

June 2024

An Economic Overview of The City of Frederick



FREDERICK
ECONOMIC DEVELOPMENT





Welcome to The City of Frederick

2nd Largest City in Maryland
Fastest Residential & Job Growth in the State



82,175 Residents
(2023 Census)



3,920 Businesses
(2023 ESRI)



11% Increase
in City Businesses
in past 5 years
(ESRI)



~8 million SF non-
residential in the
development
pipeline



Home to

- Fort Detrick
- Frederick Municipal Airport
- Frederick National Laboratory for Cancer Research
- AstraZeneca's US Biologics Manufacturing Center
- 2 Higher Education Institutions
- 40+ Block Historic District
- 75+ Parks, including the award-winning Carroll Creek Park
- National High Wheel Race
- 3 Professional Sports Teams



Economic Engine of Frederick County

| DATA SETS | COUNTY | CITY | % of County |
|---|---------|---------|----------------|
| Land Size (Square Miles) | 667.0 | 24.0 | 3.5 % |
| Population (US Census 2023) | 287,079 | 82,175 | 28.6% |
| Population Per Square Mile | 411 | 3,264 | |
| Assessable Tax Base (2022 County ACFR/City) | \$36.3B | \$9.4 B | 25.9% |
| Number of Businesses (2023 ESRI) | 9,577 | 3,920 | 36.4% |
| # of WMBE Firms (US Census) | 1,438 | 596 | 41.4% |
| Number of Jobs (2023 ESRI est) | 112,636 | 54,293 | 48.2% |
| Labor Force (Fed Res estimate - Age 16+) | 137,721 | 46,146 | 33.5% |
| Unemployment Rate (DLLR - Aug 23) | 1.7% | 1.7% | |

National Recognition

Best Places to
Live in the U.S.

