

Spring 2004

# Economic Development

*We Plan To Help You Grow*

## County Welcomes New Industry!

### International Wood Products Manufacturer Comes to Eldersburg

Carroll County is pleased to welcome another manufacturing company to our community. Sauder Mouldings, Inc., a subsidiary of Sauder Industries based in British Columbia, Canada, is occupying 81,000 square feet in the vacant London Fog complex in Eldersburg.

Brett Rowland, general manager of the new Eldersburg operation, said the property location near I-70, the county's central location near Baltimore and the surrounding industrial land made the site attractive. Along with the proximity to major markets and the Port of Baltimore, key factors that convinced the company to locate here were the availability of an excellent workforce and Carroll's high quality of life.

Sauder Mouldings worked with the Business & Employment Resource Center to host a job fair this past fall. To date, the company has hired approximately 40 skilled and entry-level woodworking employees. "The long-term strategy is

*both stories continued on page 2*

### Carleton Technologies Moves Division to Westminster

Carleton Technologies' Pressure Technology Division (PTD) recently relocated its manufacturing operation to Carroll County. Carleton signed a lease for nearly 31,000 square feet at the Carroll Commerce Center in Westminster.

"Along with the available space for expansion," said Michael Higgins, Carleton's PTD general manager, "the presence of a skilled manufacturing labor force and manufacturing-friendly business environment attracted us to Carroll County."

Based in Orchard Park, NY, the company formed in 1955 in a private home in western New York. In 1998, Carleton acquired Pressure Technology Inc., located near Baltimore, and renamed it as their Pressure Technology Division.

According to Jack Lyburn, the county's labor is its number one selling point. "Our quality of labor, our quantity of labor and our productivity make Carroll County very competitive and were key factors in landing this project."

**CARLETON**

**SAUDER MOULDINGS**

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# From the Director's Chair

**T**hese last several months have been quite busy in our department. As featured on the cover, we closed two major deals in 2003. Carleton Technologies and Moulding and Millwork are new to Carroll County. Between the two, these firms represent about 100 new jobs initially. It was great to land such prominent manufacturers to our county and I welcome them both.

We have also been busy working to finish up the Technology Feasibility Study (see article on page 5.) Working with experts in technology, we have crafted a plan to help Carroll County realize its fullest potential in regards to developing and maintaining a base of technology firms. The Economic Development Commission has quickly responded to the study by forming two subcommittees. One will look at new agriculture and technology linkages, while the other will study our current and anticipated technology infrastructure. It will be exciting to implement many of the recommendations stemming from the study.

Two major administrative tasks also kept our attention during the last several months. First, we participated on a committee to study conditional uses in the industrial zones. Recommendations from this group to the commissioners include limiting the types and sizes of certain retail uses allowed in the industrial zones. Second, as many of you know, we have been working for more than 10 years with the Planning Department on creating an Employment Campus Zone. The Board of Commissioners held a public hearing on this proposed ordinance on March 3. To learn more about these ordinances, go to [www.ccgov.carr.org](http://www.ccgov.carr.org).



## BERC News — Maryland Business Works

**M**aryland Business Works is a new state program to support existing businesses in the retention and growth of their workforce. Maryland was awarded \$1 million of incentive funds under the Workforce Investment Act (WIA) for the training of current employees. The funds are available for training projects targeted at demand occupations and require a dollar for dollar match from the employer. The program is intended to foster promotions, create new jobs and improve worker retention through career ladders. To find out more, contact BERC Business Consultant Holly Hutchins, at 410-386-2820 or [hhutchins@ccg.carr.org](mailto:hhutchins@ccg.carr.org).

## International Wood Products Manufacturer

*(continued from cover)*

to expand and within five years employ about 100 people," said Mathew Sauder, vice president of the family-owned business, which has facilities dotted across the United States and Canada.

Jack Lyburn, executive director of economic development, is excited about the company's decision to locate in Carroll County. "Sauder is an international company and a really big deal for us. This fits with our strategic plan to attract high-end manufacturing. We welcome them to Carroll County."

## Carleton Technologies

*(continued from cover)*

Carleton brought about 50 jobs — mostly in high-tech manufacturing. The Pressure Technology Division makes composite-wrapped pressure vessels, which are designed to hold gases under high pressure. The company's main customers are in the life support, defense and aerospace industries.

