

Crossroads of commerce

Hagerstown Washington County, MD Economic Development Commission

Sierra Nevada Corporation Celebrates New Expansion

In October, Sierra Nevada Corporation (SNC) held a ribbon-cutting ceremony for the grand opening of their new 43,000 square-foot aviation hangar at the Hagerstown Regional Airport (HGR). The new structure, "Hangar 66," was dedicated to the U.S. Customs and Border Protection in support of their Multi-Role Enforcement Aircraft Program.

The company also announced a three-story, 34,000 square-foot office building currently under construction adjacent to the hangar. Financing for the projects was facilitated with \$6.5 million in Recovery Zone Facility Bonds (RZFBs), a new type of tax-exempt private activity bond to stimulate business development projects in distressed areas. Administered by the Maryland Department of Business and Economic Development (DBED), these projects represent the first use of RZFBs in Maryland since they were created in 2009 under the American Recovery and Reinvestment Act.

The hangar and office building are being built by Rider Jet Center for lease to SNC, which expects to add 80 employees to its workforce with the completion of the hangar and 100 more employees when the office building is finished.

In the past five years, SNC has experienced exponential growth as evidenced by the following:

- Employment grew from 38 to 538 people
- Revenue increased from less than \$10 million annually to more than \$250 million annually
- Facilities grew from 1 structure to 8 structures at HGR and includes 150,000 sf of hangar and 60,000 sf of office space
- SNC contributes more than \$60 million annually to the local economy
- In 2009, SNC was awarded a competitive contract valued at more than \$600M for the U.S. Customs and Border Protection (CBP) Air and Marine Multirole Enforcement Aircraft (MEA) Program

Sierra Nevada Corporation (SNC) is known for its rapid, innovative, and agile technology solutions in electronics, aerospace, avionics, space, propulsion, micro-satellite, aircraft and communications systems for both the private and public sectors. Founded in 1963, SNC's seven unique business areas employ approximately 2000 people in 35 different locations in 20 states – all of whom are dedicated to providing leading-edge solutions to SNC's dynamic customer base.



Above: Congressman Roscoe Bartlett (left) and Sierra Nevada Corporation Executive Vice President, William Shaver

Below: Multi-role Enforcement Aircraft being built for the U.S. Customs and Border Protection



On The Inside

Economic Development Newsp. 2

Business Community Newsp. 3

Business Community News pp.4-5

Calendar of Eventsp. 7

New Business & Industry Directory to be Released in Early 2011



Where is this company located? Who is the manager of that company? Is there a company that makes this in Washington County? The Hagerstown-Washington County Economic Development Commission (EDC) answers these questions and more about Washington County businesses through its annual Business & Industry Directory.

Organized by the North American Industry Classification System (NAICS) codes, the Business & Industry Directory is a free, comprehensive guide to businesses located within Washington County. The directory includes the following features:

- Profiles nearly 500 businesses including manufacturers, distributors, and major employers

See **DIRECTORY**, page 6

Save the Date for the 12th Annual Washington County Business Awards

The 12th Annual Washington County Business Award winners will be revealed on the evening of Wednesday, February 23rd at Hager Hall Convention Center. To submit a nomination in the categories listed below, visit www.hagerstown.org or call (301) 739-2015.

At Your Service: Awarded to a Washington County retail or service business for undertaking actions that generates customer loyalty and satisfaction.

Going Green: Awarded to a Washington County business that has integrated specific "Green" initiatives into its products or service offerings and/or operating practices and procedures.

See **AWARDS**, page 6

SAVE THE DATE - 2011 CELEBRATION OF BUSINESS

Hosted by the EDC

When: April 19th, 2010, at 6:00 p.m.

Reception Sponsor: Volvo Powertrain North America

Where: Fountain Head Country Club

The EDC will honor local businesses and thank them for doing business in Washington County.



HAGERSTOWN WASHINGTON COUNTY, MD
Economic Development Commission

Chair

Timothy Henry

Vice Chair

Shelby H. Penn

Secretary

Harold F. Lucas

Directors

- Jefry A. Bohn
- The Honorable Paul N. Crampton Jr.
- Gary L. Davis
- Frederic M. Frederick
- Robert C. Jeffers
- Stuart L. Mullendore
- Richard Seibert
- Peter P. Thomas
- Michael Zampelli

Ex-Officio

- The Honorable Martin E. Brubaker
- Deborah A. Everhart
- Richard W. Phoebus, Sr.

