

# ADVANCED MANUFACTURING

IN FREDERICK  
COUNTY,  
MARYLAND



# FREDERICK COUNTY

**Frederick County, Maryland is a top choice for manufacturers seeking to establish or expand their operations.**

Its prime location, near major metropolitan areas and well-connected by highways, railroads, and ports, provides a strategic advantage for businesses. Combined with a robust infrastructure and state-of-the-art facilities designed to support efficient production and logistics, Frederick County offers unmatched access to key markets, making it an ideal hub for manufacturing success.

Manufacturers also benefit from targeted industry incentives and a skilled, growing workforce that is ready to meet the demands of the modern industry. Competitive energy costs and specialized programs further enhance the County's appeal, while global expansion assistance and strong partnerships with regional, state, and local resources ensure businesses are well-supported. Frederick County fosters a collaborative manufacturing environment, making it an ideal place for manufacturers to thrive and innovate. When you choose Frederick County, you're not just selecting a location, you're committing to a legacy of excellence that shines through in every product that is Made in Frederick.

The business ecosystem within Frederick County is extensive and provides resources to support businesses from inception through commercial manufacturing and distribution.

The **Frederick County Office of Economic Development** offers resources and support for new and established businesses in the manufacturing industry, an expedited permitting process and staff experienced in managing large projects throughout the entire development process.

**Frederick County Workforce Services** offers no-cost resources for Frederick County businesses in search of hiring, training and retaining solutions.



With over

**200  
COMPANIES**

Manufacturing is a key industry in Frederick County. Big names such as **STULZ Air Technology Systems**, **Phoenix Mecano**, **Wilcoxon Sensing Technologies**, **Lonza** and **Canam Steel Corporation** call Frederick County home.

For every

**\$1.00  
SPENT**

in manufacturing, there is a total impact of

**\$2.69**

to the overall economy.

Source: National Association of Manufacturers (NAM) 2024

ON THE COVER

## Industrial Robot Arm

The robotic arm is an example of innovation employed by local manufacturers, such as **ABICOR BINZEL**, to enhance productivity through precise and efficient automated solutions.

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**Frederick's transportation infrastructure, as well as its central location on the East Coast, offers easy access to move products by air, land, and sea.**

Manufacturers benefit from three international airports, Frederick's reliever airport, extensive road and rail network, and the Port of Baltimore. Due to its prime location in the Mid-Atlantic, and in one of the country's busiest commercial areas, products are within an overnight drive of 1/3 of the US population.