Livability.com
and
Money Magazine



Best Run
Cities in the
U.S.
Stacker



Top Areas for
Growth
Potential
Business Facilities



Cooldest Towns
to Visit

Matador Network



National Recognition

Top American Downtowns

Livability



Most Vibrant Art Cities in America

National Center for
Art Research



Happiest Towns in America

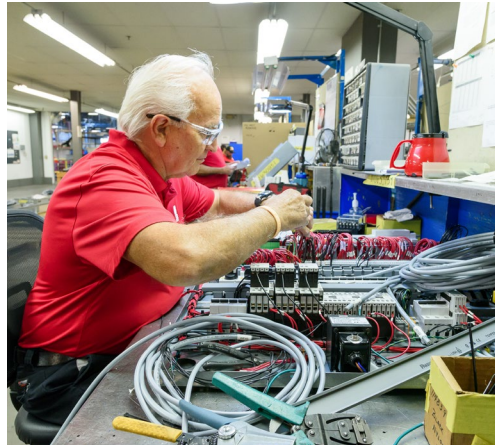
Outside Magazine



Best Cities in the World for Craft Beer

Matador Network

Key Industries



Life Sciences

**Advanced
Manufacturing**

Technology

**Healthcare &
Social Assistance**

**Tourism &
Hospitality**

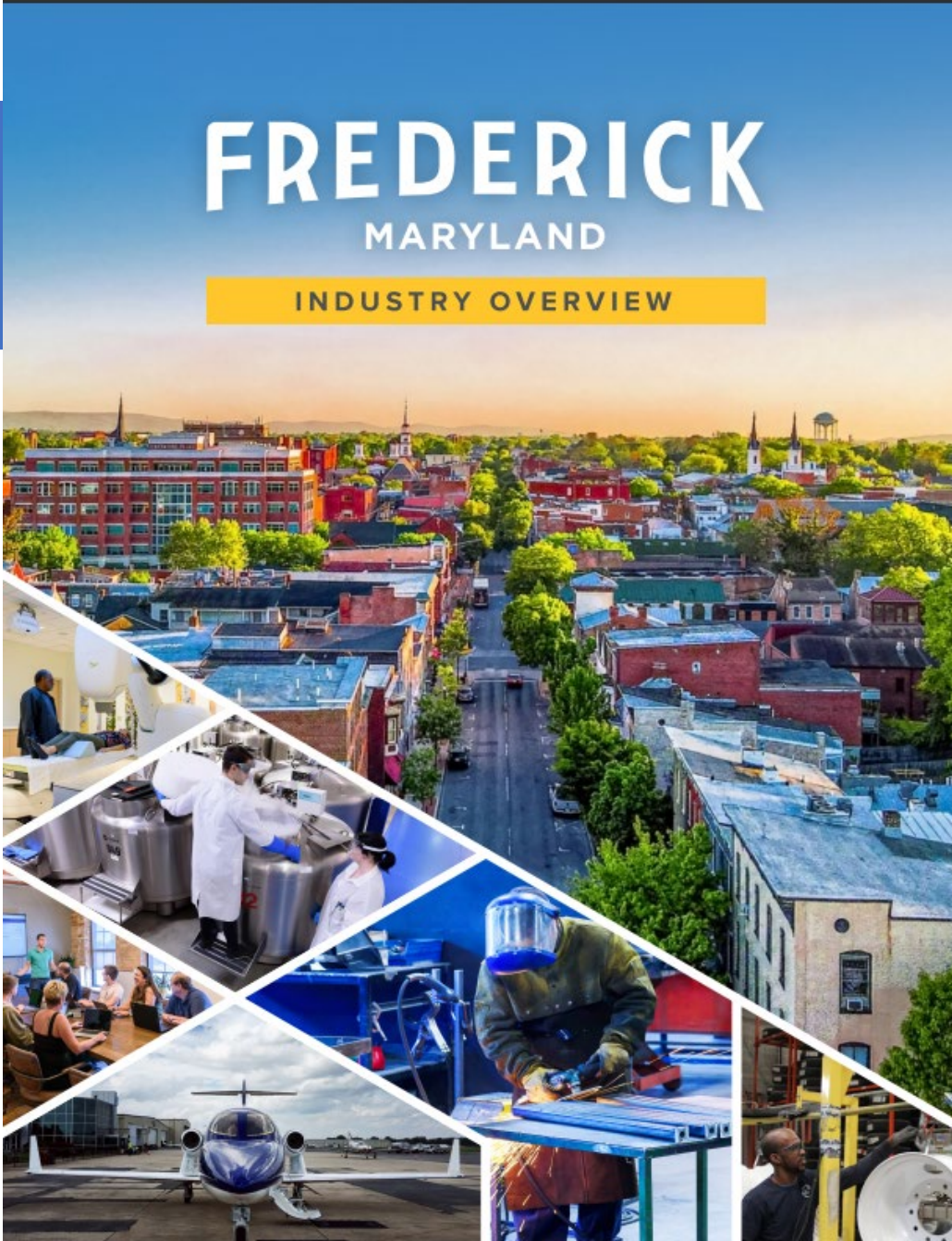
FREDERICK

MARYLAND

INDUSTRY OVERVIEW

Industry Overview Brochure

- Introduction to Frederick
- Quick Facts
- Key Institutions
- Major Employers
- Key Industries
 - with resources spotlights
- Emerging Projects
- Local Incentive Programs



Our Team

MISSION:

To increase and sustain economic opportunities in
The City of Frederick.



Richard Griffin

Director of Economic Development

Mary Ford Nail

Economic Development Manager

Becky Kaler

Business Development Specialist

Donna Goff

Office Manager



Economic Development is a Team Sport



Economic Development Strategies

- Business Attraction
- Business Retention / Expansion
- Entrepreneurial Assistance
- Neighborhood Development
- Workforce Development

Business Attraction





Attraction Initiatives

- **National Attraction & Marketing**
 - BIO International Convention
 - Select USA
 - Maryland Department of Commerce Soft-landing Program with FITCI
- **RFI/RFP Proposal Response**
- **Site Selection Assistance**
- **Permitting/Development Review, Support & Coordination**
- **Incentive Coordination**
 - State, County, Municipal



Recent Major Attraction Successes



United Plate Glass

New 39,650 SF
manufacturing &
assembly plant

2020



Tonix Pharmaceuticals

Acquisition of existing
51,000 SF Infectious
Disease R&D Center

2021



Metrie

280,000 SF tenant in new
684,000 SF warehouse
2023

Major Development Opportunities



Brickworks Property

61-acre mixed use opportunity at the east entrance to the city including restaurants, retail, & housing



Progress Labs at Riverside Research Park

World-class biomedical research and development campus. 3 sites available with capacity for 800,000 sf



