

Winter 2003

Economic Development

We Plan To Help You Grow

Department Unveils www.carrollbiz.org

The Internet is an integral part of the business world and economic development is no exception. In order to meet the changing needs of our clients, and incorporate evolving technologies, we have updated our web site with a new look and comprehensive information.

Focus on the Facts

The objective of the web site redesign was to maximize the exposure of Carroll County and advance the initiatives of the department. The web site, a knowledge site focusing on facts instead of flash, is dedicated to the delivery of information to citizens, business owners and prospective business owners. The site will be marketed to real estate brokers and site selectors, companies, resident industry, small business and agribusiness.

Easy to Use and Search

The new site is easily navigated, emphasizes data and has an extensive search mechanism. The department has the capability to change, delete, add or

update any information in-house. The site will be as up to date as possible with the opportunity to change information daily.

A Great Resource

Major topics on the site include:

Area Profile

Find maps and distance charts showing the county's municipalities and demographics.

Business Assistance

Help for new and existing businesses with great information on site selection, real estate, permitting, financing incentives, taxes, workforce development and small business resources.

Employers & Workforce

Learn about the top-quality workforce available in Carroll County, including data on salaries, employers and the job market.



Real Estate

This section gives an overview of land and buildings available and provides links to our online database system—Co-Star. It also gives information and links for infrastructure and zoning.

Quality of Life

Comprehensive information on education, housing, cost of living, healthcare, recreation, tourism and the exceptional lifestyle Carroll County offers.

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Tell us your news!

The new web site includes a revolving news banner that offers the opportunity to promote your Carroll County business and its recent success. If you have a newsworthy item, please go to the newsroom page of www.carrollbiz.org and click on "news" to submit the information or submit it directly to news@carrollbiz.org.

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From the Director's Chair

As 2002 has come to a close, I wanted to take an opportunity to update you on some of the department's activities.

The Westminster Technology Park, located adjacent to the West Branch Trade Center, continues to move forward. Our engineering firm, BPR, has finished preliminary studies of the park. Once construction costs are estimated, we will meet with interested developers to discuss park development. Conceptual plans call for brick and glass buildings with R&D and high-tech manufacturing tenants. Ground breaking is expected in summer 2003.

I am happy to report that leasing activity at the Carroll County Commerce Center has been steady. New tenants including Corporate Occupational Health Solutions, Ross Metal Products and the Carroll County Chamber of Commerce have signed for space at this attractive park. We continue to work with the brokers at KLNb to draw more users to the park.

A major study is also underway. The department selected a consultant, The Jacob France Center at the University of Baltimore, to work on a Technology Development Feasibility Study for the county. This study will examine current technology infrastructure and address future needs across the county. For more information about the study, read the article on page 5 of this newsletter.

Finally, I want to welcome our new Board of County Commissioners: President Julia W. Gouge, Vice President Dean L. Minnich, and Secretary Perry L. Jones, Jr. I look forward to continuing a successful economic development program under their direction.

I wish each of you a happy and successful new year!



2003 Book of Lists

The following Carroll County businesses are listed in the Baltimore Business Journal's 2003 Book of Lists:

In the Baltimore Area

Largest Depository Institutions

BB&T (7)
Westminster Union Bank (14)
New Windsor State Bank (46)

Largest Colleges and Universities

McDaniel College (17)
Carroll Community College (20)

Largest Computer Training Firms

Carroll Community College (12)

Largest Private-Sector Employers

Carroll County General Hospital (40)

Largest Public Companies

Jos. A. Bank Clothiers, Inc. (19)

Fastest Growing Private Firms

Design Plus Sprinkler Systems, Inc. (22)

Largest Continuing Care Communities

Fairhaven (3)
Carroll Lutheran Village (4)

Largest Health Systems

Carroll County General Hospital (14)

Largest Software Development Firms

Knowledge Link Ltd. (21)

Most Popular Tourist Attractions

Carroll County Farm Museum (24)

Most Difficult Golf Courses

Wakefield Valley (6) (7) (9)
River Downs Golfers Club (12)

Baltimore's Favorite Restaurants

Antrim 1844 Country Inn (24)

In Maryland

Largest Tourist Boards

Carroll County Office of Tourism (16)

Largest Energy Companies

S.H. Tevis & Son Inc. (2)

Largest Consumer Internet Service Providers

Quantum Internet Services Inc. (6)

Largest Business Internet Service Providers

Quantum Internet Services Inc. (15)

The Business Training Center Opens at Carroll Community College



Carroll Community College celebrated the opening of the Business Training Center (BTC), a state-of-the-art training facility holding open enrollment, continuing education, workforce training and professional development courses. The college acts as a strategic training partner with hundreds of local businesses in Carroll County, and conducts customized training classes designed to meet employee needs in the Business Training Center.