# MAJOR MANUFACTURING EMPLOYERS

COMPANY NAME	DESCRIPTION	# OF EMPLOYEES
<b>STULZ Air Technology Systems</b>	With a mission for a sustainable and reliable future, STULZ is dedicated to designing and innovating the best climate control systems. Represented in over 150 countries and proudly made in the USA, they continue a pioneering role in air conditioning technology, serving customers for over 75 years.	530
<b>Navistar Direct Marketing</b>	A vision to fuel growth, Navistar Direct Marketing serves nonprofit, commercial, and political clients with marketing services. From digital to conventional printing, their state-of-the-art facility helps drive creative marketing solutions.	280
<b>Wright Manufacturing</b>	Wright Manufacturing is an innovative lawn maintenance technology company with over 50 U.S. patents. Across their facility in Frederick, their teams of engineers and manufacturers are invested in crafting the safest, most durable, and highest quality products on the market.	275
<b>RR Donnelley</b>	RR Donnelley specializes in marketing, packaging, print, and supply chain services to cover all elements in a buyer's journey. With over 160 years in the business, they have the expertise, execution capability, and scale to create personalized programs and elevate engagement.	250
<b>Canam Steel Corporation</b>	Canam Steel is a service-oriented steel manufacturer that offers a wide range of in-house engineering and project management expertise. Taking a proactive approach to safety and with 6 facilities across the nation, they have the capacity to serve customers in all 50 states.	250
<b>Dairy Maid Dairy</b>	Dairy Maid Dairy serves the community with a wide range of locally sourced milk, cream, and juices. Dairy Maid Dairy has partnered with local farmers to support the economy around them while also ensuring milk is fresh, safe, and delivered quickly to you.	210
<b>Werres Corporation</b>	For more than 90 years, Werres Corporation has been a leader in optimizing distribution and material handling. Their customized engineering systems, forklifts, and other material handling equipment helps businesses increase efficiency and lower costs.	200
<b>McCormick Paints</b>	McCormick Paints is committed to delivering quality paint, products, and advice for any type of job. Made in the Mid-Atlantic for the Mid-Atlantic, they continue to be a source for color inspiration.	190
<b>Kensington Glass Arts, Inc.</b>	Kensington Glass Arts, Inc. works with high-end commercial architectural glass as both a fabricator and installer. Focusing on product quality, their flexibility and responsiveness allows for smooth installations and faster turnarounds.	175
<b>Skyworks</b>	Connecting people across the globe, Skyworks is empowering the wireless networking revolution. They deliver high performance, high quality analog semiconductors for the increasing demand of communications.	145
<b>Leonardo DRS</b>	Leonardo DRS has been a provider of defense products, systems, and solutions for over 50 years. Their Frederick manufacturing center is focused on the high-level development and integration of Signal Solutions products using the latest cutting-edge technology.	145
<b>Saputo Dairy Foods</b>	Saputo is a leading dairy manufacturer across several countries including the USA, Canada, Argentina, and the UK. A top 10 global dairy producer, Saputo produces a wide range of dairy products focusing on the utmost quality and satisfaction.	135
<b>Structural LLC</b>	Structural Building Solutions, LLC. is a designer and engineer of custom framing, roof and floor trusses, and wall paneling. Extensive experience in the industry, they take pride in their precise installations and customer service.	130
<b>Miscellaneous Metals, Inc.</b>	Since 1977, Miscellaneous Metals, Inc. has been manufacturing steel for commercial designs. After an in-house fabrication process, field crews work diligently to ensure products are installed properly and to exact specification.	130
<b>Frederick News Post</b>	Operating since 1880, the Frederick News Post has been a reliable source of news and information. They are committed to preserving Frederick's history and shaping its future.	125



## RECENT ANNOUNCEMENTS

### **InventWood Brings New HQ to Frederick County (2024)**

Frederick County is poised to become a leading center for cellulose material innovation with the launch of InventWood's new headquarters, an 88,900 SF facility on Jefferson Station Court with production, research and development, and commercial capabilities.

### **Leonardo DRS Unveils New Center of Excellence in Frederick (2023)**

Leonardo DRS unveiled its new facility, which is home to the company's Airborne & Intelligence Systems division, which engineers and manufactures a variety of high-performance signal products including data recording systems, radio frequency (RF) tuners and receivers, and more. The 85,000 SF space employs 150.

"This region has been our long-time home, and we are proud to be a part of the Frederick community. This new state-of-the-art facility represents an investment in, and our commitment to our employees, this community, and our customers," said Larry Ezell, Senior Vice President and General Manager of the Leonardo DRS Airborne and Intelligence Systems Business.



*"Frederick County's engagement and support have been instrumental in enabling our growth and expansion to meet the rising demand for our revolutionary wood-based materials. This expansion underscores our commitment to local manufacturing, job creation, and driving a sustainable future with high-performing, cost-effective, and environmentally friendly innovations rooted in cellulose technology."*

DAN NADASH, Government & Stakeholder Relations, InventWood

# FUEL FOR SUCCESS

Get the most out of establishing, expanding, or relocating, your manufacturing business.

Frederick County's competitive tax structure, business-friendly economic climate, and attractive local and state incentives save you time and capital.

## FREDERICK COUNTY INCENTIVES & TAXES

### 10-Year Real Property Tax Credit

Available for businesses conducting manufacturing, fabricating, or assembling operations with a total new investment of at least \$5M and at least 25 new jobs paying at least 150% of the federal minimum wage.

### Rehabilitated Vacant Commercial Tax Credit

An incentive for vacant structure rehabilitation and capital investment in existing infrastructure for eligible properties.

### New/Enhanced Jobs Tax Credit

This program offers two types of real property tax credits based on business expansion and job creation in Frederick County.

### No Business Personal Property Tax

Frederick County has 0 Business Personal Property Tax.

