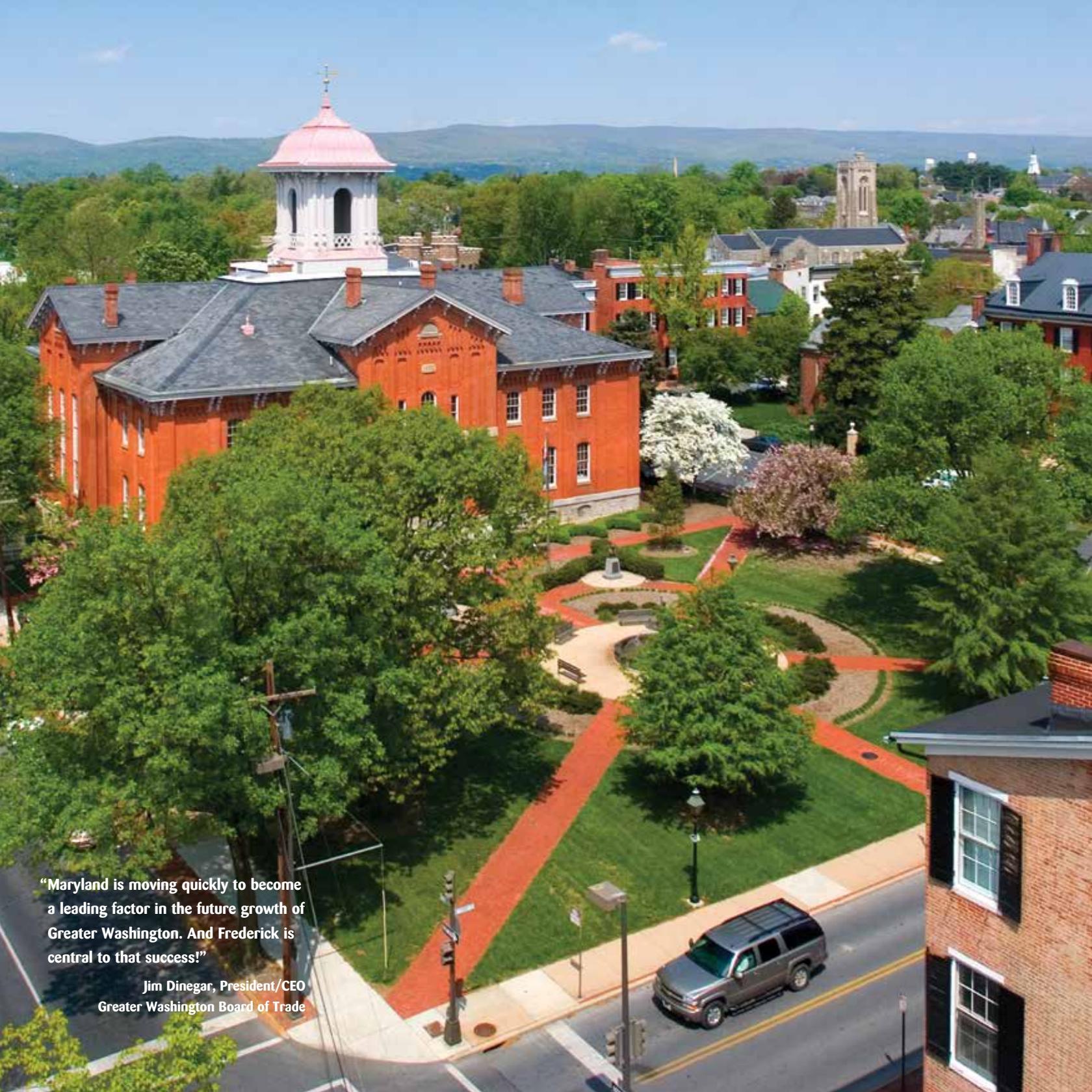




City of  
*Frederick*  
Maryland



**“Maryland is moving quickly to become a leading factor in the future growth of Greater Washington. And Frederick is central to that success!”**

**Jim Dinegar, President/CEO  
Greater Washington Board of Trade**

# A Masterpiece in Maryland

NEW YORK TIMES

## Overview

**F**ounded in 1745, Frederick's history is rich in heritage, opportunity and innovation. Today, Frederick's attraction for businesses is stronger than ever, with dynamic opportunities for growth, expansion, and success.

