

Summer 2005

Economic Development

We Plan To Help You Grow

Businesses Grow in Carroll

Shelter Systems' New Shelter

For more than 25 years, Shelter Systems Limited has provided builders in the Mid-Atlantic region with top-quality roof trusses, open web floor trusses and engineered wood products. Beginning in a small shop in Avondale with six employees, the business successfully grew, requiring a new location.

The expansion gave owners Dwight and Linda Hikel the unique opportunity to design and implement state-of-the-art production and distribution principles in the new manufacturing facility. Building the 130,000-square-foot facility in Meadow Ridge Industrial Park was the chance to fulfill their dreams and solidify their position as a premiere roof truss manufacturer. President and CEO Dwight Hikel says, "We are extremely happy in our new facility, and with 25 acres, there is more than enough room for future expansion."

A charter member of the Wood Truss Council of America Quality Assurance Program and now staffed with 180 employees, Shelter Systems has grown not only

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PFG/Carroll County Foods Adds Space and Jobs

New Windsor's PFG/Carroll County Foods, a subsidiary of Virginia-based Performance Food Group (PFG), has started an expansion that will occur in two phases over the next several years. The first phase is the addition of an 11,000-square-foot cooling area and nine loading docks. Later in 2005, phase two will expand warehouse and office space at the current location on Avondale Road. In the last twelve months the company has expanded its workforce from 180 to 245 and plans to add more. Total capital investment of the project is expected to be more than \$10 million.

Founded in 1964, Carroll County Foods was an egg business operated out of the basement of George W. Gorsuch, whose children continue to run the day-to-day operations. The company has since evolved into PFG/Carroll County Foods Wholesale Food Distributor, part of Performance Food Group's Broadline Distribution Division. The company provides more than 8,000 products in a 150-mile radius around Carroll County that includes customers

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Shelter Systems new plant near Carroll County Regional Airport

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From the Director's Chair

It is a pleasure to be leading the Carroll County economic development team and, as evidenced by the articles in this newsletter, expansions and redevelopment projects have been numerous. I would like to thank everyone who has welcomed me. I have spent most of my first few months meeting business and government leaders. From the business community, I want to learn the issues that impact local businesses and develop strategies to help promote growth. With the elected officials and municipal leaders, I will work to establish a collaborative relationship to contribute to the economic development efforts in the towns and throughout the County.

Many people have asked for my initial impressions of Carroll County. From our county commissioners, I see a firm commitment to economic development in place. Many policies and programs are already established to help us grow our business base, and we are working to develop new initiatives that will further enhance our efforts. Cooperation will be a key focus for me, bringing all of our partners together to create a coordinated and effective economic development effort.

We will align our efforts with the State's marketing plan, which positions Maryland to attract knowledge- and technology-based industries. These are the industries we hope to attract to Carroll County. We also plan to continue to nurture our local manufacturing base, as well as cultivate small businesses, as they are a vital contributor to our local economy.

As we work to craft an annual work plan to guide us in our efforts to increase quality economic development in Carroll County, I welcome your input. If you have suggestions or want to discuss ideas with me personally, please call me or send an email. Learning from the business community is an essential part of this process and I encourage you to participate!



Shelter Systems

(continued from cover)

in size, but in numbers. Almost 35 percent of the employees have an average of 10 or more years of service with the company. "Our employees are our greatest asset and we have been blessed to have so many of them work with us to build the company into what it is today," observes Vice President Linda Hikel.

Since the move to the new plant, the production cycle time has been reduced by 50 percent and production is up 25 percent. A great new location, dedicated employees and a commitment to excellence will ensure success for Shelter Systems well into the future.



PFG/Carroll County Foods President Dwight Gorsuch (far right) and others break ground for expansion.

PFG/Carroll County Foods

(continued from cover)

in Maryland, northern Virginia, southern Pennsylvania and Delaware.

"PFG/Carroll County Foods has been a pillar in the community for 40 years," reports Dwight Gorsuch, the company's president. "We're excited about staying in Carroll County... ultimately, it will bring more business and more jobs to our community."