### Fast Track Permitting

This tool can expedite eligible projects through the development process on an abbreviated schedule while adhering to all established standards.

## MARYLAND INCENTIVES & TAXES

### Maryland Economic Development Assistance Fund

This fund supports economic development initiatives through grants, loans, and investments. Awarded on a competitive basis, projects must be within Priority Funding Areas and eligible industry sectors.

### Job Creation Tax Credit

An income tax credit to eligible businesses that locate or expand in Maryland and create a minimum number of new full-time positions. Credits start at \$3,000 per job and increases for jobs in revitalization areas as well as positions filled by qualified veterans.

### Partnership for Workforce Quality Grant

Grants and support services for new technology, to increase skills of existing workers, and improve employee productivity. Funds may be used to cover up to 50% of the expenses for eligible projects.

### Workforce Recruitment and Training Programs

To maintain a high-quality, educated workforce and ensure business competitiveness, Frederick County Workforce Services can help by providing training resources, grants, and tax credits.

### Opportunity Zones

The program offers significant federal tax incentives for investing capital gains into select communities or Opportunity Zones.

### Competitive Energy Costs & Programs

The average commercial electricity rate in Frederick, MD is **4.71¢/kWh**.

**54.84%** LESS THAN the Maryland average rate of 10.43¢/kWh

**53.32%** LESS THAN the national average rate of 10.09¢/kWh

Source: Electricity Local

**Frederick County is a hub of opportunity for advanced manufacturing, with a dynamic landscape perfect for business growth.**

Major development projects are underway, offering a variety of commercial spaces. Manufacturers benefit from the County's prime location, excellent transportation links, and highly skilled workforce. FCOED is your go-to resource for up-to-date listings of warehouse, industrial, and land availability.



Scan to discover available properties



## BUILT FOR SUCCESS MANUFACTURING READY PROPERTIES

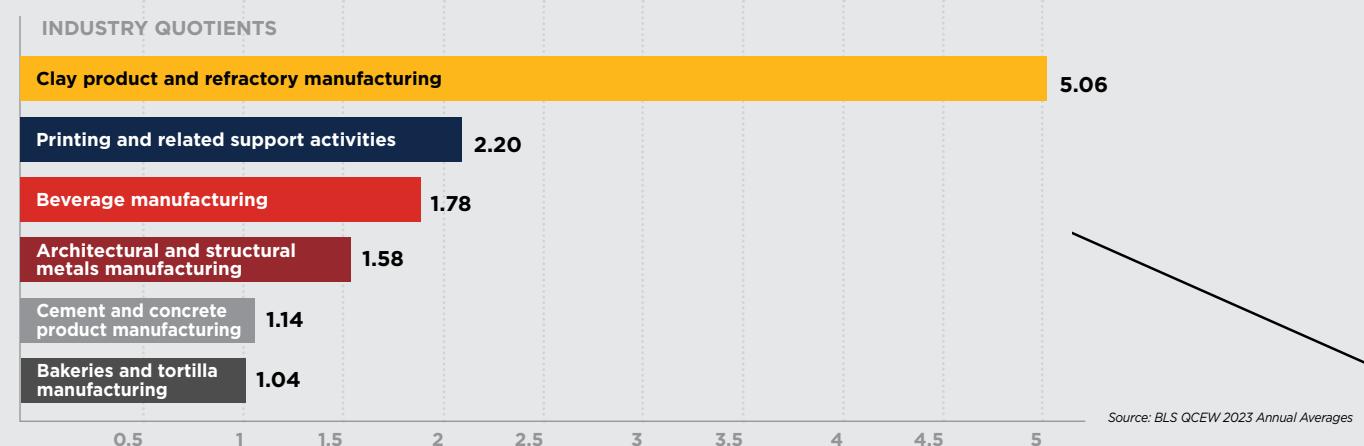
- 1 **Progress Labs Center 85 at Westview South**  
Executive Court South  
Frederick
- 5 **Montecito Business Park**  
Between I-270 and Rt. 355,  
North of Rt. 109 to Urbana  
Urbana
- 2 **Progress Labs at Riverside Research Park**  
Progress Drive  
Frederick
- 6 **McKinney**  
7201 McKinney Circle  
Frederick
- 3 **Arcadia Business Park**  
MD Route 85 at Arcadia Drive  
Frederick
- 7 **Mason Dixon Logistics Park**  
10310 Harney Road  
Emmitsburg
- 4 **Raystock**  
Urbana Pike & Dr Perry Road  
Frederick
- 8 **Lincoln West at Jefferson Station**  
5981 Jefferson Station Court  
Frederick
- 9 **Frederick Commerce Center**  
8995-9062 Gas House Pike  
Frederick
- 10 **Frederick Airport Park**  
Bowmans Farm Road  
Frederick
- 11 **Frederick Corporate Park**  
7445 Technology Way  
Frederick
- 12 **Frederick Exchange**  
E South Street at Monocacy Blvd  
Frederick
- 13 **EastPark**  
Monocacy Blvd, at E Church Street & Shifferstadt Blvd.  
Frederick