# New Agricultural Partnership in Keymar

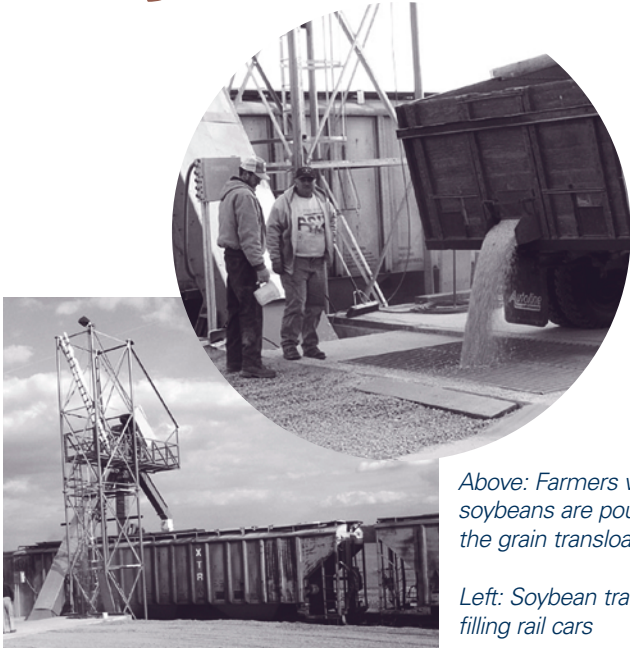
The Department of Economic Development facilitated an agreement with two local businesses, Maryland Midland Railway (MMR) and Keymar Fertilizer, Inc., along with Perdue Farms, Inc. of Salisbury, MD, to create an exciting marketing opportunity for county grain producers. A new soybean receiving station has been built at Keymar Fertilizer in place of the collapsed Archer Daniels Midland grain elevator at the Port of Baltimore.

Using an existing rail spur serviced by MMR, the fertilizer company constructed a grain transloader at their site that can quickly unload trucks of soybeans into rail cars. Once full, the cars are moved by MMR and CSX to Perdue Farms processing facilities in either Salisbury or Chesapeake, VA.

Paul Denton, president of MMR said, "Keymar Fertilizer and Perdue Farms have both been outstanding to work with. The revenue generated by transporting soybeans has been a real shot in the arm during the normally slower months of October, November and December."

The facility was constructed in time for the 2003 fall harvest and allowed area producers to take advantage of the higher than normal soybean prices. In addition, having a local facility saved farmers time and money by not having to travel long distances to get their product to market.

Keymar Fertilizer and Perdue Farms set a goal to move one million bushels of soybeans through the facility this fall and winter. To date, 800,000 bushels have been moved with an additional 200,000 bushels contracted to be sent. Each grain car can hold up to 3,300 bushels, and with an average price for soybeans this fall and winter at or near \$7.50 p/BU, it is estimated that more than \$6 million in soybeans have passed through the Keymar transloading facility.



*Above: Farmers watch as soybeans are poured into the grain transloader*

*Left: Soybean transloader filling rail cars*

Keith Warner, owner of Keymar Fertilizer, is pleased with his business decision. "I've gained new contacts from producers I didn't know existed and the schedule for our employees has been easy to work out," he said. The receiving facility is busiest in the fall and winter when normal operations at the fertilizer company are slow. Mr. Warner also noted there is potential to expand the operation to include a storing and drying facility to handle soybeans that are high in moisture.

Executive Director of Economic Development Jack Lyburn commended his department's role in this project. "Our agricultural marketing specialist, Gabe Zepp, saw an opportunity to help the agricultural community and ran with it. I was pleased that our visit to Perdue in Salisbury was so successful."

## Gov. Ehrlich Presents Carroll Business with Smart Growth Award

Josh and Matt Kohn, owners of Kohn Creative in Westminster, were honored to receive a Maryland Smart Growth Vision Award. The award, one of only two presented in 2003, recognizes those in Maryland who carry out and embody smart growth principles. Gov. Robert Ehrlich, Jr. presented the Kohn brothers the award citing their creativity by renovating and housing their graphic design and printing business in the old Westminster Post Office. Kohn Creative started 16 years ago as a two-man business operating out of their parents' Baltimore townhouse and has grown to a thriving design and printing firm that employs 20 people. For more information, visit [www.kohncreative.com](http://www.kohncreative.com).



# Lt. Gov. Michael S. Steele Speaks at First Annual Small Business Seminar



More than 125 eager attendees gathered at Wakefield Valley Golf & Conference Center on November 7, 2003, for Carroll County's first annual small business seminar. The seminar was hosted by the Department of Economic Development, Carroll County Chamber of Commerce, Carroll Community College and the Small Business Development Center. BB&T generously sponsored the event.

Titled *Business Survival — Payoffs and Pitfalls*, the half-day seminar was designed to provide small business owners and potential owners information on best business practices. A brief

general session was followed by three breakout panel discussions that covered essential areas for business success: Business Basics (legal, financial, insurance and accounting), Marketing Practices and Workforce Practices.

Following the panel sessions and lunch, the attendees were treated to an energized keynote address given by the Honorable Michael S. Steele, lieutenant governor of Maryland, who officially recognized Carroll County as a vital economic partner in the Greater Baltimore region and Maryland.