Located less than an hour from Washington, D.C. and Baltimore, MD, Frederick is one of the largest cities in the State of Maryland, offering a balanced and thriving economy, a highly educated workforce, and a quality of life that is nothing short of enviable.

From its world-class business parks and thriving commercial corridors to its renowned historic district, Frederick offers tremendous opportunities for expanding businesses, corporate offices, technology companies, and entrepreneurial start-ups.

Come, make some business history with us.



## Location

Frederick is ideally located in the Washington/Baltimore region:

- northern anchor of the I-270 Technology Corridor
- 50 miles to Washington, D.C., Baltimore, MD and Northern Virginia
- 50 miles to BWI, Dulles International Airport, Reagan Washington National Airport, and Port of Baltimore
- 20 miles to Washington, D.C.'s METRORail system
- daily commuter service to Washington, D.C.



**“Frederick offers a fantastic work-life balance. The small-town community feel combined with excellent business opportunities makes Frederick the ideal place to live in the greater Baltimore-Washington metro area.”**

**E. SMITH YEWELL, CEO**

**COMPANY**

Welocalize, Inc.

**CHIEF SERVICE**

Software translation, testing and localization.

**ATTRIBUTES**

Multicultural staff from around the world.

**FREDERICK-BASED EMPLOYEES**

23

# Top 25 small cities for art

AMERICAN STYLE MAGAZINE

## Regional Economy

The City of Frederick is the hub of arts, culture and commerce in Frederick County. As the northern anchor of the I-270 Technology Corridor, the City's business community has grown to more than 3,500 businesses employing 60,000 people. A diverse economic base consisting of bioscience, technology, manufacturing, professional services and tourism, provides a stable source of employment opportunity within the Washington metro area. Intersected by five interstate and national highways providing valuable access to Baltimore (46 miles), Washington D.C. (43 miles) and Northern Virginia (54 miles), Frederick is one of the fastest growth locations in the region.

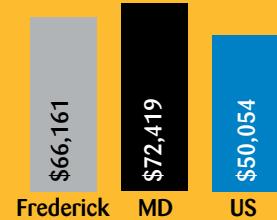
## Market Access

Frederick also offers the tremendous advantage of national and international market access. Located at the convergence of I-70, I-270 and US-15 and just 30 miles from I-81, Frederick provides convenient access to all major markets of the eastern seaboard. Equally important, Frederick is within 50 miles of 3 international airports (BWI, Dulles and Reagan National) as well as the Port of Baltimore, the 3rd largest seaport in the United States. Additionally, two commuter rail stations serve Frederick, including one downtown, offering daily weekday service to Washington, D.C. The downtown station also offers Amtrak and Greyhound service. Frederick Municipal Airport (FDK), the 2nd busiest general aviation airport in Maryland, provides corporate and chartered air service.

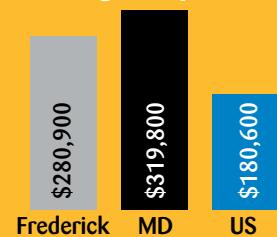
## Workforce

Frederick offers a skilled, educated and diverse workforce that accommodates every needed skill level. With a countywide population of 236,745, including 66,169 City residents, the local workforce of nearly 100,000 is expanded by a regional draw of residents from other areas of the state as well as Virginia, Pennsylvania and West Virginia. Frederick County has the 2nd highest high school graduation rate and 2nd lowest drop-out rate in Maryland; as well, 36% of county residents have earned a Bachelor's degree or higher and 13.3% have earned a Masters degree or Ph.D.

