

FREDERICK COUNTY OFFICE
OF ECONOMIC DEVELOPMENT

2016 ANNUAL REPORT

Where Big Ideas Grow



TOP 5 ECONOMIC DEVELOPMENT ACCOMPLISHMENTS 2016

THE MISSION

of the Frederick County Office of Economic Development (OED) is to increase the overall economic health of Frederick County through attracting new business in our targeted industries and helping existing businesses become more successful. We are the catalyst for economic growth in Frederick County.



Frederick provides a business environment companies like Emmes need to attract and retain qualified talent, meet and expand upon business objectives, and provide the professional services our clients expect. The addition of our new Frederick facility will help us achieve our mission of improving public health worldwide.

**–JENNIFER HESTER, VP OF HR
AT EMMES CORPORATION**

1

Strengthened the Economy While Making History

Frederick County achieved an AAA bond rating, the highest possible, from all three major rating agencies for the first time in history. The number of jobs topped six figures for the first time, with 100,428 positions. Companies locating or expanding here in 2016 announced 1,147 jobs. Major new locations and start-ups accentuated the county's strong business growth, with 6,440 businesses now calling Frederick County home. Frederick County also ranked #8 in the U.S. for Economic Growth Potential, according to Business Facilities Magazine in 2016.

2

Introduced New Tools to Help Businesses Grow

The Small Business Loan Guarantee launched, providing up to an 80% loan guarantee capped at \$50K for existing businesses and entrepreneurs. In partnership with OED, the City of Brunswick was designated as the first Enterprise Zone in the County, making businesses located there eligible for state income and property tax credits. The technology incubator project downtown continued to move forward, making progress with partnerships and a target opening date in 2017.

3

Reduced Commercial Vacancy Rate to a 5-Year Low

Overall commercial vacancy for Frederick County ended at 9.0% in 2016, compared to 14.4% in 2012. The flex market saw the greatest improvement in vacancy rates going from 18.8% in 2012 to 9.4% in 2016. OED hosted three REALShare events to connect local brokers to available opportunities in an effort to move in more commercial tenants.

4

Generated Positive Feedback about Business Climate

OED visited 96 businesses during Business Appreciation Week. A survey of the companies found that 99% said they like doing business in Frederick County and 54% – a record number this year – said they plan to expand. OED partnered with the Tech Council of Maryland to facilitate CEO Roundtables among the advanced technology industry, partnered with other economic development agencies along the I-270 Corridor in a regional cooperative initiative, and exhibited at several local, regional and national trade shows in order to further promote the strength of our bioscience and technology industries.

5

Showcased New Marketing Efforts

Discoverfrederickmd.com received a fresh look with 6,200 users on the site since it went live. OED's marketing video "What if You Could Live and Work in Frederick County" received 11K views and was shared 149 times. HomegrownFrederick.com emerged as a one-stop agriculture shop, receiving 65K hits since the launch. OED partnered with Visit Frederick to brand Wineries, Breweries and Distilleries in a print brochure, the first of its kind in Maryland. The brochure won the 2016 award for "Best Printed Promotional Material" at the Maryland Tourism & Travel Summit.

MAJOR LOCATIONS AND EXPANSIONS

Frederick County's highly-educated workforce, ideal location, comprehensive transportation network and other business assets make it a prime location for major relocations and expansions. Here are just a few of the companies that chose Frederick County in 2016.