County Commissioner Julia Walsh Gouge agrees, "We are pleased that we were able to meet their expansion needs. We were able to allow PFG/Carroll County Foods to grow and expand in Carroll County where the business was founded."

PFG/Carroll County Foods' expansion was recognized by Governor Robert L. Ehrlich, Jr. at a special reception at the State House in Annapolis.



Redevelopment Opportunity Attracts Overton & Associates

Carroll County could have been the site of a reality show, as a vacant facility on MD 140 in Westminster recently experienced an “extreme makeover.” Because design and construction is the business of Overton & Associates, the challenge of renovating a former manufacturing facility into a beautiful corporate headquarters was a project that excited John Overton, president of Overton & Associates. “We have worked in Carroll County since the mid 1980s and were always attracted to this area,” he notes. “People are friendly here and the local jurisdiction is accessible and helpful. As our business expanded in the Mid-Atlantic region, Carroll County was an ideal location geographically, especially for our work in the Baltimore area and in Pennsylvania and West Virginia.”

Overton & Associates specializes in helping financial institutions plan strategic growth. Overton is a single source provider for the entire building process, termed “smart solutions.” First, Overton listens to clients and observes the current operation in order to clearly understand organizational workflow. They perform feasibility studies and needs assessments. Finally, they apply

experience and vision to create working areas that allow for maximum efficiency and greater profit over time.

All areas of expertise are used in ensuring clients a successful turnkey project: architecture, interior design, general contracting, millwork, construction management and relocation experts are all involved. From budget development to lease negotiations to final delivery of the product, seasoned professionals guide the process with minimal interruptions to service. Satisfied clients include Provident Bank in Baltimore and Belco Community Credit Union in Harrisburg, Pa.

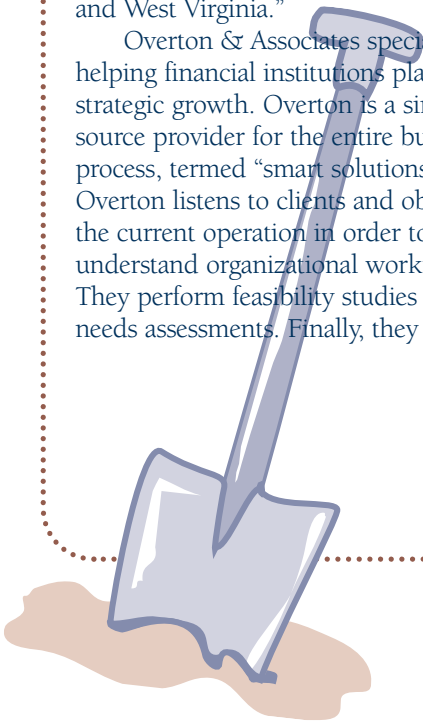
If a client is looking for proof of Overton’s skill in delivering a polished product, look no further than the new headquarters at 909 Baltimore Blvd. This

fully renovated building is a welcomed addition to Carroll County and a testament to the abilities of Overton & Associates. John Overton credits staff as a reason for their success. “Many of our employees have been with the firm for more than twenty years. There is feeling here that we are like a family and take care of each other. The fact that we did not lose a single employee in our relocation of 60 miles speaks to how important the company is to our staff. Collectively we are a team that works hard and enjoys each other.”

after



Overton transformed the former MasterPower manufacturing plant into their corporate HQ.



Kroll Background America Relocates

Robert Schlossnagle founded Employment Screening Network in Howard County in 1983. As a former undercover policeman, he recognized the need for pre-employment background investigations prior to hiring prospective employees. Many business owners agreed and the successful company grew quickly, moving to Carroll County in 1988.

Successive business partnerships led to mergers with Background America Inc. in 1996, and Kroll Background America (KBA) in 1999. At that time, the company had an operations center in Hampstead, employing 25 people in marketing, sales and data processing. With each merger the company increased local employment and joined a worldwide network of employment screening specialists.

A leading expert in the field, KBA provides important decision-making tools and information for procurement, executive hiring and recruitment services. The company's global clientele includes law firms, financial institutions, corporations, non-profits, government agencies and individuals.