Frederick Commerce Center

Industrial Complex master planned for warehouse development of 4 buildings



East Park

681,960 SF of high-bay tech/industrial & R&D/flex/office space

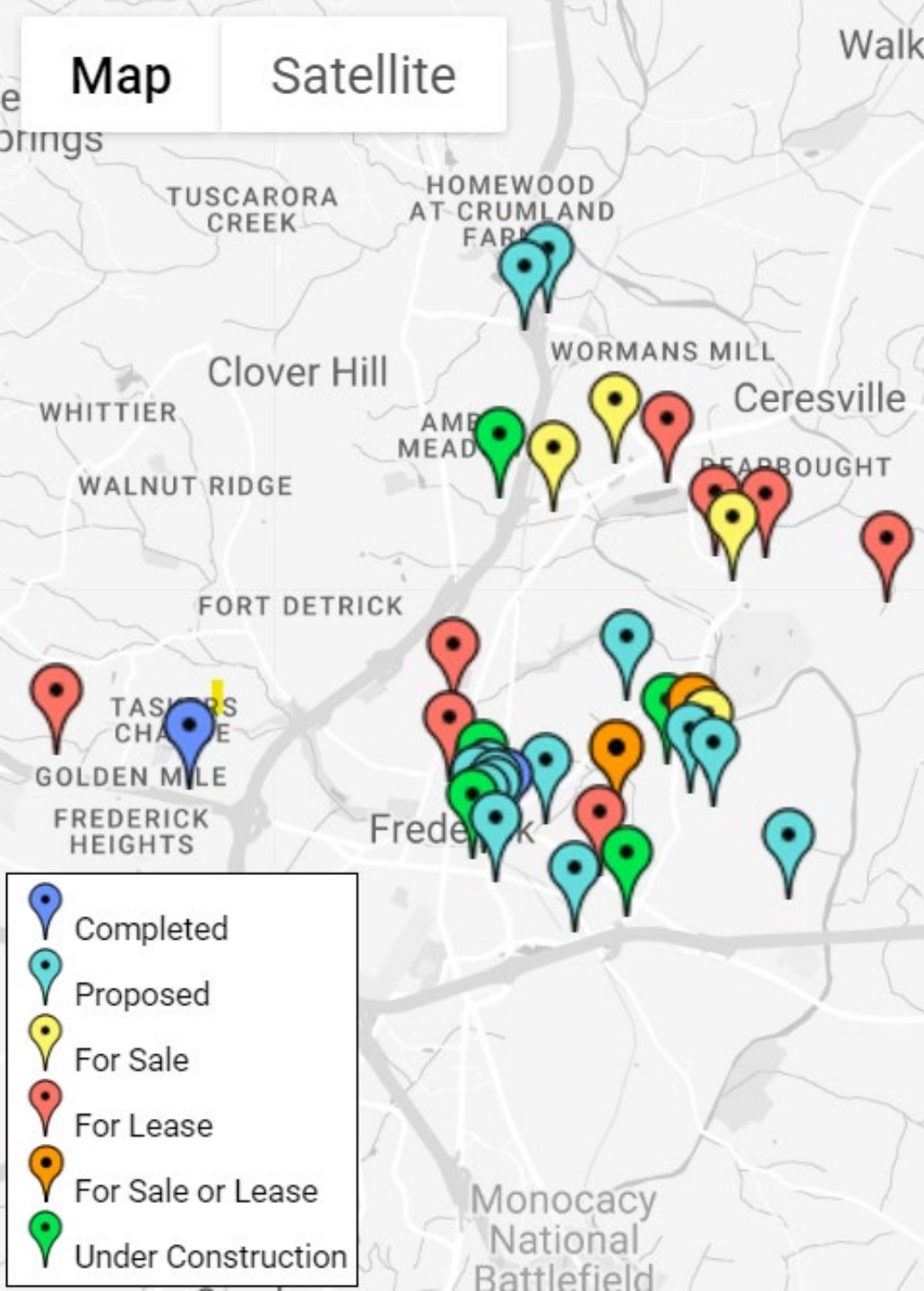


Ballenger Creek Business Center

3 buildings -100,000 sf+/- flex/high-bay warehouse space suitable for R & D, biotech, etc.

Map

Satellite



Select Sites on Map

- **550 Highland Street**
redevelopment – new construction two buildings 200K and 250 K SF
- **Aviation Way Business Center**
new construction 54,736 SF
- **Frederick Airport Park**
1.7 Million SF future development
- **Governors Place**
new construction – three buildings 116K SF ; 50 k SF and 75 K SF – total over 240K SF new construction
- **Renn Quarter**
105 K Sf future retail development
- **Northgate Crossing**
23 acres future retail development
- **Frederick Exchange**
New construction two buildings – 200K SF

Business Retention & Expansion





Retention Initiatives

- **Regular business visits**
- **Partner support**
- **Networking events & awards**
 - Frederick County Best Places to Work
 - Holiday Card Exchange at City Hall
 - Speak/exhibit/sponsor numerous local & regional events
- **Educational events**
 - Quarterly Business Learning Series
 - Sponsor/organizer of NCI Tech Showcase
 - Sponsor of FITCI & Fort Detrick Alliance Tech Showcase
- **GROW Grant**
- **Expansion support**
 - Site Selection, permitting/development review



Business Visits



~200 Visits
in FY24

Recent Major Business Expansions



Precision for Medicine

40,000 SF expansion of laboratory
& clinical repository
(existing 80,000 SF for a total of
120,000 SF)



Frederick Health Hospital

\$46.7 million Critical Care
Project – 41,680 SF facility
expansion project



Stulz

52,000 SF warehouse expansion for
manufacturer of specialized
cooling/humidity control solutions

Recent Major Business Expansions



Rice Tire

52,000 SF warehouse
expansion on Tilco
Drive



Abicor Benzel

11,400 SF expansion in
existing building for
production expansion
(total 48,900 SF)



Showtime Sound

New 39,560 SF event
production services
facility

Recent Major Business Expansions



Biofactura

12,000 SF expansion,
tripling the life science
company's footprint in
Frederick



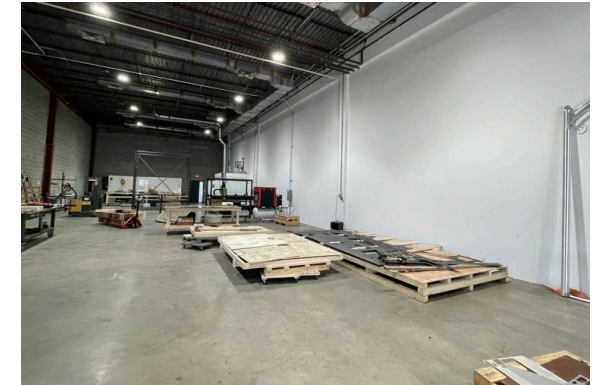
Frederick Book Arts

Renovation of formerly
vacant 7,900 SF space
at 127 S Carroll Street



Rockwell Brewery

14,000 SF new location in
Riverside Tech Park;
taproom to accommodate
250, separate event space
for up to 100 more