# SKILLED WORKFORCE

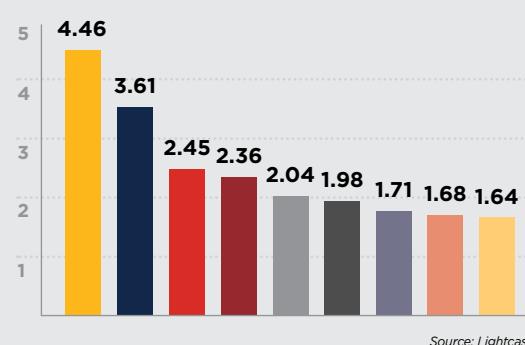
Frederick County, with its strong concentration in key manufacturing sectors and skilled workforce, is an ideal location for manufacturers to start, locate, and expand.

Its central position allows businesses to tap into a vast labor pool, drawing from Maryland's over 110,000 manufacturing employees and talent across the region, including Pennsylvania, Virginia, and West Virginia. Industry projections suggest continued local growth over the next decade. Many manufacturers have established themselves in Frederick County, and we invite you to do the same.

Frederick County has a higher employment concentration in several manufacturing sectors when compared to the national average.



## 2023 Employment Concentration in Frederick County



- Structural Iron and Steel Workers
- Materials Engineers
- Food Science Technicians
- Chemical Engineers
- Purchasing Managers
- Engineers, All Other
- Construction Laborers
- First-Line Supervisors of Construction Trades and Extraction Workers
- Engineering Technologists and Technicians, Except Drafters, All Other

\*Employment Concentration (also known as Location Quotient) quantifies the concentration of employed workers in a region relative to the national average. If an employment concentration is equal to 1, then the industry has the same share of its area employment as it does in the nation. An employment concentration above a 1 indicates a larger concentration of workforce than the national average.

## Frederick County Manufacturing Projections 2022-2032

TITLE	Base Employment	Projection Employment	Numeric Change	Percent Change
Manufacturing	5557	6140	583	10.03%
Wood Product Manufacturing	405	556	151	32.20%
Pharmaceutical and Medicine Manufacturing	1290	1504	214	15.47%
Chemical Manufacturing	1345	1564	219	15.20%
Nonmetallic Mineral Product Manufacturing	403	458	55	12.88%
Machinery Manufacturing	766	870	104	12.81%
Beverage and Tobacco Product Manufacturing	384	436	52	12.78%
Miscellaneous Manufacturing	92	104	12	12.34%
Other than Pharmaceutical, Chemical Manufacturing	55	60	5	8.74%
Fabricated Metal Product Manufacturing	550	589	39	6.87%
Computer and Electronic Product Manufacturing	304	315	11	3.56%
Food Manufacturing	500	508	8	1.59%

Source: Maryland Department of Labor

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# AREAS OF EXCELLENCE

Frederick County manufacturers benefit from a collaborative community of businesses, fueling innovation, partnership, and a sense of local pride. Here are just a few award-winning Frederick County based Manufacturers that are a part of our community.