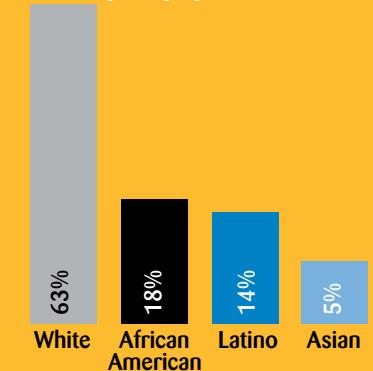
### median household income '12



### median housing sale price '12



### diversity of population '12



**“With great access to scientists and potential partners along the I-270 corridor, Frederick National Laboratory for Cancer Research supports the National Cancer Institute’s mission at multiple sites in and around Frederick, developing new scientific discoveries and therapies for patients afflicted with cancer and AIDS.”**

**DAVID C. HEIMBROOK, PH.D.  
CEO, SAIC-FREDERICK (CONTRACTOR)  
FREDERICK NATIONAL LABORATORY FOR  
CANCER RESEARCH**

**COMPANY**

Frederick National Laboratory  
for Cancer Research

**CHIEF SERVICE**

Basic, translational and pre-clinical  
research and development in cancer  
and AIDS

**ATTRIBUTES**

The only federal national laboratory  
with a principal focus on biomedical  
research

**FREDERICK-BASED CONTRACT EMPLOYEES**

(SAIC-F)  
1,900

**CO-LOCATED FEDERAL EMPLOYEES**

800



# Tree City USA - 32nd year recognized

ARBOR DAY FOUNDATION

## Business Sites

Frederick's 14 world-class business parks are zoned for diverse business requirements and offer both turnkey space and build-to-suit opportunities. Riverside Research Park is the first life sciences park in Frederick County. Anchored by the Frederick National Laboratory for Cancer Research's new 332,088 square foot Advanced Technology Research Facility, there is another 1.4 million square feet of build-out potential for future users. The business corridors within Frederick offer their own various character and amenities, from Thomas Johnson Drive—home to a cross section of health care, high tech and financial industries, to the Golden Mile—a traditional retail corridor.

Frederick is a great example of smart growth – balancing infill and brownfield development with limited new greenfield opportunities. In 2009 the City of Frederick annexed 795 acres, setting the stage for continued employment growth over the next 20 years. Those annexations are in various stages of design and development approvals. It is anticipated that these annexations will generate 3.7 million square feet of non-residential square footage for employment and retail uses and deliver 12,500 new jobs. Additionally, some 2,000 new residential dwelling units will be constructed housing 4,900 new residents.

## Utilities

Frederick offers the full range of high quality utilities demanded by companies in today's technology-driven economy. State-of-the art communications infrastructure, including digital, fiber optic, wireless data, broadband and cellular services are available throughout the City. Frederick is outfitted with redundant electrical power grids for those businesses requiring it, and natural gas is also available. Water and sewer service is provided by the City - Frederick's municipal water supply consistently surpasses EPA and Maryland State safety standards.

## Government

A mayor and five-member Board of Aldermen govern The City of Frederick, elected to four-year terms of service. The City's Department of Economic Development is a strong advocate for businesses within City government. The City provides streamlined development review and permitting, site selection assistance, various rehabilitation property tax credits, and high quality services.



## Frederick Municipal Airport

The Frederick Municipal Airport (FDK) is a towered airport and a FAA-designated reliever for Baltimore Washington International Airport (BWI). FDK is the busiest general aviation airport in Maryland with 130,000 annual operations and 226 based aircraft.

FDK has 2 active runways. Runway 5-23, classified as a C-II, is currently 5,220' long and has 3 GPS approaches along with a new Instrument Landing System. A planned runway expansion will extend 5-23 to 6,000' to accommodate design group III aircraft.

Runway 12-30 is a visual runway, classified as a B-II that is currently 3,600' long with a planned expansion to 3,730'. Landmark Aviation (FDK's FBO) offers aircraft sales and service, airframe and power plant repair, charter services and fuel.

Future airport capital improvements include construction of additional parking aprons and hangars, expansion of the airport's fuel farm facility and the development of the east side of the airport near the new Air Traffic Control Tower (opened May 2012).

“Frederick was chosen as a manufacturing site because the city is situated within the local biotech corridor and is in close proximity to our corporate headquarters.”

MIKE KINLEY, SENIOR DIRECTOR  
QA SUPPLIER MANAGEMENT

#### COMPANY

MedImmune, Inc.