Shield Co

Addition of 5,000 SF at
Sagner Ave w/ laser,
welding area, and
workstations for more in-
house production

GROW Grant Program

Microgrant program that supports improvements that will convey with the property & strategically enhance the building's functionality for both current & future business tenants/owners



Up to **\$10,000** Matching Grant

Eligible Expenses

Fire suppression systems, parking improvements, ADA compliance & accessibility upgrades, HVAC improvements, environmental remediation, & other non-cosmetic property improvements



Competitive Criteria

Proposed growth of the business, physical improvements to property, community impact, leverage, and demonstrated financial need/gap



10 Small Businesses Awarded

\$90,000 in Awards

\$4,907,000 Total Private Investment

28,964 SF Total Expansion

108 Total New Employees Projected in next 3 years

50%+ Women/Minority Owned Businesses

FY24

Recent GROW Grant Projects

GoGi Go

Complete renovation of prominent vacant restaurant (former Famous Dave's) along the Golden Mile



Dahlia Noir Salon

Full build-out of empty shell unit of Sharpe's Square for use as hair salon



Black Hog

Renovation of existing S Market restaurant to feature expanded kitchen, rooftop terrace, & new smoke house



Idiom Brewing

Installation of commercial kitchen at established microbrewery in historic Union Knitting Mills building

Recent GROW Grant Projects

Unrivaled Iron Gym

Transformation of vacant East Frederick warehouse space into new fitness facility



Perennial

Total renovation of historic downtown property transforming former office space into new retail shop



JOLLOF ON POINT

AUTHENTIC NIGERIAN CUISINE

Jollof On Point

Renovation of empty retail space in Festival at Frederick shopping center into a full-service restaurant



Union Mills Public House

Full build-out of empty shell unit of Sharpe's Square for use as hair salon



Frederick Buys

How to do business with
The City of Frederick

Contact: Jarad Bowens

Business Outreach Coordinator, Office of Equity
& Inclusion

- Explore contracting opportunities
- Participate in learning programs
- Complete the vendor Registration



FREDERICK
MARYLAND

#FREDERICKBUYS

**TAKE YOUR
BUSINESS TO
THE NEXT
LEVEL WITH
THE CITY OF
FREDRICK!**



Learn more at frederickmd.gov/frederickbuys

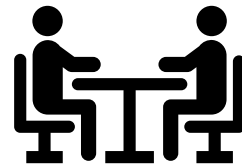
Entrepreneurial Assistance



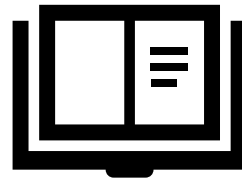




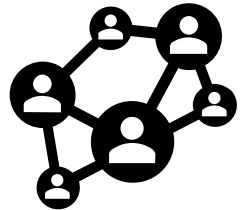
Business Start-Up



100+ Business Start-Up Meetings in FY24



Print Guide Available in Both English & Spanish
New edition coming soon!



Advice, data, resources, and community connections available every step of the way



Small Business Resource Partners

- One-on-one counseling
- Online and in-person classes
- Networking opportunities



Small Business Development Center



Score Mentors



Maryland Women's Business Center

Frederick Innovative Technology Center, Inc.



70 + members

Wet labs & office space, and wrap around entrepreneurial services

Named largest one of the largest incubators & accelerators by Baltimore Business Journal every year since 2017

Major expansion recently completed

The Edge @ 321 Ballenger Center – features 30,000 SF including 4,500 SF of community space with state-of-the-art conferencing equipment

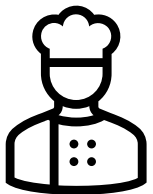


Sponsored Programs

Food Business Entrepreneurship Program

Partners: FCC & FCOED

- Free in-person classes featuring a range of concepts in both entrepreneurship and food service management
- Closing pitch competition with prizes



Over **50** participants in first two years of program

SHE Pitch Competition

Partners: Chamber & MWBC

- For women entrepreneurs in start-up & growth stages
- Pitch Competition with step-by-step guidance
- Live final event with cash prizes



6 SHE PITCH winners have launched/expanded City-based businesses

Empower Program

Partner: FCOED

- For Frederick County based underrepresented businesses
- Monthly Networking Opportunities
- Accelerator Program led by M&T Bank
- Mentorship Program



Over **80** graduates of the mentorship & accelerator programs



Access Granted

For City-based underrepresented
businesses undertaking strategic
expansion projects

Details & application coming soon

Summer 2024

Grand Openings



50+ in
FY24

Neighborhood Development





Neighborhood Development Initiatives

- **Main Street Program**
Downtown Frederick Partnership
- **State Partnerships & Funding**
State Revitalization Grants – Façade Improvement, Strategic Demolition, Streetscape Improvement; Brownfield Grant
- **Placemaking**
East Frederick Rising, Golden Mile Alliance, Downtown Frederick Partnership
- **Catalytic projects & infrastructure to spur revitalization**
Carroll Creek Park, Downtown Hotel, Parking System, FDK





Founded in 1990

Initiatives & projects include:

- Alive @ Five
- Holiday Lights
- Ambassador Program
- Fire In Ice & First Saturdays
- Downtown Frederick Gift Card
- Craft Beverage Passport
- Placemaking projects -- including upcoming 7th Street Fountain Improvements
- Fire Suppression Program
- Mission: Interior Grant Program
- Façade Improvement Program
- And more!

