

Starting a New Business in the City of Frederick - Maryland



FREDERICK

ECONOMIC DEVELOPMENT

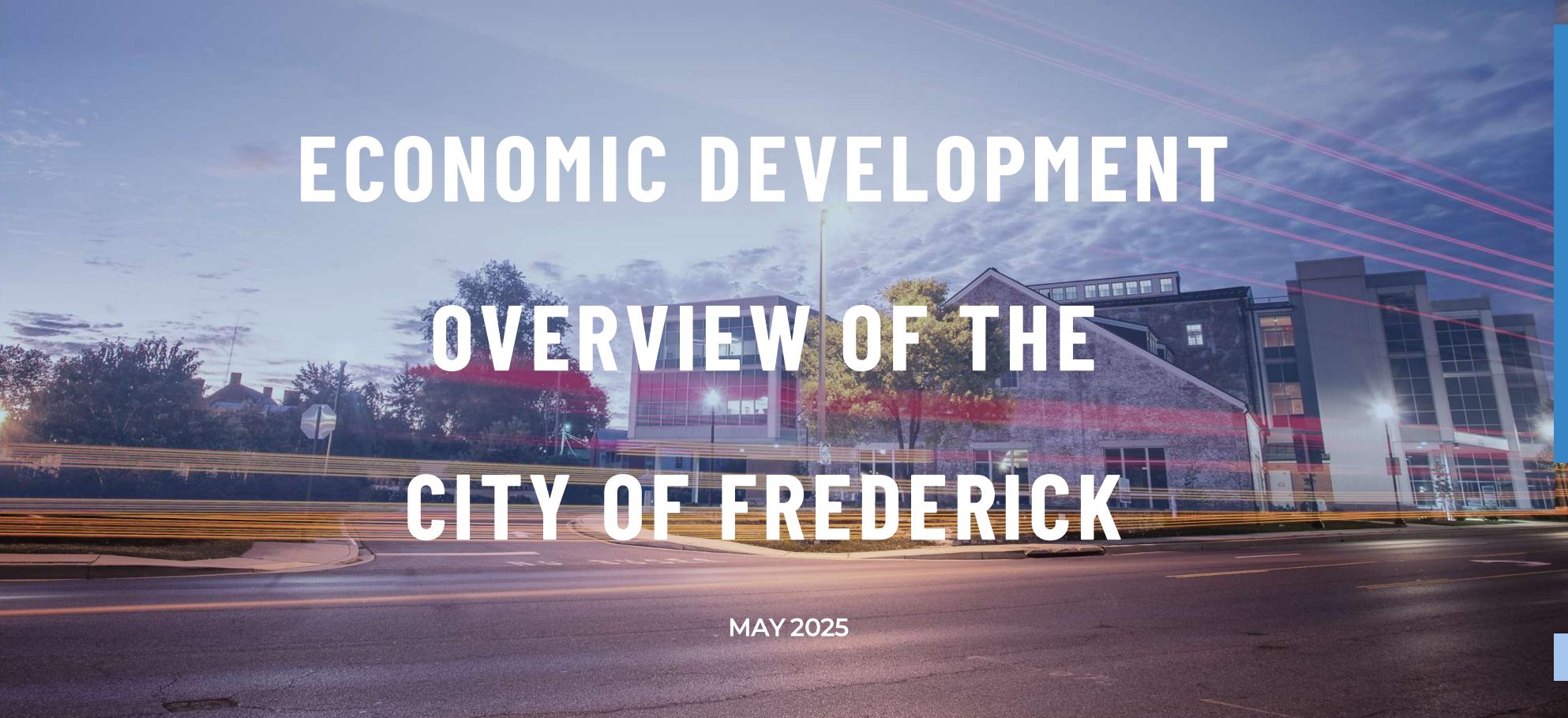
BUSINESSINFREDERICK.COM

EMAIL: BUSINESSINFREDERICK@CITYOFFREDERICKMD.GOV
PHONE: 301-600-6260



FREDERICK
ECONOMIC DEVELOPMENT

Presentation



ECONOMIC DEVELOPMENT OVERVIEW OF THE CITY OF FREDERICK

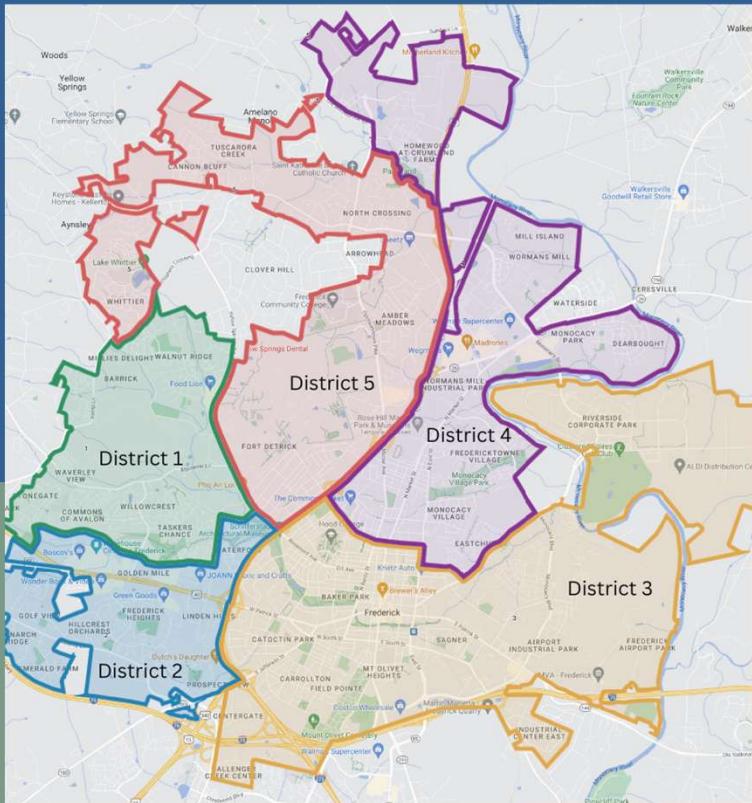
MAY 2025



MAYOR MICHAEL O'CONNOR



KEY INSIGHTS FROM THE MAYOR



- **Population Growth**
 - City/County - Fastest-growing in Maryland
 - Expanding job opportunities
- **City Charter Updates**
 - Transition from Alderman to City Council
 - Mayor (Executive Branch); City Council (Legislative Branch)
 - City Council expanded number of seats and new geographic districts
- **Signature Mayoral Initiatives**
 - Police Headquarters
 - Downtown Hotel
 - West Side Regional Park & library site on city's west end
 - Harry Grove Stadium renovations



FREDERICK IS 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



NATIONAL RECOGNITION

**Best Places to
Live in the U.S.**
Livability.com
and
Money Magazine



**Top Areas for
Growth
Potential
Business Facilities**



**Best Run
Cities in the
U.S.**
Stacker



**Coolest
Towns to Visit**
Matador Network



OBJECTIVES

1

DASHBOARD
DATA

2

KEY
PROJECTS

3

PROGRAMS

WHAT IS ECONOMIC DEVELOPMENT?



DASHBOARD DATA

CARROLL
CREEK PARK





WELCOME TO THE CITY OF FREDERICK

2ND LARGEST CITY IN MARYLAND
FASTEST RESIDENTIAL & JOB GROWTH IN THE STATE



84,754 Residents
(2024 Census)