#### CHIEF PRODUCT, SERVICE, OR FUNCTION

A Maryland-based biotech company, MedImmune produces its flagship product, Synagis® (palivizumab), in Frederick. Synagis® is a monoclonal antibody designed to prevent respiratory syncytial virus (RSV).

#### SPECIAL ATTRIBUTE OR AWARD-WINNING QUALITY

MedImmune’s newest addition to the Frederick campus, Building 633, is the winner of the 2011 ISPE sponsored “Facility of the Year” award for Project Execution

#### FREDERICK-BASED EMPLOYEES

390



# *Northern anchor of the I-270 Tech corridor*

## **BioScience**

**F**rederick is emerging as a leading national location for the bioscience industry and is located within the Maryland Biotech Cluster—the second largest (per capita) in the U.S. In recent years, some 78 bioscience companies have located here, attracted by Frederick's location at the northern end of the I-270 Technology Corridor. Through Fort Detrick, Frederick companies enjoy opportunities for federal contracting and technology transfer with the Frederick National Laboratory for Cancer Research, tenants of the National Interagency Biodefense Campus, and other federal agencies on base. Proximity to more than 420 other bioscience companies in Maryland and extensive local support networks strengthen local businesses as they compete in the global market.

## **Technology**

Frederick's technology cluster has grown to more than 85 companies. These firms enjoy access to a quality fiberoptic infrastructure; close proximity to regional businesses and consumers in one of the country's largest metropolitan statistical areas (MSA); and highly educated programmers, engineers, and system analysts graduating from top colleges and universities including Mt. Saint Mary's University, Hood College, Frederick Community College, and the University of Maryland system.

Nearly 20 of Frederick's information technology companies have chosen to locate in Downtown Frederick. These businesses, attracted by the arts, culture, and uniquely renovated historic spaces, foster an innovative and dynamic business environment in Downtown that is attractive to professionals of all ages.

## **Fort Detrick**



Frederick's draw among bioscience and technology companies is largely attributable to Fort Detrick. The Army post is Frederick's largest employer with 4,000 permanent federal civilians, 5,300 contract employees and roughly 1,700 uniformed service members.

Fort Detrick's primary missions include technology and information technology management, global telecommunications, biomedical research, biodefense, and medical logistics management.

Fort Detrick is a cornerstone of innovation at the northern point of the 270 technology corridor. Research and innovations have made Fort Detrick a partner and major contributor throughout the region while continuing to evolve and grow to meet the challenges and expectations of tomorrow.

**Fort Detrick:** [www.detrick.army.mil](http://www.detrick.army.mil)

**Fort Detrick Business Development Office:** [www.fdbdo.com](http://www.fdbdo.com)

**Fort Detrick Alliance:**  
[www.fortdetrickalliance.org](http://www.fortdetrickalliance.org)

“Mixing American history, modern amenities, energetic community organizations and diverse businesses, Frederick is a vibrant community fostering both personal and professional growth. The area’s access to major shipping routes and international airports is vital to our global company’s success.”

SWAN AND HARDING FAMILIES, CO-OWNERS

**COMPANY**

EDCO  
Equipment Development Co., Inc.

**CHIEF SERVICE**

A family owned manufacturing company producing small construction equipment including high-quality surface preparation machines and professional sawing equipment since 1949.

**ATTRIBUTES**

Invented the modern day concrete grinder. EDCO still sells this model and 40+ other products

**FREDERICK-BASED EMPLOYEES**



# Dozen Distinctive Communities

NATIONAL TRUST FOR HISTORIC PRESERVATION

## Manufacturing

Frederick's prime business locations, skilled workforce and transportation assets allow companies to compete on a global basis. From producers of air management systems and control electronics for the aerospace and defense industry to cutting edge pharmaceuticals, technology driven manufacturing has a strong presence in Frederick. Hundreds of employees are involved in state-of-the-art manufacturing facilities where such diverse products as vaccines, construction elements, biological products, ceramic components and energy-related materials are produced.