Downtown Frederick Partnership



Downtown Hotel & Conference Center

Proposed as Marriott Flagship Hotel
207 Guest Rooms, 21,500 SF Meeting Space
Retail & restaurant
\$61.2 million estimate annual spending impact

Proposed



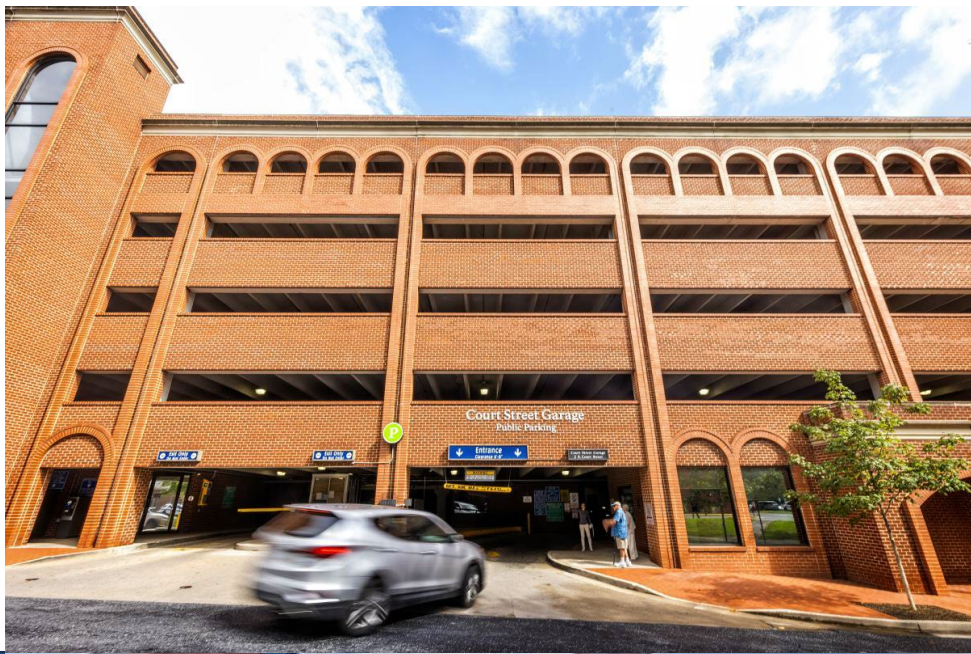
Visitation Hotel Frederick

A Tribute Portfolio Hotel

\$24 million rehabilitation

57 standard guest rooms, 10 extended stay, 11 condos
Restaurant & bar by Bryan Voltaggio

Under construction –Fall 2024 Opening



MAP (Mobility & Parking) Frederick Ad Hoc Committee

- Considering community needs, parking/mobility options, providing recommendations for action
- Key issues: redevelopment of Church Street Parking Garage, Downtown Hotel Project, Garage #6, Parking/Mobility technology, and parking rates



Police Headquarters

- 100 E All Saints Street
- 65,000 SF to host new FPD Headquarters
- Currently under construction
- Projected open: 2025



Golden Mile Alliance



Founded in 2012

Current President: Shantay DeMar

Recent news & initiatives:

- First full-time Executive Director
 - Chris McDonald
- GMA Ribbon Cuttings
- Façade Improvement Program
- National Night Out
- Business Visits
- Community Outreach



West Side Regional Park

- 135 acre City-owned property on Frederick's westside
- Ausherman Family Foundation engaged the Sports Facilities Company to complete Action Plan for development of park
- Preliminary findings presented to Mayor & Board in May



West End Library

- Proposed future 15,000 SF library by Frederick County to serve City's west and north side
- Identified 4.15-acre site at City-owned park along McCain Drive
- Project team presented a feasibility study and initial conceptual design options to Mayor & Board in May



District 40 Renovation & Tenanting

- 580,000 SF building, former home of Frederick Towne Mall
- Rebranded to District 40 in 2020 & welcomed anchor tenant Warehouse Cinemas
- Spinners Pinball currently overseeing build-out of 23,000 SF space to host non-profit's expanded arcade and youth center



Westridge Shopping Center Redevelopment

- Rezoning and Master Plan for redevelopment of Westridge Shopping Center as mixed-use Center (Dec 2023)
- Proposed plan removes ~100,000 SF of existing retail space from center's eastern end and replaces w/ ~200 multifamily units & 40 townhouse units



East Frederick Rising



Founded in 2010
Current President: Heather Goddard

Recent news & initiatives:

- 1st Community Meet & Greet
- Project & Policy Advocacy
- Façade Improvement Program
- Community Outreach



Form-Based Code – Pilot Program

- Type of zoning regulation that guides how developments & buildings relate to the public realm first, and only secondarily to what uses occur inside them
- Status: Staff working on 3rd draft (2nd published for public comment)
- Next Steps: Finished draft to be presented before Planning Commission and Mayor & Board w/ continued public input opportunities



East Street Redesign

Reexamines East Street from N Market Street – Monocacy Boulevard

Addresses questions such as:

- How does the road serve its users, businesses & residents?
- How well does it do its job of supporting travel, hosting businesses, and being home to its residents
- How could it do these things better?