The Miller Small Business Resource Center is an integral part of the center and serves as a multifaceted resource for entrepreneurs and small businesses

seeking information and training. The BTC houses two computer labs, three training rooms and a conference room, all equipped with state-of-the-art instruction/presentation technology.

The BTC is adjacent to the Robert A. and Phyllis B. Scott Fine and Performing Arts Center that houses a theatre seating up to 428. Thus, the facility serves as an excellent choice for

large scale training events, conferences and seminars. A kitchenette is also available. For more information, please call the Business Training Center at 410-386-8095.

Carroll County ARC Creating Win-Win Solutions for Business

The ARC of Carroll County has provided workforce solutions to area businesses for more than 30 years. The Westminster facility provides almost 30,000 square feet of production and warehouse space with loading docks, as well as access to an on-site, underemployed workforce. Both the facility and the workforce are available, jointly or independently, to deliver quality services in a timely manner.

Executive Director Tim Atkinson likes to create win-win solutions for ARC clients and local businesses. "We have many great examples of successful partnerships with local businesses. People with disabilities are capable, productive, reliable and dedicated to their work. It is our mission to provide employment

opportunities for them so they can contribute to the community, which in turn satisfies a labor need for the business community. There are many options available and the ARC is receptive and flexible to any potential collaboration."

Lee Wolfe, tool repair coordinator for BGE, has worked with Carroll County ARC for about 10 years and says, "Our relationship with ARC is excellent. They have met every need, been flexible to new situations, and the quality assurance has been very good. A large portion of the \$800,000 recovered in our operation can be attributed to ARC."



Carroll County ARC workers assemble products for a local company.

For more information on The ARC of Carroll County, please contact Don Rowe at 410-848-4124 or drowe@arccarroll.com.

New Agriculture Web Site

The Carroll County Department of Economic Development recently debuted its new agriculture web site at www.carrollag.org. The site was created to assist consumers and growers in finding agricultural products and to help producers of farm goods in marketing Carroll's homegrown products. The site promotes numerous agricultural products and information about the farmers who provide them.

A Fresh Idea

Consumers can find fresh fruits, vegetables, eggs and meat, plus numerous horticultural operations. Agribusiness men and women can locate farms offering livestock, horses, dairy cattle, grains and forage products. Notable features within the site include a farm finder, ag services and agencies and farmers' markets. The bulletin board

offers free advertising for those in the agricultural community, while the calendar section highlights upcoming ag events. The promotional materials section contains downloadable brochures and listings from Carroll County. An extensive list of agriculture-related links provides easy access to local, regional and national resources.



One-Stop Shopping

The creation of an agricultural web site for Carroll County was a logical progression of the promotion and merchandising assistance performed by the Department of Economic Development. The site was designed to create a "one-stop shop" to locate agricultural products, supporting infrastructure and agricultural information.

Although many Carroll County agribusinesses are currently listed in the site, the database is expected to more than double in the future. Be sure to visit the site often and check out new information and updates. Questions about www.carrollag.org can be directed to Gabe Zepp at (410) 386-2070 or by e-mail at: gzepp@carrollbiz.org.

www.carrollbiz.org (continued from page 1)

Data Center

This research tool provides valuable information on area demographics, labor force, quality of life, regional/economy, transportation, taxes, environment, energy/telecom and financing and incentives.

Newsroom

Here we feature news that impacts Carroll County. A revolving banner on the home page shows current news and provides a link to more detailed information on the newsroom page. Visitors can also read newsletters, marketing brochures or other promotional pieces.

Agriculture

Recognizing that agriculture is such an important industry in Carroll County, a dedicated section with an independent URL, www.carrollag.org, is included.

The department is very excited about the new site. It will be an excellent resource for our business community, present and future. Please visit us online at www.carrollbiz.org.



Lights, Camera, Action!

Production companies are attracted to Carroll County's location with quaint main streets, beautiful scenery and rural landscapes. Combined with the excellent access to urban settings in Baltimore and Washington, D.C., it's no surprise that several companies have chosen to film in Carroll County.

The Carroll County Department of Economic Development is the main point of contact for production companies, and we have seen a recent increase of interest. Working closely with the Maryland Film Office, the department conducts customized searches to meet companies' location needs and production schedules. Personalized property tours and assistance in providing local production crews, talent and accommodations are also available.

The Office of Tourism, which falls within the department, views this as an important and growing industry. The community benefits from the national exposure and the dollars that are pumped into the local economy.