## Services

Mirroring a national trend occurring in regional cities, the services industry has become a dominant economic force in Frederick. The City's reasonable business costs, its educated workforce, and superior quality of life have attracted a range of businesses which include health care, banking, and insurance.



## Tourism

Tourism has a huge impact on Frederick from the standpoints of generated revenues and the character it instills. In 2011, visitors spent in excess of \$325M while on excursion here. Tourism also accounts for nearly 6,075 industry-related jobs. One of the chief attractions is Frederick's dynamic 40-block historic district, with its nationally renowned architecture, variety of historic sites, over 130 retailers and more than 75 restaurants and cafes. Other City visitor attractions include notable Civil War landmarks, the National Civil War Medicine Museum and Harry Grove Stadium, home to minor league baseball.



Join these and many other businesses located in Frederick

- AOPA
- Bechtel
- DVC, LLC—a CSC Company
- EDCO
- Fairchild Controls
- Frederick National Laboratory for Cancer Research
- Frederick News Post
- General Dynamic
- MedImmune, Inc.
- Morgan Keller
- Morningstar Foods
- Plamondon Companies
- SAIC—Frederick
- SeraCare
- Southern Research Institute
- State Farm Insurance
- Stulz ATS
- Sycamore Associates
- United HealthCare
- SriSai Biopharmaceutical Solutions
- Wells Fargo Home Mortgage
- Welocalize



“Akonni Biosystems is a story of the success of the bioscience incubator – FITCI. They provided an infrastructure for Akonni to grow, innovate and commercialize our products; we appreciate the support and opportunity provided by our Frederick roots.”

CHUCK DAITCH  
PRESIDENT

**COMPANY**  
Akonni Biosystems

**CHIEF SERVICE**  
Akonni offers ultra-rapid genetic testing solutions that allow customers to affordably test for dozens of genetic markers from a single sample.

**ATTRIBUTES**  
1st graduate of Frederick Innovative Technology Center, Inc. (FITCI)

**FREDERICK-BASED EMPLOYEES**

*Second Smartest City*  
FORBES.COM 2008

## Entrepreneur Support

**E**ntrepreneurism is alive and strong in Frederick for many reasons, such as a strategic location in a top technology corridor and innovative federal, university, and private research facilities. Frederick fosters entrepreneurship, offering a business-friendly environment with a responsive and proactive network of service providers.

## Frederick Innovative Technology Center, Inc. (FITCI)

One of the more successful ways to nurture a start-up company is through a business incubator. FITCI, Frederick's high-tech business incubation program, encourages technological innovation and accelerates the development of commercially viable, technology-based businesses. At FITCI, clients are provided with a comprehensive "turnkey" office and wet-lab environment (for biotech companies), along with strategic business plan assistance, CEO mentoring, and local community-based networking opportunities. The formal business incubation program is designed to "graduate" a sustainable, successful business with a local employee workforce. Currently, FITCI has graduated 16 successful businesses.

## Hands-on Entrepreneur Support Network

Frederick is home to a unique, collaborative community of business support providers. At the Entrepreneur Support Network (ESN), there's no wrong door, no matter where contact is first made within the network. There are multiple resources that can best help with a current business challenge or opportunity. Communication and collaboration lead to the best service available, to help Frederick's business community. It all adds up to a wonderful and welcoming environment for entrepreneurs.

