

Summer 2002

Economic Development

We Plan To Help You Grow

2002 Industry & Enterprise Awards Dinner Welcomes Secretary Iannucci

David Iannucci, secretary of the Maryland Department of Business and Economic Development (DBED), returned to Carroll County as keynote speaker for the 8th annual Industry and Enterprise Awards. This was the second trip to Carroll County in as many weeks for the secretary as he participated in the dedication ceremony for Lehigh Portland Cement's new facility.

While acknowledging the tragic events of 9/11, a national recession and the resulting economic slowdown, the secretary also highlighted some of the positive happenings in our state. Maryland continues to outpace the nation in economic growth and its economy remains fundamentally sound. In 2001, Maryland had the 15th fastest job growth rate, significantly higher than all of its neighboring states. He also noted, "Maryland has now outpaced the nation three years in a row. Our unemployment figures have consistently been below the national average and our diverse economy and highly skilled workforce have protected us from the massive layoffs that have plagued other states." Furthermore, Maryland exports posted a significant 8% growth rate, as opposed to the negative 6% growth rate for the nation.

Secretary Iannucci mentioned several large company expansions and relocations. He emphasized that these successes were due in part to the State/County partnership and a targeted economic development strategy. This strategy focuses on attracting industries in the bioscience, technology and defense sectors, while maintaining the strength of the state's manufacturing and service sectors. In addition, DBED has recognized business retention and small business development as vital aspects of this strategy. The Department's business retention program has been enhanced, as has the commitment to helping small business succeed by providing strong resources: access to capital, opportunity, training and marketing opportunities.

Jack Lyburn, director of economic development comments, "Our partnership with Secretary Iannucci and DBED is critical to the success of economic development initiatives in Carroll County. We are always excited to have him as our keynote speaker."



David S. Iannucci, secretary of the Maryland Department of Business and Economic Development

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From the Director's Chair

The Economic Development Commission held its annual awards dinner in May and it was a great success. We honored ten companies that expanded or had some other notable achievement. You will read more about them in this newsletter. I want to congratulate all the winners and thank them for their investment in our county.

Our department has been working on several projects. First, we commenced a Commuter Survey to assess the skill levels and commuting patterns of our residents. The Jacob France Center at the University of Baltimore conducted a telephone survey of Carroll residents and asked questions on a range of topics including educational level, occupation, wage rates, etc. Survey results were presented at a meeting on June 12.

A second survey is also being wrapped up. The Regional Economic Studies Institute at Towson University is conducting an analysis of wage rates in the area. The Labor Survey was sent to local businesses, who were asked questions regarding current wage rates, benefits and expected skill levels. Final results are expected in early summer.

The department plans to use the results of these surveys in our marketing efforts. For example, we can target specific industries based on the skill set and occupations of those citizens currently commuting out of the county for work. Employers will be able to use the Labor Survey information to compare their compensation packages against prevailing wage rates.

Finally, on a sad note, I want to offer my sincere sympathies to the family, friends and coworkers of Dana Caro. Dana exemplified the type of successful business we long to have in Carroll County. He grew F&M Manufacturing from a small garage-based business in Hampstead to General Dynamics Robotic Systems, located in a beautiful facility at West Branch Trade Center. Through it all, he credited his employees as the reason for the company's success. As a member of the Economic Development Commission, Dana was a vocal supporter of business initiatives in Carroll. I knew I could always count on Dana to represent the business community well. I considered him a personal friend and will truly miss him.



Welcome

Welcome to new EDC Chair, Sue Chambers. President and CEO of The Strouse Corporation in Westminster, Sue has been a member of the commission for five years and has served on the Executive Committee for two years.

Other newly elected members of the Executive Committee are Vice Chair Donni Dingman, external affairs manager for Verizon Maryland, and Secretary Doug Widlake, president of Lakewood Manufacturing.



EDC Chair Sue Chambers recognizes and thanks previous chair Vince Campanella for his service to the commission.

Thank You

Special thanks to Vince Campanella for serving as chair for the Economic Development Commission. Vince served on the Executive Committee for six years. The commission, Board of Commissioners and Department of Economic Development thank Vince for his time and leadership.

In Memory



Dana Caro, cofounder of F&M Machine and president of General Dynamics Robotic Systems, passed away in May 2002.

thanks!

2002 Industry & Enterprise Awards

The Carroll County Economic Development Commission held its Industry & Enterprise Awards dinner at Wilhelm Caterers on May 16th. In addition to welcoming new businesses to the community, the annual dinner recognizes milestones and achievements of the resident business community. With more than 160 business, education and government leaders in attendance, ten businesses were recognized for expansions, anniversaries and other notable achievements. Baltimore Gas and Electric generously sponsored the event. David Iannucci, secretary for the Maryland Department of Business and Economic Development, was the keynote speaker.

Businesses recognized this year reflect the diversity of the business base. From the large corporate organizations to the small hometown newspaper, these companies employ more than 1,000 people and have a collective investment of approximately 55 million dollars.