Rails to Trails

- Bicycle infrastructure by The City of Frederick
- To run From Monocacy Boulevard to the downtown MARC station along the old Pennsylvania Railroad
- 4 phases w/ possible bypass over Rt. 26
- Frederick County to build connector project to extend access to Woodsboro



Brickworks Property

- 61 + acre parcel at City's east entrance
- Proposed Mixed Use Community
- Current Status: Master Plan Approval w/ conditions (Dec 2024)
- Next step: Developer to address conditions, submit for preliminary plat/final site plan review



Frederick Municipal Airport

Management Team: Andrew Moore Shon Dempsey







This is General Aviation

Businesses Love Airports!

Expedited Access Point | Time Machine | Competitiveness



- **Wright Manufacturing**
 - Flew dealer network into FDK
 - Test product line at FDK
 - Home that night



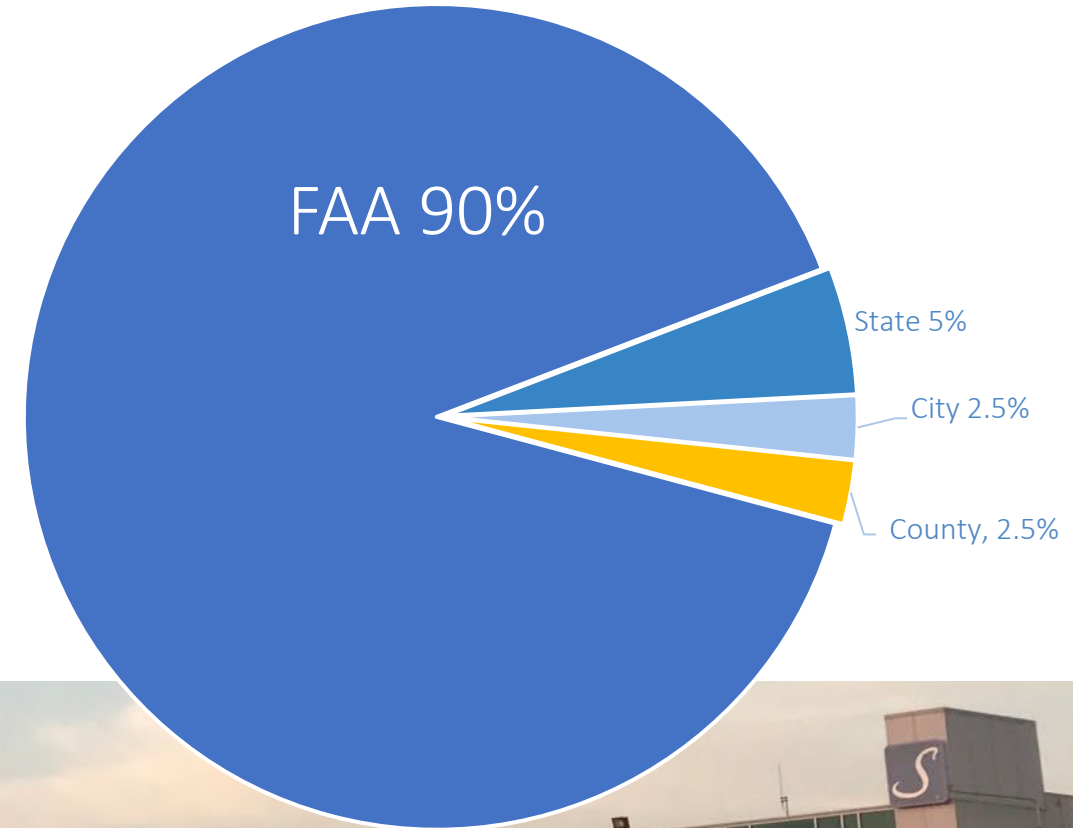
- **Danfoss Engineering**
 - Executives visited several cities
 - 5-day trip throughout the US
 - Departed FDK to Denmark base