## Business Resources

- City of Frederick Department of Economic Development  
[www.businessinfrederick.com](http://www.businessinfrederick.com)
- Downtown Frederick Partnership  
[www.downtownfrederick.org](http://www.downtownfrederick.org)
- Entrepreneur Council of Frederick County  
[www.entrepreneurcouncil.com](http://www.entrepreneurcouncil.com)
- Entrepreneur Support Network  
[www.frederickesn.org](http://www.frederickesn.org)
- Fort Detrick Alliance  
[www.fortdetrickalliance.org](http://www.fortdetrickalliance.org)
- Fort Detrick Business Development Office  
[www.fdbdo.com](http://www.fdbdo.com)
- Frederick Community College Customized Training  
[www.frederick.edu](http://www.frederick.edu)
- Frederick County African-American Chamber of Commerce  
[www.fcaacc.com](http://www.fcaacc.com)
- Frederick County Business Development & Retention Department  
[www.discoverfrederickmd.com](http://www.discoverfrederickmd.com)
- Frederick County Chamber of Commerce  
[www.frederickchamber.org](http://www.frederickchamber.org)
- Frederick County Workforce Services  
[www.frederickworks.com](http://www.frederickworks.com)
- Frederick County Public Library Business Resource Center  
[www.fcpl.org](http://www.fcpl.org)
- Frederick Innovative Technology Center  
[www.fitci.org](http://www.fitci.org)
- Maryland State Department of Business & Economic Development  
[www.choosemaryland.org](http://www.choosemaryland.org)
- Mid-Atlantic Hispanic Chamber of Commerce  
[www.mahcc.org](http://www.mahcc.org)
- SCORE Frederick  
[www.scorefrederick.org](http://www.scorefrederick.org)
- Small Business Development Center  
[www.sbdc-wmd.com](http://www.sbdc-wmd.com)
- Technology Council of Maryland  
[www.techcouncilmd.com](http://www.techcouncilmd.com)
- TEDCO  
[www.marylandtedco.org](http://www.marylandtedco.org)
- Tourism Council of Frederick County, MD  
[www.fredericktourism.org](http://www.fredericktourism.org)

“Downtown Frederick is a great place where we ‘Live, Play and Work’. We are able to walk to our stores for work each day. We walk our children to school, the library and Baker Park. We truly enjoy life downtown.”

**APRIL REARDON**  
OWNER, VELVET LOUNGE

**TIM REARDON**  
CO-OWNER, PITCREW

#### COMPANIES

Velvet Lounge

Pitcrew Skateboards & Snowboards

#### CHIEF SERVICE

Retail – Clothing; Skateboards & Snowboards

#### ATTRIBUTES

Velvet Lounge – Small Established Business of the Year 2007

Pitcrew – Special Initiative – Bring skateboarding & snowboarding to the community and increase awareness and understanding about both.

#### FREDERICK-BASED EMPLOYEES

10



# Great American Main Street Award Winner

NATIONAL TRUST FOR HISTORIC PRESERVATION 2005

## Main Street

Few places in America offer a more dynamic setting for a small business than Frederick's downtown historic district. Hailed as a Great American Main Street Award Winner in 2005 and one of the American Planning Association's Great Neighborhoods in 2010, Frederick's treasure trove of 18th, 19th and 20th century buildings house more than 600 businesses and 5,000 employees. A state-designated Arts & Entertainment District, Downtown Frederick offers an eclectic mix of niche retail, information technology companies, service firms, restaurants, art galleries and entertainment venues. Several Federal, State and local tax incentives are available including the arts and entertainment program and historic tax credits for the renovation of historic buildings.

## Carroll Creek Park

Enhancing Downtown's excitement is Carroll Creek Park; a world-class, mixed-use urban park spanning 1.3 miles through Frederick's Historic District. The park rests on top of massive concrete box culverts designed to direct flood waters away from the downtown businesses and homes. Completed portions of the park include brick shared-use paths, artistic bridges, public art, benches, lighting, water features and a municipal parking garage as well as commercial and residential space. Future plans for the remaining portions of the park will include more commercial, office and retail space, residential units and additional brick and shared-use paths, benches and lighting.

## East Street Extension

The East Street Extension, completed in December of 2009, links Downtown Frederick and Carroll Creek Park with I-70, creating a dynamic new portal into the City core. The project opens up 65 acres of developable land zoned for mixed use.

Featured along this new extension is the multi-modal transportation center, home to MARC commuter rail, Greyhound bus service and the County's TransIT bus system. Tenants along this stretch of development include the Frederick County Board of Education headquarters and Tourism Council of Frederick County offices and Visitor Welcome Center.



## Blending History With Technology

Many of Frederick's 19th and 20th century commercial buildings now serve as the site of cutting edge industries. Some 20 IT firms now occupy properties that once housed the innovative technologies of more than a century ago. A leading example of this is the historic Glass Factory, a former factory building renovated as loft-style office space appealing to the rising Creative Class. The highly desirable building is now home to a variety of software development and other technology companies.