Headquartered in Nashville, Tennessee, Kroll's corporate Background Screening Group consists of eight major production facilities worldwide and is supported by the top investigators, analysts and staff in the industry. The corporate-wide employee base consists of 700 dedicated screening specialists who serve 10,000 clients annually. In July 2004, Kroll Background America became a subsidiary of professional services firm Marsh & McLennan Companies Inc.

Our local Kroll Background America office relocated to the Carroll County Commerce Center in Westminster in February 2005 and continues to operate as an internet-based investigation firm, assisting clients 24 hours a day with specialized pre-employment background screening.

Integral Components Expands

The West Branch Trade Center welcomed a new tenant when Integral Components moved into their new building in April. Once housed on MD 27, south of Westminster, Integral nearly doubled its size, building a 20,000-foot manufacturing facility in which to expand their operations. They have approximately 35 employees.

Integral Components was established in 1993 as a service provider for manufacturers needing high quality and quick delivery of engineering prototype cables. During their first year, the company proudly reports, it manufactured and delivered more than 10,000 cables for customers, with zero returns! This level of quality resulted in an expanded customer base and, eventually, the need for more space.

The Department of Economic Development assisted Integral in finding an appropriate site for their expansion. A finished corner lot in the West Branch Trade Center in Westminster was

ultimately selected for the project. "We have expanded our capabilities from small prototype cable assemblies to now offering our customers complete turnkey mechanical assemblies. Our customers and assemblies vary from commercial to military to aerospace," explains Bill Keiser, president.

Integral is currently working on several important projects for our armed forces. Machines assembled at Integral will be deployed to Iraq and have been proven to be very effective at saving our troops' lives through advanced warnings. Using pinpoint precision technology, the machines also allow for a precise and strategic counter attack within seconds of an enemy's first strike.

Bill realizes the success of his company is based on many factors. "Integral Components has been 11 years in the making and, with the support of our valued customers and dedicated work force, we look forward to many more years of growth."



Integral Component's new 20,000-square-foot facility in the West Branch Trade Center in Westminster

The former Lowe's store is transformed into Westminster Crossing East.



Westminster Crossing Retail Redevelopment Nearly Complete

In just over a year, a \$15-million redevelopment of the Englar Shopping Center and old Lowe's building is nearing completion. Since November 2003, Greenberg Commercial has been transforming the properties into Westminster Crossing — two stand-alone centers on the east and west side of Englar Road.

The east side of the center is anchored by Bed, Bath & Beyond, Old Navy and Marshall's. Joining current tenants Superfresh and CVS pharmacy on the west side are Office Depot and Michaels stores. In March 2005, Greenberg announced the last major leasing of the center to Gavigan's Home Furnishings, which will occupy 27,500 square feet in the west side of the center. Additionally, leases have been signed with Panera Bread and Buffalo Wild Wings.

Mark Bomse, vice president of Greenberg Commercial, says the center is now 98% leased. "The addition of Gavigan's Home Furnishings rounds out and substantially completes our re-tenanting program at Westminster Crossing."

County Claims Two of Region's Largest Warehouse Lease Deals

The Baltimore Business Journal (BBJ) recently reported that two of the top five warehouse lease deals in the Baltimore region during 2004 took place in Carroll County. The Hampstead Industrial Center and the Eldersburg Business Center ranked second and fourth respectively.

In Hampstead, clothing manufacturer and retailer Jos. A. Bank leased 290,000 square feet in the Hampstead Industrial Center, the former home of Black & Decker. The Hampstead-headquartered clothier is using the space as a second distribution center, adding to their existing 209,000-square-foot facility.

A new building in Eldersburg is

home to Daltile. Merritt Properties constructed a 200,000-square-foot facility in the Eldersburg Business Park to accommodate the company's expansion. Daltile has operated a distribution center in the county for 10 years and, with the addition of this new space, they represent 500,000 square feet of space in Carroll. The new facility is being used as the company's Northeast Distribution Center.



Daltile's new distribution facility on Progress Way in Eldersburg

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

Economic Development

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