Carroll County Production Credits

America's Most Wanted
For Richer or Poorer
Runaway Bride
Species II
Red Dragon
Head of State
Various commercial shoots

Economic Development Receives Technology Study Grant

The Department of Economic Development has been awarded a grant from the Maryland Department of Business & Economic Development Assistance Authority Fund (MEDAAF) to conduct a feasibility study of technology development and related opportunities in Carroll County. The Jacob France Institute from the University of Baltimore has been selected to perform the feasibility study and then develop a Carroll County Technology Development Strategic Plan.

Assessment and mapping of existing technology infrastructure, and an evaluation of the current and future technology capacity of strategic real estate will be included in the study. Also, The Jacob France Institute will outline the necessary resources (technology infrastructure, capital investment, human resource potential) and actions (legislative, zoning, budgeting, etc.) needed to provide a fully integrated stream of resources for technology commercialization and development activities. Completion of the study is expected by June 2003.

2003 Economic Outlook Breakfast

On February 5, 2003, Towson University's RESI will present the 2003 Carroll County Economic Outlook/Megatrends and Family Economics at the Best Western Westminster Catering and Conference Center. Anirban Basu, director of applied economics at RESI, will review recent economic history, give a perspective view of Maryland and our region and discuss the outlook for national and local economic growth for the year ahead. The presentation will also include a discussion of megatrends and family economics, focusing on the American family from a purely economic and business viewpoint. For more information, call 410-386-2070 or e-mail cwinebrenner@carrollbiz.org.



BUSINESS BRIEFS

NASA Expands Use of CTRL System Product

NASA announced that it will expand its use of CTRL Systems Inc's ultrasonic product, the CTRL UL 101. With the recent success of the UL 101 ultrasonic inspection device on the International Space Station, NASA has now placed an order with CTRL Systems to put the same technology on all shuttles in the space program. Beginning in the first quarter of 2003, it will be standard equipment for all shuttle missions. The UL 101 is a nondestructive testing device that utilizes the properties of ultrasound to provide a quick and accurate method for testing the condition of systems and components. CTRL Systems, located in Westminster, is a high-tech manufacturer of ultrasound diagnostic sensors, sophisticated signal processing and maintenance management software. For more information on CTRL Systems and the UL 101, visit www.ctrlsys.com.

Intellitech Acquires Innovative Packaging Machinery (IPM)

Intellitech Inc., located in Westminster, recently announced the acquisition of Innovative Packaging Machinery (IPM). IPM develops filling solutions for the pharmaceutical, cosmetics and specialty chemical industries in the form of bench top machines, in-line fillers and monoblocs. The acquisition strengthens Intellitech's market position in the automated filling industry and increases services. For more information, visit www.intellitech-inc.com.

Business and Education Partnerships: Achievement Counts

The Maryland Business Roundtable for Education (MBRT) Achievement Counts Speakers Bureau has been working in Carroll County. The program is a partnership between MBRT, Carroll County Department of Economic Development and Carroll County Public Schools. Forty-three professionals spoke to 1500 ninth- and tenth-grade students in five Carroll County high schools. Presentations emphasized the importance of high school as a foundation for future success in higher education and work.

A New ISO Consortium is Forming

The Maryland ISO Consortium Program is a subsidized effort by the Maryland Department of Business and Economic Development to assist Maryland organizations in implementing the ISO 9000 standards for quality management. Those interested in learning more about the program can attend an open introductory meeting to be held at Anne Arundel Community College from 1:30 to 4:00 p.m. on Monday, February 17, 2003. You are encouraged to contact Evelyn Nicol (410-767-6553) or June Sherer (301-403-4602) for an invitation to this meeting. More information on the Consortium Program is available at www.umcqp.umd.edu/ISO.htm.

Congratulations!

Congratulations to Office of Tourism Manager Barb Beverungen on receiving a Tourism Destination Management and Marketing Certificate. The certificate, from George Washington University School of Business and Public Management, represents the successful completion of coursework on the subject of long-term sustainability and success in professional tourism destination management. Barbara was recognized for her accomplishment at the 2002 Maryland Governor's Tourism Industry Conference.

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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Accessibility Notice:

The American With Disabilities Act applies to the Carroll County Government and its programs, services, activities, and facilities. If you have questions, suggestions, or complaints, please contact Jolene Sullivan, the Carroll County Government Americans With Disabilities Act Coordinator, at 410-386-3600/1-888-302-8978 or TT#410-848-9747. The mailing address is 10 Distillery Drive, 1st Floor, Suite 101, Westminster, Maryland 21157

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