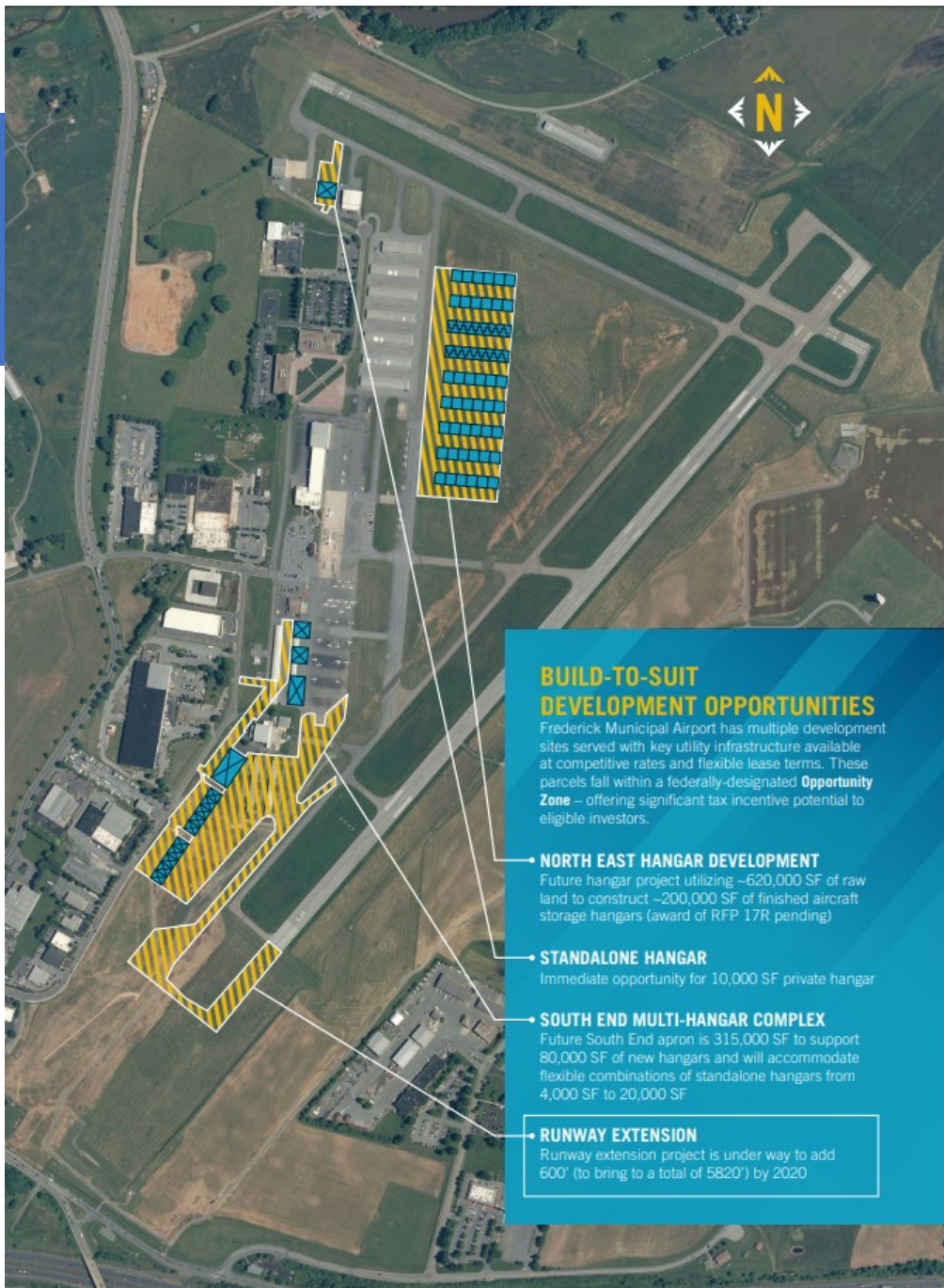
A modern FDK makes the National Airport System Strong

Federal Grant Program Airport Improvement Program (AIP)

2015-2023 FDK has completed \$28 million in infrastructure projects

- \$1.5 million city/county cost
- Airport funding = Interstate highway funding





BUILD-TO-SUIT DEVELOPMENT OPPORTUNITIES

Frederick Municipal Airport has multiple development sites served with key utility infrastructure available at competitive rates and flexible lease terms. These parcels fall within a federally-designated **Opportunity Zone** – offering significant tax incentive potential to eligible investors.

NORTH EAST HANGAR DEVELOPMENT

Future hangar project utilizing ~620,000 SF of raw land to construct ~200,000 SF of finished aircraft storage hangars (award of RFP 17R pending)

STANDALONE HANGAR

Immediate opportunity for 10,000 SF private hangar

SOUTH END MULTI-HANGAR COMPLEX

Future South End apron is 315,000 SF to support 80,000 SF of new hangars and will accommodate flexible combinations of standalone hangars from 4,000 SF to 20,000 SF

RUNWAY EXTENSION

Runway extension project is under way to add 600' (to bring to a total of 5820') by 2020

Looking Forward

- South corporate apron expansion
\$14 million of investment
7 additional businesses
1-5 years
- 1st airport in MD to install electric aircraft charger





Frederick

Festival Of Flight

Sept. 28, 2024
9AM to 4PM

**Frederick Municipal
Airport**
**310 Aviation Way,
Frederick, Maryland 21701**

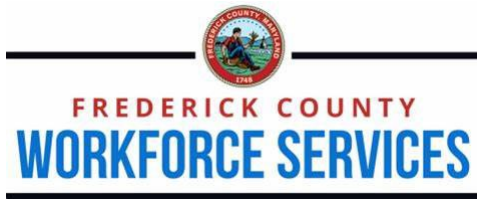
Community Involvement

Workforce Development

Workforce Partners at Monroe Center

Home to:

- Frederick County Workforce Services
- FCC's adult education dept w/ full and part-time coursework
- Offices for the Maryland Dept of Labor, Licensing and Regulation and the Maryland Division of Rehabilitation Services, and Frederick County Dept of Social Services



Frederick County Workforce Services (FCWS) links business in need of qualified employees with job seekers & training for existing employees



Biotech Bootcamp

- No-cost 4-week training program
- Addresses workforce needs of growing life sciences industry
- Teaches participants the basic skills needed for entry-level positions in biotech/biomanufacturing industry
- Graduates are matched with participating local companies for job interviews
- Next cohorts (morning & evening) to start in July



Honored by the International Economic
Development Council with the
**“Excellence in Economic
Development”** Silver Award for
Partnerships with Educational
Instructions





Good Jobs Great Cities

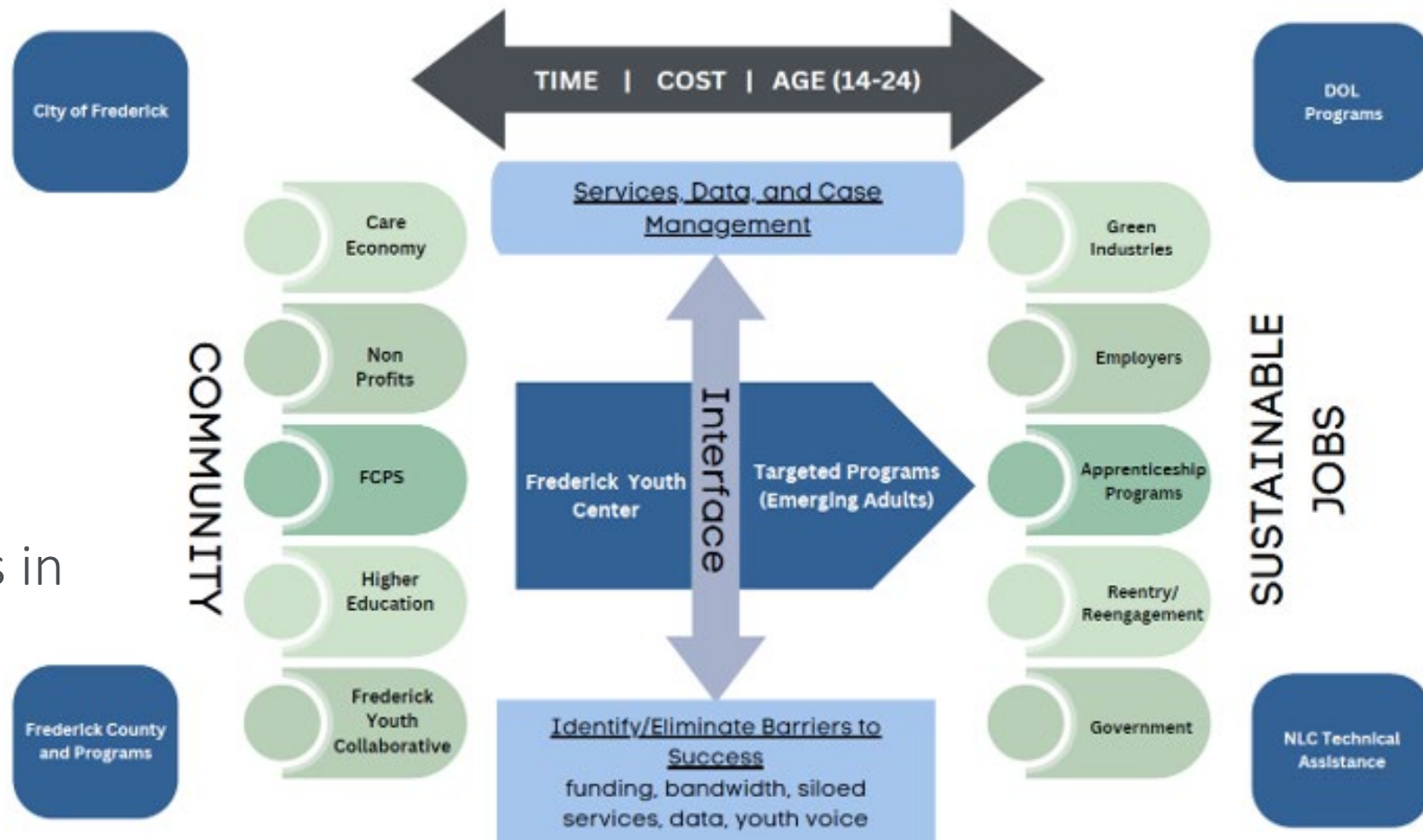
The City of Frederick selected as one of 16 cities nationwide to participate in Department of Labor & National League of Cities Academy to help build pathways to good jobs.



NLC NATIONAL
LEAGUE
OF CITIES
CITIES STRONG TOGETHER

Good Jobs Great Cities

- Comprehensive pathways for opportunity
- Youth training
- Access to career jobs in resilient industries

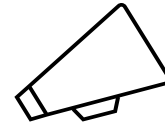




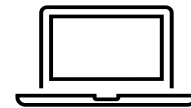
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distribution service



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Schedule a business visit or meeting
online or through a team member



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