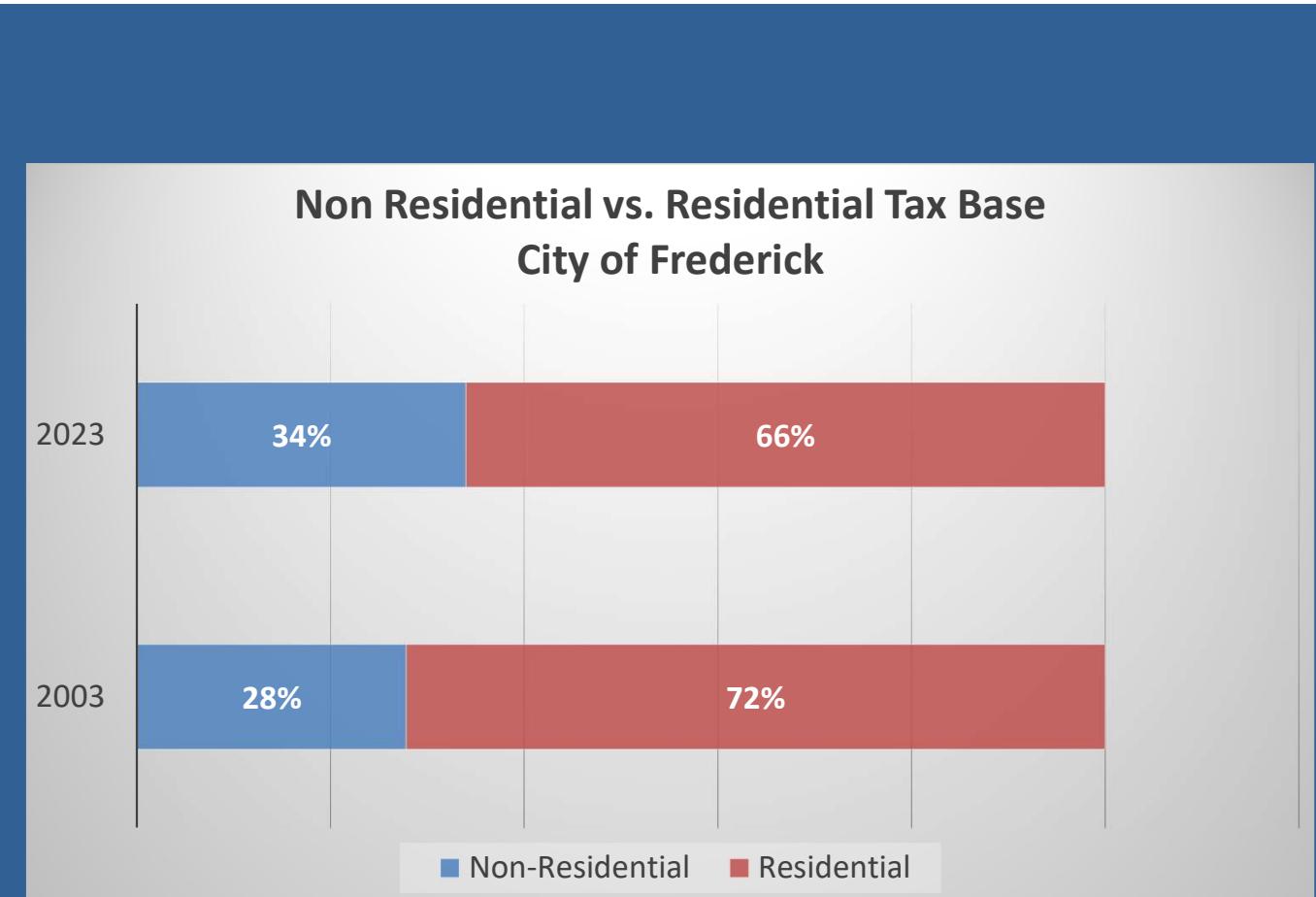
4,084 Businesses
(2024 ESRI)



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



~10.3M SF
Commercial
Development



Note: Frederick County's tax base is 22% non-residential and 78% residential.