Lt. Governor Steele was greeted with applause as he stated, "The business of

government is to keep out of the way of business and let business do what business does best ... that is grow, grow, grow." He praised small business owners for the risks they take and stated on behalf of the administration, "We're prepared to walk more than a mile with you — we're prepared to walk as far and as long as you're willing. If you don't succeed, that means we failed."

The seminar received many great comments from the attendees and a similar seminar is already being planned for this fall.



***"The business of government is to keep out of the way of business and let business do what business does best ... that is grow, grow, grow."***



Top: Lt. Gov. Michael S. Steele speaks during the keynote address.

Upper Left: Mike Shank of BB&T addresses attendees during the Business Basics panel.

Left: (l to r) Dr. Faye Pappalardo of Carroll Community College, Lt. Gov. Steele, Bonnie Grady with the Chamber of Commerce, and Jack Lyburn.



# BUSINESS BRIEFS

## What a Day for Westminster Manufacturer Intellitech

The first annual Mid-Atlantic Bio/Med Conference held in December in Baltimore turned out to be a huge success for a local manufacturer. Intellitech, which started as an engineering services business, now manufactures semi-automatic liquid dispensing units for the biotech, pharmaceutical and specialty chemical industries. By lunchtime on the show's first day, Intellitech had secured orders for two of each of their custom built machines. Anthony Biller, VP of New Business Development for Intellitech, was pleased with the results of the show, stating that his team had spent more than half a year developing the intelliFILLER machine. The same week as the Bio/Med show, Intellitech announced it would be adding a west coast presence in 2004. For more information visit [www.intellitech-inc.com](http://www.intellitech-inc.com).

## General Dynamics Ends 2003 with a Big Deal

General Dynamics Robotic Systems (GDRS) of Westminster inked a deal with Science Applications International Corp. (SAIC) in December that runs until September 2009 and is worth \$185 million. GDRS will be responsible for the development and integration of the "brains" of the Autonomous Navigation System for the U.S. Army's Future Combat Systems program. The unit will allow robotic vehicles designated by the Army to go on soldier-directed missions without a driver. GDRS is already working on the Mobile Detection Assessment Response Systems (MDARS) for the Department of Defense. The MDARS is a robotic vehicle that acts as an automated patrol force designed to relieve personnel from the repetitive and dangerous tasks of patrolling exterior areas that require some level of security. The MDARS is currently being demonstrated and GDRS hopes it will be deployed in 12 to 24 months.

# Carroll County Technology Feasibility Study

**T**he Carroll County Technology Development Feasibility study is now complete. The Department of Economic Development retained the team of the Jacob France Institute of the University of Baltimore, the Johns Hopkins University Institute of Policy Studies, Lipman Frizzell and Mitchell LLP, and Whitman, Requardt and Associates to prepare the technology-led economic development strategy for Carroll County. The report presents a detailed technology profile and assessment, a market analysis and a proposed strategic development plan. The plan will assist the Department of Economic Development, the Economic Development Commission and other important business and community organizations in furthering our technology-led economic development planning. The overall goal is to accelerate the development and adoption of high-tech innovations by entrepreneurs and businesses in Carroll County.

Carroll County is centered in a region rich with advanced technology centers and companies that are developing new innovations every day. Since the technology sector has been identified as a key focus of the State, there are many regional support organizations and educational institutions already in place that are dedicated to technological education and growth. We look forward to bringing those resources to Carroll County businesses by working with the Maryland Department of Business & Economic Development on all technology initiatives in the Greater Baltimore region and with the Carroll Technology Council on strategies particular to Carroll County.

There are many factors which make a vibrant technology-based economy, and three of our key strengths are affordable real estate costs, an educated and continuously learning citizenry and a high quality of life. With our proximity to many regional research facilities, universities and growing tech companies throughout the State, we will focus our efforts on improving the physical infrastructure to support technology growth in our existing businesses, build the technology business base and support the development of local entrepreneurial networks.

## Building blocks of a technology-based economy\*

- Intellectual infrastructure
- Networks
- Educated and continuously learning citizens
- High quality of life
- Entrepreneurial culture
- Physical infrastructure
- Risk capital
- Leadership, government, collaboration
- Image
- Technology business base

\* Carroll County Technology Development Feasibility Study, 2003

# Need-To-Know Phone Numbers

- Department of Economic Development 410-386-2070
- Small Business Development Center 410-386-2317
- Office of Tourism 410-386-2983
- Business & Employment Resource Center 410-386-2820
- Department of Planning 410-386-2145
- Zoning Administrator 410-386-2980
- Department of Permits & Inspections 410-386-2674

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### **Carroll County Economic Development Commission**

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