Lyburn to Serve as MIDAS President

In June, Jack Lyburn, director of economic development, was voted president of the Maryland Economic Development Association (MIDAS) at the annual conference held at the Rocky Gap Lodge in Cumberland, Maryland.

MIDAS is a statewide, nonprofit organization of more than 400 economic development professionals. Established in 1961, the principal objective is to promote the economic well-being of Maryland by working to improve the state's business climate and the professionalism of those in the field of economic development. Regular meetings, special programs and projects are used to address such diverse issues as local legislation, international trade, tourism and finance, and their relationship to the business community.

And the winners are...

New Business Awards

Berryville Graphics

Berryville Graphics, a Bertelsmann company, opened its digital book printing facility on the Random House Westminster campus in 2000. This satellite operation of the main plant in Berryville, Virginia, houses electronic prepress and manufacturing operations. The company specializes in "print on demand" or digital short-run printing.

Kohn Creative Solutions

Kohn Creative Solutions moved from Baltimore County to the former Westminster post office in May 2001. Kohn, a design firm, specializes in producing publications from design to the final printed copy. The firm employs sixteen people in 16,000 square feet.

Expansion Awards

EMA, Inc.

This not-for-profit corporation was founded in 1974 to serve aging people. EMA constructed a 24,000-square-foot expansion to their corporate headquarters in Sykesville to house 45 employees in administrative positions.

Jos. A. Bank Clothiers, Inc.

Established in 1905, Jos. A. Bank Clothiers sells high quality men's tailored and casual clothing, footwear and accessories. The company expanded its corporate headquarters in Hampstead by adding an additional 34,000 square feet to its warehouse. Project costs were 3.5 million dollars. The company plans to hire 60 new employees as a result of the expansion.

Redevelopment Award

Metcalfe Enterprises, LLC

Metcalfe Enterprises purchased the former Cambridge Rubber Plant in Taneytown, which had been abandoned for more than 20 years. A major restoration project to rebuild and renovate the structurally failing buildings has begun. They currently lease 33,000 square feet to Flowserve Corporation and are continuing renovations for future tenants, including their own excavation company.

Anniversary Awards

Carroll County Times - 90 years

The *Carroll County Times*, located in Westminster, is celebrating its 90th anniversary. The first issue of the *Times* was published in October 1911 and today has a circulation of more than 23,000 papers daily.

Congoleum Corporation - 80 years

Congoleum Corporation, one of the nation's leading manufacturers of sheet and tile flooring, is celebrating its 80th year. Established in 1921, the Finksburg plant produces 60 million square yards of flooring felt each year.

EVAPCO, Inc. - 25 years

EVAPCO, whose world headquarters is located in Taneytown, is celebrating 25 years as a manufacturer of forced draft evaporative condensers for the industrial refrigeration industry.

Agribusiness Award

Keymar Fertilizer, Inc.

Keymar Fertilizer, located on 146 agricultural producing acres in Keymar, was established in 1994 and opened a new 20,000-square-foot facility in 1999. The company custom blends bulk and bagged fertilizer for retail or wholesale and provides an integral agribusiness function to numerous grain and livestock enterprises region wide.

Tourism Award

WTTR

WTTR radio, "The Voice of Carroll County," received an award from the Carroll County Tourism Council. Celebrating 50 years in Carroll County, the station has been a long-time supporter of local and state tourism. The Maryland Office of Tourism Development recognized the station in 1989 for their promotion of Maryland as a tourism destination. They continue to focus on their primary goal of serving the citizens of Carroll County and provide programming that supports that mission, including a weekly special preview of events in the area.

2002 Industry & Enterprise Banquet

Gabe Zepp, agricultural marketing specialist, with the agribusiness award winners Keith and Sharon Warner



(Above) An expansion award was presented to James Melhorn, president of EMA



(Above) Robert Wildrick (second from left), CEO of Jos. A. Bank Clothiers, accepts an expansion award with Vice Presidents David Ullman, Bob Hensley and Neal Black



Kohn Creative Solution's new business award was accepted by Josh Kohn and Matt Kohn





Congoleum Corporation's anniversary award was presented to Ed Noland, plant manager



(Above) Andy Biller, Intellitech, Walter Patton, KLN B and Randy Bachtel, BPR



(Above) WTTR Station Manager, Dwight Dingle, celebrates the tourism award with Tourism Manager Barbara Beverungen and Tourism Council President Steve Kerkam



(Above) Robin Saul accepts an anniversary award for the Carroll County Times



(Right) Anniversary award winner Bob Shriver from EVAPCO with Carroll Community College's Libby Wagner and BGE's Priscilla Savoy

(Below) BGE sponsor John Sundergill (center) talks with Glenn Bair and Mike Fowler



(Above) John McClurken accepts the new business award for Berryville Graphics



(Left) Richard and Ruth Ann Metcalfe accept their redevelopment award

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 410-386-2248
- Department of Permits, Inspections & Review 410-386-2674

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