PROJECT NAME	TYPE	BUILDING SF	ACRES	STATUS	PRIMARY TENANT(S)
Aviation Way Business Center	Industrial	55,002	4.66	Completed	Serenity Swimming+
Frederick Commerce Center - Lot 3	Mega Warehouse	689,832	55.26	Completed	Metrie +
Progress Labs at Riverside Corporate Park	Industrial/Office	215,000	14.86	Completed	JLG Innovation & R&D
Riverside Tech Park (2 buildings - 8411-8421)	Flex Industrial	74,000	6.83	Completed	Rockwell Brewery, Showtime Sound +
Riverside Tech Park (2 buildings 1750-8431)	Flex Industrial	78,000	5.75	Completed	Goodwill, Platoon 21, +
Riverside Tech Park (2 Buildings) 8440-8450 Broadband	Flex Industrial	80,000	10.36	Completed	Precision For Medicine +
Governor's Place	Office	225,000	21.40	Completed	Forefront Dermatology+
39 Thomas Johnson Drive	Storage	121,000	4.84	Completed	Cube Smart
Visitation Hotel Frederick	Hotel	65,000	1.10	Completed	Visitation Hotel
Ballenger Creek Business Center	Industrial	136,106	22.89	Construction	SkyZone, Goldfish Swim, Shoot 360, Peak Performance
Gateway East	Commercial	39,300	12.80	Construction	McDonalds, Royal Farms+
Riverside Research Park - Lot 401	Industrial	77,000	25.63	Construction	Auto Processing Center
550 Highland Redevelopment	Industrial	450,000	28.00	Construction	
John R. Webb VFW Post 3285	Build To Suit	9,000	2.00	Construction	John R. Webb VFW Post 3285
Maryland Deaf Community Center	Build To Suit	11,000	2.00	Construction	Maryland Deaf Community Center
Professional Cricket Stadium	Stadium	500,000	47.00	Site Plan	Professional Cricket
Renn Quarter Town Center	Commercial	31,920	5.00	Site Plan	
Frederick Commerce Center - Lot 1	Industrial/Warehouse	1,000,000	126.50	Site Plan	
Frederick Commerce Center - Lot 4	Industrial/Warehouse	300,000	131.00	Site Plan	
Frederick Exchange	Industrial	200,000	12.00	Site Plan	
Progress Labs at Riverside II	Industrial	418,000	32.00	Site Plan	
8401 Progress Court	Industrial	18,614	1.80	Site Plan	
Riverside Research Park - Synergy Way (2 Lots)	Industrial	350,000	57.99	Site Plan	
Oxford Property @ Monocacy Blvd - Lot E	Professional Business	300,000	27.28	Site Plan	
EastPark (Schley Farm)	Flex Industrial	681,960	77.00	Site Plan	
FDK Mid-Field T/Box Hangar Development	Hangars	315,000	14.00	Site Plan	
FDK South Corporate Hangar	Hangar	20,000	1.00	Site Plan	
Frederick Health Monocacy Blvd Campus	Office/Mixed Use	1,300,000	44.00	Master Site Plan	
Nathan Properties - US15 Southeast Side	Retail/Mixed Use		72.46		
Nathan Property - US15 Northeast Side	Retail/Mixed Use		102.00		
Patriot Project @ Monocacy Blvd	Office/Industrial		4.80		
Northgate Crossing @ US15	Retail	250,000	22.00		
Frederick Airport Park (Bowman Farm)	Industrial	1,709,526	155.00		
Frederick Commerce Center - Lot 2 (Carvana)	Industrial	350,000	133.00		
327 Ballenger	Office/Industrial	100,700	6.00		
7850 Monocacy - Commercial	Commercial		11.95		
801 East Patrick - Commercial	Commercial		3.00		
At Home Pad Sites	Retail	25,000	3.02		
Frederick Brickworks Retail Center	Retail	130,000	20.00		
Totals		10,325,960	1,328		



ECONOMIC ENGINE OF FREDERICK COUNTY

DATA SETS	COUNTY	CITY	% of County
Land Size (Square Miles)	667	24	3.50%
Population (US Census 2024)	287,079	85,793	
Population Per Square Mile	411	3,574	28.60%
Assessable Tax Base (2024 County ACFR/City)	\$41.3B	\$10.5 B	25.40%
Number of Businesses (2024 ESRI)	9,577	4,084	42.6%
# of WMBE Firms (US Census)	1,438	596	41.4%
Number of Jobs (2024 ESRI est)	112,636	52,594	48.20%
Labor Force (Fed Res estimate - Age 16+)	158,165	47,193	29.84%
Unemployment Rate (DLLR - March 2025)	2.80%	2.90%	



MAJOR PRIVATE EMPLOYERS IN THE CITY



- AstraZeneca**
750
- Homewood**
300
- YMCA**
509
- AOPA**
200
- Stulz ATS**
536

- Frederick National Labs**
2,370
- Sheppard Pratt**
357
- Fitzgerald Auto Mall**
347
- MD School for the Deaf**
328
- Aldi Distribution**
698
- R.W Warner**
284
- Morgan Keller**
253
- Hood College**
250
- Dairy Maid Dairy**
204