FLYING DOG BREWERY
150,000 SF expansion
250 new jobs



ENGAGE USA
20,000 SF expansion
25 new jobs



EMMES CORPORATION
26,000 SF new
100 new jobs



FoodPRO
14,000 SF expansion
10 new jobs



CAREY INTERNATIONAL
Headquarters Relocation
50,000 SF expansion
30 new jobs



NEW ERA CUSTOM DESIGN & CABINET WORKS, INC
43,000 SF expansion
6 new jobs



PLAYGROUND SPECIALISTS
21,000 SF new
25 new jobs



FISHER BIOSERVICES
77,000 SF expansion



UNITED HEALTHCARE
120 new jobs



HARDESTY, INC
37,000 SF new

Additional Economic Development Wins

Attaboy Beer Company	McClintock Distillery
Bimbo Bakeries	McCutcheon's Apple Products
Builders First Source	Potomac Sprout Company
Clagett Enterprises	Prototype Productions
Colbert Ball Tax Service	SpeedPro Imaging
Columbia Biosciences	Stage & Screen
CW Wright Construction	Tar River Seasonings
Dragon Distillery	Tenth Ward Distilling Company
Farmers Insurance	Texcell
Max Fitness	Timber Rock



No brewery has moved operations across the country like Flying Dog did almost 10 years ago. Marylanders are now drinking more beer in this state alone than we were selling in 48 states and 23 countries six years ago. Frederick County especially has embraced us from day one, which is why our home is truly where the heart is.

—JIM CARUSO, CEO OF FLYING DOG

2016 BY THE NUMBERS

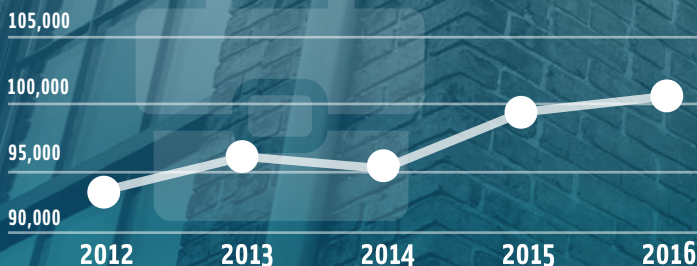
3.8%

average unemployment rate*

7.4%

job increase from 2012-2016*

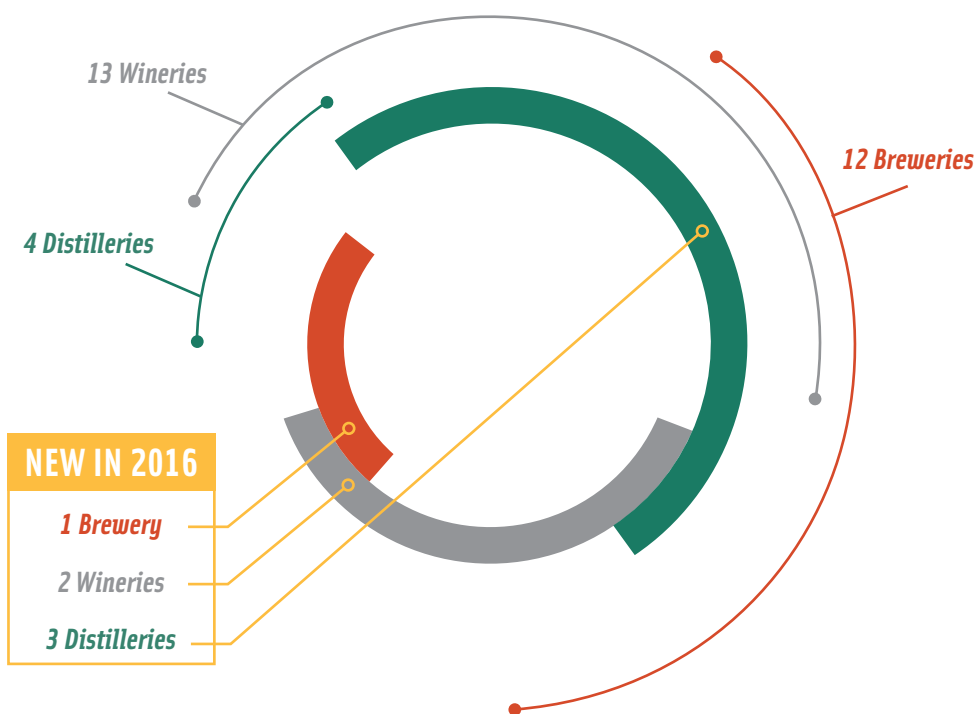
Number of Jobs



High Growth Industries
by Jobs Added
2015-2016

Financial Services • 12	Leisure and Hospitality • 277
Manufacturing • 26	Education and Health Services • 515
Trade, Transportation, Utilities • 80	Construction • 726

