inc.
- Moore BCS, an RR Donnelly Company
- National Park Service/Catoctin Mountain Park

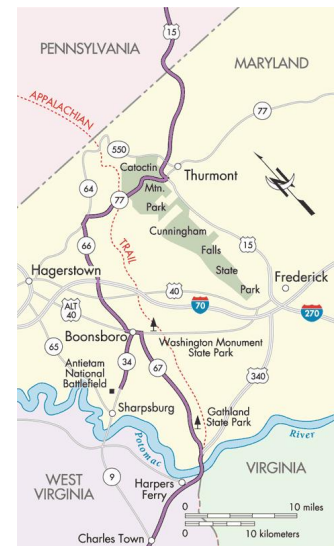
Source: Reference USA, 2008 data

Business by Industry Sector

Retail Trade	23%
Accommodation and Food Services	21%
Manufacturing	9%
Professional, Scientific, Tech. Services	8%
Health Care and Social Assistance	8%
Wholesale Trade	3%
Information	3%
Administrative and Support Services	3%
Real Estate, Rental and Leasing	3%
Arts, Entertainment & Recreation	3%
Educational Services	1%
Other Services (except Public Admn.)	15%

Source: Census Bureau, 2002 Economic Census

Don't miss the
2008 Thurmont Business Expo
 March 28 from 6:00pm-8:00pm
 Catoctin High School



Driving Distances from Thurmont:

- Baltimore, MD—60 Miles
- BWI Airport—65 Miles
- Frederick, MD—16 Miles
- Hagerstown, MD—20 Miles
- Washington, DC—60 Miles
- Gettysburg, PA—20 Miles
- Harrisburg, PA—65 Miles

For more information, visit:

- www.Thurmont.com
- www.ThurmontFirst.com

Before You Go...Did You Know?

- In an effort to help better promote local companies, OED has updated its **on-line business directory**. By visiting our website at: www.discoverfrederickmd.com/business/directory, viewers will be able to see information on 8,500 Frederick County businesses. The directory is supplied by Reference USA and will be modified as requested. To have your business added to the directory, please email swagerman@fredco-md.net.
- The local office of the Maryland Small Business Development Center has created several new downloadable tools on the topic of "**How to Start a Business in Frederick County.**" Please contact Chris Olson, SBDC

Consultant, for more information, colson@fredco-md.net

- The **2008 Frederick County Farm Guide** will be available by the end of March. This guide takes you on a tour through Frederick County's many farms and provides information on each farm's offerings. A downloadable version will be available on our website or if you prefer, one can be mailed to you.
- OED subscribes to a comprehensive **on-line database of commercial properties** from CoStar Group (www.costar.com). If your business is interested in expanding or looking for

space, OED can help.

- Mark your calendars for the very first **Spring Family Festival@the Farm on June 7-8, 2008**. Riding on the successes of the hugely popular fall Family Festival@the Farm, the spring event promises to offer many springtime activities and products for people of all ages. Make sure to visit one, two or all 14 of the farms for a fun-filled and educational visit.
- **The Maryland Economic Development Association (MEDA) will host a Spring Conference on April 17, 2008** on the topic of Green Buildings for Economic Development. For more information, visit www.medamd.com