Staff

- Timothy R. Troxell, CECd
Executive Director
- Robin L. Ferree, CECd
Deputy Director
- Sarah J. Lankford
Marketing Specialist
- Robert P. Mandley
Project Coordinator
- Susan M. Buchanan
Fiscal/Research Specialist
- Linda A. Spence
Administrative Assistant

The Hagerstown-Washington County Economic Development Commission is a county agency which strives to promote employment and provide assistance to new and existing industries in Washington County, Maryland. The EDC interacts with a vast network of public, private, and nonprofit organizations to address business needs. The *Crossroads* newsletter is produced quarterly by the EDC. For additional information or to submit items for this newsletter, contact:

Sarah J. Lankford
100 West Washington Street
Room 103
Hagerstown, MD 21740-4710
240-313-2280
Fax: 240-313-2281
slankford@hagerstownedc.org

V-T Industries, Inc. Locates Jobs to Washington County



V-T Industries, Inc., a market leader in the manufacturing of laminate countertops, architectural wood doors, and Stone Surfaces, is expanding production to Hagerstown, MD. V-T Industries, Inc. has purchased the former Kongsberg Automotive building on Western Maryland Parkway and will invest approximately \$11M, of which approximately \$6.5M will be in capital improvements. Initially, the company will create 75 well-paying jobs, with the potential to expand within three years generating an additional 50 jobs. Kongsberg Automotive has vacated the facility, and V-T Industries, Inc. is in position to start-up production by January 2011 with full production expected by the second quarter of 2011.

The Maryland Department of Business and Economic Development (DBED) has provided a \$150,000 conditional loan, and has also offered a \$10 million private activity bond to assist V-T Industries with the purchase and renovations of their new Hagerstown facility and equipment costs. To complement the State's funding, the Washington County Board of County Commissioners has approved a \$112,500 conditional loan for the project. In addition, the project has been approved to participate in the County's "Fast Track Construction Program," which will expedite the review and approval process for any upgrades needed to the facility.

"Hagerstown's proximity to our expanding market is a perfect fit for V-T Industries and we are looking forward to the opening of this facility," said Doug Clausen, president and CEO of V-T Industries, Inc.

"V-T Industries decision to locate their operations in Maryland and create new jobs speaks to the quality of our workforce, our strategic location and the supportive business climate that the State and our partners in Washington County offer businesses looking to locate or expand," said Secretary Christian S. Johansson of the Maryland Department of Business and Economic Development.

"Manufacturing continues to be an important part of Washington County's economic base. We are pleased that a company of the caliber and reputation of V-T Industries, Inc. has decided to relocate to our region" said John F. Barr, president, Washington County Board of County Commissioners.

"This is exciting news for our area. Locating a national manufacturing company in these difficult economic times speaks volumes about the strength and competitiveness of Hagerstown-Washington County," said Timothy R. Troxell, CECD, executive director, Hagerstown-Washington County Economic Development Commission (EDC). "We look forward to welcoming V-T Industries into our business community."

The company has seven production facilities throughout the United States, and sales yield over \$300 million. Major customers include Home Depot and Lowes, both of which have a distribution presence in the area. Headquartered in Holstein, Iowa, V-T Industries, Inc., is North America's leading manufacturer of architectural wood doors, postformed laminate countertops, and stone surfaces. The company's architectural wood doors, fine laminate countertops, and stone surfaces divisions serve customers from manufacturing facilities strategically located throughout the U.S. and Canada. Visit the company's Web site at www.vtindustries.com for more information.

EDC Represents Washington County at SMART PROC 2010



At the end of October, the EDC attended the annual SmartProc conference in Frederick, Maryland. SMART PROCurement is a forum where government representatives, prime contractors, sub-contractors, small businesses, vendors, and suppliers come together and learn how to do business with the government and each other. The event attracts motivated partners from all industry sectors looking for growth, teaming partners, forecasts, resources, and procurement opportunities. The EDC spoke with several attendees about business opportunities in Washington County. The well-attended, day-long conference, sponsored by U.S. Congressman Roscoe Bartlett's office, provided attendees with information on how to win federal government contracts and locate business support resources.