Growth in Craft Beverage Industry



10,000

Homegrown Frederick
magazines distributed

2016 Best Cities
in the World for
Craft Beer

#17 • Matador Network



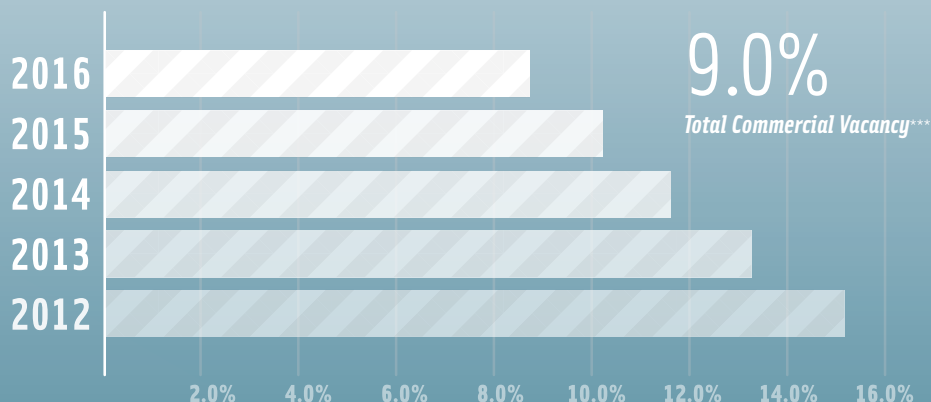
4,000

fans attended the Frederick
Keys Game to launch
HomegrownFrederick.com

Frederick County

celebrated numerous records and milestones throughout 2016. The accolades, awards and achievements gained add up to a vibrant economy promising more jobs and new investment announcements on the horizon.

Total Commercial Vacancy Rates



2016 Best Places in the South

#20 • Southern Living Magazine

77M

in capital investment

161.6M

in commercial & industrial construction spending**

988

commercial & industrial permits issued**

Small Business Impact



1,971 CLIENTS SERVED



91 JOBS CREATED



17 BUSINESSES STARTED



\$825K IN LOAN DOLLARS SECURED

Minority Business Outreach



Held 11 events
with
419 attendees

2016 Most Diverse Cities in America

#8 • WalletHub

\$39,368

Total savings to Frederick County businesses who used PR Frederick

OED issued 152 press releases through its online press release service on behalf of Frederick County companies.

*SOURCE: MARYLAND DEPARTMENT OF LABOR, LICENSING AND REGULATION ** SOURCE: MARYLAND DEPARTMENT OF LABOR, LICENSING AND REGULATION ***SOURCE: COSTAR