### Construction, Materials, & Products

Canam Steel Corporation  
Rinker Materials  
Structural Building Solutions  
TAMKO Building Products



### Life Sciences

AstraZeneca  
Kite, a Gilead Company  
Lonza Walkersville  
Thermo Fisher Scientific



### Machinery & Equipment

ABICOR BINZEL USA  
EDCO  
STULZ Air Technology Systems  
Wright Manufacturing



### Craft Beverage

Linganore Winecellars  
McClintock Distilling  
Milkhouse Brewery  
Orchid Cellar Meadery and Winery



### Printing

Image Direct  
Navistar Direct Marketing  
Prolist  
RR Donnelley



### Electronics & Components

Galaxy Control Systems  
Patriot Technologies  
Phoenix Mecano  
Wilcoxon Sensing Technologies



### Food Processing

Bimbo Bakeries USA  
Dairy Maid Dairy  
McCutcheon's Apple Products  
Saputo Dairy Foods USA

# EDUCATION

**Frederick County has high-quality, award-winning educational facilities and institutions that provide the business community with highly educated and skilled workforce.** Frederick County's labor force includes graduates from Frederick Community College, Hood College and Mount Saint Mary's University and renowned regional universities such as The University of Maryland.

## FREDERICK COUNTY PUBLIC SCHOOLS (FCPS)

Frederick County Public Schools (FCPS) serves more than 45,000 students in twelve municipalities. Frederick County continues to have one of the highest graduation rates in the State at 93.3% compared to Maryland's 91% average.



of the population has a high school diploma.



of the population has a bachelor's degree or higher.



of the population has a graduate or professional degree.

## LOCAL MANUFACTURING PROGRAMS

### FREDERICK COMMUNITY COLLEGE

#### Logistics & Production Technology: Manufacturing Technology (CEWD\*)

This program delivers in-depth knowledge and applied experience for successful entry-level positions into Supply Chain, Biotechnology, and Manufacturing industries. Specialized training develops essential core skills for front-line positions in materials handling and supply chain logistics and fulfillment centers, warehouses, distribution centers, and factories. Courses include opportunities to earn two nationally recognized credentials.

\*Continuing Education & Workforce Development (can also be part of dual enrollment)

#### FCC Monroe Center Makerspace

The Monroe Center Makerspace is where people with a passion for making things gather, collaborate, invent, and learn in a facility designed to fuel imagination. The space includes specialized tools such as a CNC router, laser cutter, 3D scanner and 3D printers in addition to computers.

#### Project Management Professional (PMP)® Certification

The PMP certificate acknowledges candidates skilled at managing the people, processes, and business priorities of professional projects. Certification courses are offered at Frederick Community College, Hood College and Mount Saint Mary's University.

### MOUNT SAINT MARY'S UNIVERSITY

#### Online Logistics & Supply Chain Management Certificate

This part-time program is for working adults and ensures graduates are prepared for a career managing the distribution and receipt of goods. Coursework emphasizes team skills, cost analysis, e-business, logistics network modeling and information management.

#### Supply Chain Management (Minor)

In the supply chain management minor, courses include Supply Chain and Integral Development, Operations and Supply Chain Management, and Project Management. Students may choose from the following electives: Data Mining, Machine Learning Models, Global Business and Culture, and International Trade and Investments.

#### Certified Manufacturing Engineer (CMfgE)

This program is ideal for individuals who have advanced manufacturing engineering experience. Coursework covers a wide spectrum of vital subjects, from mathematics, print reading, and engineering science to advanced topics encompassing manufacturing processes, materials properties, and design and development, including intellectual property safeguards and computer-aided design.

There is a strong emphasis on quality control, continuous improvement, and the development of essential business acumen and soft skills like project management, financial expertise, and labor relations. It is also a window into the world of digital tools and automation, including robotics and the Internet of Things.

### HOOD COLLEGE

#### Management Information Systems (M.S.)

Students acquire a thorough foundation in management functions — organizational behavior, human resources, finance, production, operations — as well as in information systems, technical project teams, data analytics, systems engineering, telecommunications and networks. This blended, applied approach primes master's degree candidates to direct technology projects, both large and small, in real-world business settings.



# WHERE BIG IDEAS GROW



**HAVE QUESTIONS ABOUT  
ADVANCED MANUFACTURING  
IN FREDERICK?**

**CONTACT US** 301-600-1058