International Safety Designation Awarded to Hagerstown, MD

In September, the National Safety Council's Safe Communities America welcomed Hagerstown, MD, into the International Safe Community network. This designation recognizes the community's efforts in addressing the leading safety concerns facing its residents and business owners.

Hagerstown was awarded the International Safe Community designation based on six criteria:

- A cross-sectional partnership responsible for the promotion of community safety
- Long-term sustainable programs for all genders, ages, environments and situations
- Programs targeting high-risk groups and environments
- Programs documenting the frequency and causes of injuries
- Evaluation measures to assess programs and the effects of change
- Ongoing participation in national and international Safe Communities networks



Hagerstown is the twelfth community in the United States and the first in Maryland to become an International Safe Community. The designation process was overseen by the Safe Communities Canada Certifying Center and the National Safety Council served as a mentor to support Hagerstown throughout the application process as an Affiliate Safe Communities America Support Center. For more information, please visit www.safecommunitiesamerica.org.

NETCONN Solutions Ranks One of the Fastest Growing Companies in America by *Inc. Magazine*

NETCONN Solutions, a key provider of information technology (IT) professional services, is proud to announce that they have been named to the prestigious Inc. 5000 list. The *Inc. 5000* is awarded by *Inc. Magazine* in recognition of the most entrepreneurial and fastest growing companies in America. Companies such as Microsoft, Zappos, Intuit, GoDaddy, Zipcar, Clif Bar, American Apparel, Oracle, and many other well-known names gained early exposure as members of the Inc. 5000. This will mark NETCONN's third time appearing on the Inc. 5000 list.



NETCONN, a woman-owned small business headquartered in Hagerstown, MD, placed # 3968, with an amazing growth rate over the last five years. Judy York, President and CEO of NETCONN Solutions commented on the award: "It is great to see NETCONN make the *Inc. 5000* again. Our ability to maintain positive growth each year speaks volumes about the value our employees deliver to our customers' every day."

The 2010 *Inc. 5000* list supplies distinguished information on the U.S. economy. The list shows that even though there is a current recession, profits from the businesses on the 5000 list have essentially increased. The Government Services sector showed the biggest gain in terms of the number of companies on the list, up 33 percent from last year to 335 companies. Government

See NETCONN, page 6

NETCONN Solutions President and CEO, Judy York

Hagerstown Firm Awarded "MD's Incubator Company of 2010"



*B&D Consulting Inc.,
President and CEO,
Jeffery Bearden*

A Hagerstown company was among the winners at the 10th annual Maryland Incubator Company of the Year Awards. B&D Consulting Inc., located in Hagerstown Community College Technical Innovation Center, received the *Technology Service Company of the Year* award.

B&D Consulting Inc., is a veteran, Small Business Administration (SBA) certified 8(a) small disadvantaged business founded by security engineers and information security professionals with more than 20 years experience in providing security services and solutions for both government and Fortune 500 organizations.

The awards, chosen by a selection committee comprised of venture capitalists and government and business leaders, recognized the achievements of eight companies currently located in Maryland's incubators and one graduate company. The winning companies were selected based on the organization's goals and its success in achieving their objectives.

Judges considered factors such as technology or product development; proprietary intellectual property; increase in employee numbers; growth in revenue or earnings; engagement of significant customers and strategic partners; receipt of awards or grants; attraction of outside investors; innovation; self-sufficiency; impact on the region; and usage of the incubator's services.

"The finalists and winners of this year's awards program demonstrate the success that can be achieved through Maryland's Incubator program," said Gov. Martin O'Malley. "I congratulate the winners and thank all participants for playing an integral role in keeping the State of Maryland at the forefront of the U.S. technology marketplace."

See INCUBATOR, page 6

DIRECTORY

- Provides contact names, addresses, phone numbers, products and services, number of employees and more

- Highlights the top 25 employers as well as a listing of all international companies located within Washington County

Companies will also be included in the online searchable version of the directory which can be found at <http://hagerstowndc.org/dirSearch.aspx>. The online and printed version will be available in early 2011.

For more information, please contact Linda Spence via email at lspence@hagerstowndc.org or by phone at 240-313-2286.

AWARDS

Impact: Awarded to a Washington County Business that has demonstrated product or service quality, innovation, strong community involvement, high standards in business practice, commitment to Washington County and the community and that has established a successful business in Washington County.