BEST YEAR EVER

1. 60+ people gathered to recognize the entrepreneurial spirit of minority business owners for the Frederick County **Minority Business Vision Appreciation event**.
2. Governor Hogan attended the ground breaking for Frederick Memorial Healthcare System's new **James M. Stockman Cancer Institute**, a 62K SF facility scheduled to open in 2017.
3. Frederick County joined the **BioHealth Capital Region Initiative**, spearheaded by MedImmune, aimed at making the Capital Region a Top 3 Biotech Hub by 2023.
4. **RMI "Champions of Manufacturing"** recognized 9 Frederick companies, including: Akonni Biosystems, AstraZeneca, Bakery de France, EDCO, Galaxy Control Systems, Wright Manufacturing, McCutcheon's Apple Products, Stulz Air Technology Systems, Canam Steel as well as OED's own Jodie Bollinger.
5. The **2016 Best Places to Work** awards recognized Frederick companies who are leading the way with progressive and supportive company cultures, competitive employee benefits and more.
6. Launching **HomegrownFrederick.com** at a Frederick Keys baseball game gave the new tool maximum exposure.
7. MEDA and Leadership MD members visited Frederick to learn about best practices in economic development.
8. OED exhibited at **BIO International**, the largest bioscience conference in the world.
9. MD Secretary of Agriculture Bartenfelder and elected officials attended the **FC Ag Legislative tour**, held in partnership with the Frederick County Farm Bureau and Regional Soil Conservation Districts, to highlight important regulatory and policy issues.
10. Maryland Manufacturing Day was celebrated with a **Lunch, Learn and Tour at Abicor Binzel**, sponsored by the Frederick County Manufacturers Roundtable and OED.
11. OED partnered with Brunswick Main Street to sponsor the first **"Made in Maryland Marketplace"**, a pop-up shop effort to decrease commercial vacancy.
12. **Business Appreciation Week** was held in October, with 60 ambassadors visiting nearly 100 businesses to thank them for doing business in Frederick County.
13. OED hosted one of three **REALShare** events held in 2016 as a way to connect regional and local brokers to real estate opportunities.
14. OED promoted Frederick's robust tech entrepreneur ecosystem at **TEDCO's Entrepreneur EXPO**, attended by 600+ of the region's top entrepreneurs and investors.
15. OED attended the inaugural **Grow Maryland Summit**, hosted by the Rural Maryland Council and Grow Maryland, to support and promote Maryland value-added agricultural producers, agritourism operations and small food businesses.
16. OED competed in the first **Tech Frederick Olympics**, a day that brought together tech companies for team-building and networking.



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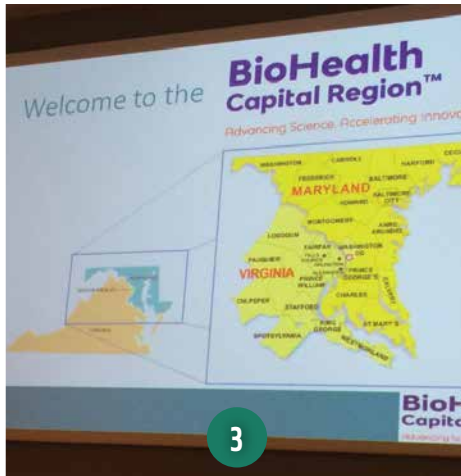
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10



13





118 N. Market St. Frederick, MD 21701



COME GROW WITH US

Frederick County Executive **Jan H. Gardner**

FREDERICK COUNTY COUNCIL

Bud Otis, PRESIDENT
M.C. Keegan-Ayer, VICE PRESIDENT
Tony Chmelik
Kirby Delauter
Jerry Donald
Jessica Fitzwater
Billy Shreve

FREDERICK COUNTY OFFICE OF ECONOMIC DEVELOPMENT

HELEN PROPHETER, DIRECTOR
KATIE ALBAUGH, BUSINESS DEVELOPMENT SPECIALIST, AGRICULTURE
JODIE BOLLINGER, BUSINESS DEVELOPMENT SPECIALIST, COMMERCIAL REAL ESTATE AND MANUFACTURING
SHERMAN COLEMAN, BUSINESS DEVELOPMENT SPECIALIST, MINORITY BUSINESS OUTREACH
SHARON HIPKINS, ADMINISTRATIVE SPECIALIST
SANDY WAGERMAN, BUSINESS DEVELOPMENT ANALYST

SMALL BUSINESS DEVELOPMENT CENTER

BRANDON MASON, FREDERICK COUNTY CONSULTANT AND REGIONAL TECHNOLOGY LIAISON

MARYLAND WOMEN'S BUSINESS CENTER

MARIA MCELHENNY, BUSINESS COUNSELOR/TRAINER