**“Frederick’s prime location, nationally ranked school system and dedicated workforce make it a great place to raise a family and grow a business.”**

**DARYL BOFFMAN**  
**PRESIDENT/CEO**

**COMPANY**

Acela Technologies, Inc.

**CHIEF SERVICE**

We provide ubiquitous wireless mobility indoors for users of ever-evolving wireless devices.

**ATTRIBUTES**

Nationally recognized pioneer in engineering and deploying state-of-the-art in-building converged wireless solutions.

**FREDERICK-BASED EMPLOYEES**

22

# One of 10 Great Neighborhoods

AMERICAN PLANNING ASSOCIATION 2010

## Housing

Abundant housing is a primary attraction among new residents. Collectively, the City and County have a housing stock of over 117,695 units, ranging from the historic neighborhoods of Downtown and Baker Park to new neighborhoods located in and around the City. In 2012, the average sale price of a single-family home in the County was \$213,000.



## Education

Frederick offers impressive schools and academic programs for all ages. Our Maryland State “Blue Ribbon” County public school system is complemented by 24 state-approved Career Technical Education programs offered at the Frederick County Career and Technology Center. Private schools provide instruction at every grade level. Coursework in pursuit of Associate’s, Bachelor’s, and Master’s degrees is available at

Frederick Community College, Hood College, and Mount Saint Mary’s University.

## Recreation

The City’s residential and commercial development is balanced by 57 municipal parks—each with distinctive amenities. Most notable is the City’s spectacular 54-acre Baker Park, located just blocks from Downtown. Frederick’s parks offer recreational programs and facilities which include organized league athletics, nature-based study programs, tennis courts, swimming pools, Hill Street Skate Park, fishing spots and walking trails. Frederick also offers 13 golf courses including a highly rated municipal golf course. State and national parks are just a short drive away.

## Health Care

Frederick offers outstanding, comprehensive health care services; from Frederick Memorial Healthcare (FMH) to private practice and holistic care, we’ve got you covered.

FMH is an accredited, 276 bed facility with a Level III A Neonatal Intensive Care unit and over 400 physicians specializing in all areas of medicine. FMH has multiple satellite locations throughout the City and county. Children’s Hospital and Johns Hopkins have opened Frederick facilities as well.

The Frederick private practice medical community provides quality care in every specialty from general practitioners and dermatology to oncology and holistic health care.

## Art & Culture

Designated as an Arts & Entertainment District as well as a Great American Main Street, Frederick is a celebration of the arts. Impressive architecture and public art works abound in the historic district where you’re never more than a few blocks from one of four impressive performance and fine art centers or a host of private galleries. On 22 weekends each year, downtown Frederick and neighboring 54-acre Baker Park play host to special events which include weekly summer concerts, monthly gallery walks, children’s theatrical performances, and other events which celebrate the season.





*Come make business h*



*History with us.*

THE CITY OF FREDERICK

**“The completion of the East Street Extension, together with the Carroll Creek Development Corridor, offer opportunities first envisioned 25 years ago when these two projects were initiated and planned. Few cities are poised, as we are, to accommodate development of this magnitude.”**

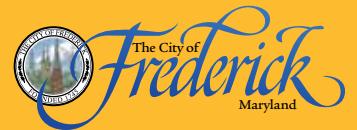
**BERT ANDERSON  
BUSINESS OWNER/DEVELOPER  
SHAB ROW**

**“We’ve been here 24 years and wouldn’t want to be anywhere else.”**

**CLYDE AND GERRY HICKS, OWNERS  
THE TRAIL HOUSE**

**“We love beautiful, historic Downtown Frederick. Our government and corporate customers love to visit us because it feels like a field trip. Our employees love being here because they can leave their cars parked, walk to great restaurants and shop at lunch, take a run through Baker Park or fuel their creativity with a stroll through historic architecture.”**

**SCOTT RYSER, CEO  
YAKABOD**



Department of Economic Development  
101 North Court Street  
Frederick, Maryland 21701  
301-600-6360  
[www.businessinfrederick.com](http://www.businessinfrederick.com)