Nonprofit Impact: Recognizes and honors a local 501c3 organization that improves the lives of those it serves. The recipient receives an unrestricted grant of \$1,000, made possible by the Community Foundation of Washington County, MD.

Small Business Award: Awarded to a Washington County business with fewer than 25 employees that has increased employment and/or production and/or introduced an innovative product or service.

Washington County Business Person of the Year:

Awarded to a Washington County business person who has demonstrated excellence in business, enhanced the image of the business community and/or has provided superior service to business and the community as a whole.

NETCONN

NETCONN Solutions, a key provider of information technology (IT) professional services, is proud to announce that they have been named to the prestigious Inc. 5000 list. The Inc. 5000 is awarded by *Inc. Magazine* in recognition of the most entrepreneurial and fastest growing companies in America. Companies such as Microsoft, Zappos, Intuit, GoDaddy, Zipcar, Clif Bar, American Apparel, Oracle, and many other well-known names gained early exposure as members of the Inc. 5000. This will mark NETCONN's third time appearing on the Inc. 5000 list.

INCUBATOR

B & D Consulting, Inc. President and CEO, Jeffery Bearden comments, "The Technology Services award is really about our employees who are the cornerstone of our company it shows their dedication and hard work they provide to our clients each and every day."

The other categories and award winners are:

- Life Science Company of the Year – CSA Medical Inc. (Emerging Technology Center, Baltimore)
- Information Technology Company of the Year – Moodlrooms, Inc. (Emerging Technology Center, Baltimore)
- New Incubator Company of the Year – Kempbio, Inc. (Frederick Innovative Technology Center, Inc.)
- Technology Transfer Company of the Year – FlexEI, LLC (Technology Advancement Program, University of Maryland College Park)
- Homeland Security Company of the Year – Lookingglass Cyber Solutions (Emerging Technology Center, Baltimore)
- Graduate Company of the Year – Get Real Consulting (Graduate of Shady Grove Innovation Center)
- Green Company of the Year (new category for 2010) – Clean Currents (Rockville Innovation Center)
- Robert A. Spar Hall of Fame – Ception Therapeutics (Shady Grove Innovation Center)

Connect with us on....



@EDCHagerstownMD

LinkedIn

December



- 7 Swearing in of new Board of County Commissioners, 10:00 a.m.
- 9 EDC Board meeting, 7:30 a.m. at the EDC
- 10 University System of Maryland Hagerstown "Cheers for 5 Years" Reception, 5:00 p.m. at USMH
- 24-27 County Offices closed for holiday
- 31 County offices closed for holiday

January



- 3 County offices closed for holiday
- 13 EDC Board meeting, 7:30 a.m. at the EDC
- 13 MEDA Winter Conference in Annapolis, MD
- 17 County offices closed for holiday
- 23-25 IEDC Leadership Summit in San Diego, CA

February



- 3 State of the County
- 13 EDC Board meeting, 7:30 a.m. at the EDC
- 10-11 IEDC Economic Development Strategic Planning Course in Baltimore, MD
- 17-18 IEDC Managing Economic Development Organizations Course in Washington, DC
- 23 12th Annual Washington County Business Awards, 5:00 p.m. at Hager Hall

MD Awarded \$23 Million Through Federal Small Business Jobs Act

On September 27, 2010, President Obama signed the Small Business Jobs Act into law to provide additional resources to help small businesses during the economic recovery.

Under the Act, Maryland will receive \$23 million in financing to help small businesses in the state. The funding is intended to leverage a total of \$230 million in small business financing and create or retain thousands of jobs according to Christian S. Johansson, secretary of the Department of Business and Economic Development.

A state credit initiative included in the Small Business Jobs Act was modeled after the Maryland Industrial Development Financing Authority (MIDFA), which has provided over \$2 billion in loan and bond guarantees since 1965 and has recently been modified to include smaller loans.

Other aspects of the new Act include:

- SBA enhanced loan provisions - \$14 billion more in lending support
- Higher loan limits - significantly increases maximum loan sizes in top loan programs
- Expands the number of businesses eligible for SBA loans
- Temporary Enhancements to help with working capital and commercial real estate refinancing

For more information, please visit <http://www.sba.gov/jobsact>.



Presorted
First-Class Mail
US Postage Paid
Greencastle, PA
Permit No. 10

100 West Washington Street, Room 103
Hagerstown, MD 21740-4710