MAJOR PUBLIC EMPLOYERS IN THE CITY



- Fort Detrick**
10,827
- FCPS**
7,433
- Frederick Health**
3,360
- County Government**
2,810
- Frederick National Labs**
2,370
- Frederick Community College**
1,369
- City of Frederick**
977

KEY PROJECTS



KEY INDUSTRIES



Life Sciences

2,300+
businesses

**Advanced
Manufacturing**

275+
businesses

Technology

100+
businesses

**Healthcare &
Social Assistance**

700
businesses

**Tourism &
Hospitality**

1.9m visitors



MAJOR COMMERCIAL DEVELOPMENT OPPORTUNITIES

Key Greenfield Opportunities

Progress Labs at Riverside Research Park

Ballenger Creek Business Center

Frederick Commerce Center

Brickworks Property

Frederick Airport Park



PROGRESS LABS at Riverside Research Park

800,000 SF

3 development sites available

Biomedical research and
development campus

**Developer: Matan
Companies, Inc.**



BALLINGER CREEK BUSINESS CENTER

100,000 SF

25-acre business campus

Multiple buildings of flex/high-bay warehouse space

R & D / Biotech /Light Industrial

Developer: Ballenger Creek Development LLC



FREDERICK COMMERCE CENTER

2M SF Industrial Complex master planned
Additional SF – recently annexed former Mercer
& Toms Farm
Light Industrial, Warehouse & Logistics
Developer: Trammell Crow Company

BRICKWORKS PROPERTY

61-acre mixed use opportunity
Restaurants, Retail, & Housing
Developer: Greenberg Gibbons



GREENBERG
GIBBONS



GROUNDBREAKING: FREDERICK AIRPORT PARK

1.7M SF development
Visibility - Interstate-70
Light Industrial /Warehouse/Logistics
**Developer: Hanover Company and
Northwestern Real Estate**





Golden Mile WESTRIDGE SQUARE REDEVELOPMENT

**Newly Approved
Mixed Use Center**

*Extensive Façade Improvements
Removal of eastern retail building*

**200 Multifamily Units
40 Townhouse Units**

Photo: mcbrealestate.com/



VISITATION HOTEL

Located in Downtown Frederick, Visitation Hotel is a myriad branded boutique hotel that opened in December 2024.

-  \$29M Investment
-  100 FT & 80 PT Jobs
-  65 Room Boutique Hotel
~200 Person Event Space
-  Full-Service spa and fitness center
Upscale restaurant and bar
-  Adaptive reuse project of a former all girl's school
-  Wye Oak Tavern with
Executive Chef Bryan Voltaggio



DOWNTOWN HOTEL & CONFERENCE CENTER

Marriott Flagship Hotel

- 207 Guest Rooms
- 21,500 SF Meeting Space
- 16,000 SF Retail & 3 Restaurants
- \$61.2M annual spending impact
- \$102M Investment
- 200 FT jobs
- Groundbreaking 2024

DOWNTOWN HOTEL & CONFERENCE CENTER GROUNDBREAKING DEMOLITION OF FORMER FNP PRESS ROOM



Hotel Project Grant Funding:

+ State of Maryland: \$23.5M

*including \$7.5M (Governor's Capital Budget) &
\$1M for Demolition*

+ The City of Frederick: \$2M

+ Frederick County: \$2.52M

**"A generation defining
project for Frederick!"**

Governor Wes Moore



GROUNDBREAKING: MARYLAND DEAF COMMUNITY CENTER



- 1st of its kind in Maryland
- 11,000 SF
- Meeting Rooms /Office / Conference





Golden Mile NEW JOHN R. WEBB V.F.W. POST 3285

Coming Fall 2025

\$3.2 M Project

8,000 SF

West Park Veterans Service Center

Designated Service Office



Post 3285



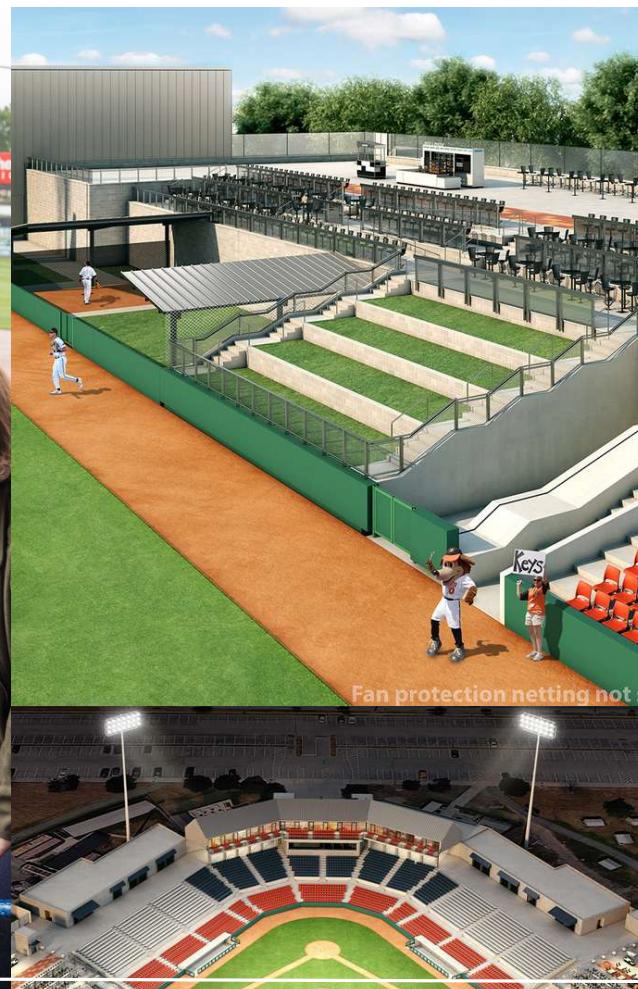
Downtown Frederick: Frederick Police Department Headquarters

100 E All Saints Street



65,000 SF
New FPD Headquarters
Under Construction





\$39M Renovations to Harry Grove Stadium Underway

Attain Sports | Maryland Stadium Authority | City of Frederick

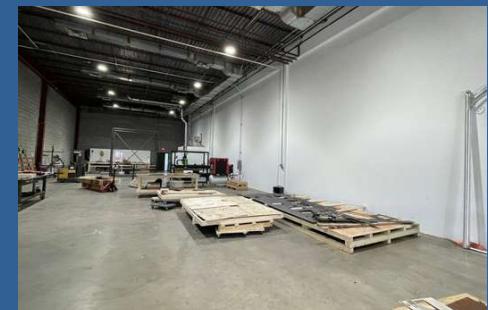


JLG EXPANDS AT RIVERSIDE RESEARCH PARK

- Research & Development Facility
- 113,000 SF
- Innovation and equipment testing area



Recent 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

The Kiosk Group

Addition of 5,500 SF suite
totaling 16,500 SF
expansion for kiosk
production

Shield Co

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



FREDERICK MUNICIPAL AIRPORT (FDK)





FDK TODAY

100,000 annual operations
2nd busiest MD airport
7 Businesses – 200 Jobs
250,000 sq ft leased space
Fully leased on all offerings
7-year hangar waitlist



LOOKING FORWARD

South Corporate Apron Expansion
\$14 M of investment
7 additional businesses
Timeline: 1-5 years

1st airport in MD to install electric aircraft charger



Andrew Moore, C.M.
Frederick Airport
Airport Manager
301.600.2201
amoore@cityoffrederickmd.gov



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

PROGRAMS AND RESOURCES





City of Frederick Dept. of Economic Development

SUPPORTING ENTREPRENEURSHIP



Resources

Connections

Collaborations

On Site Office Hours:

- FITCI
- Centro Hispano de Frederick
- Asian American Center of Frederick



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

ECONOMIC DEVELOPMENT RESOURCES FOR BUSINESSES

Site Selection Assistance

Business Start-Up Services

- **Business Meetings, Visits & Start Up Guide**

Incentive Programs

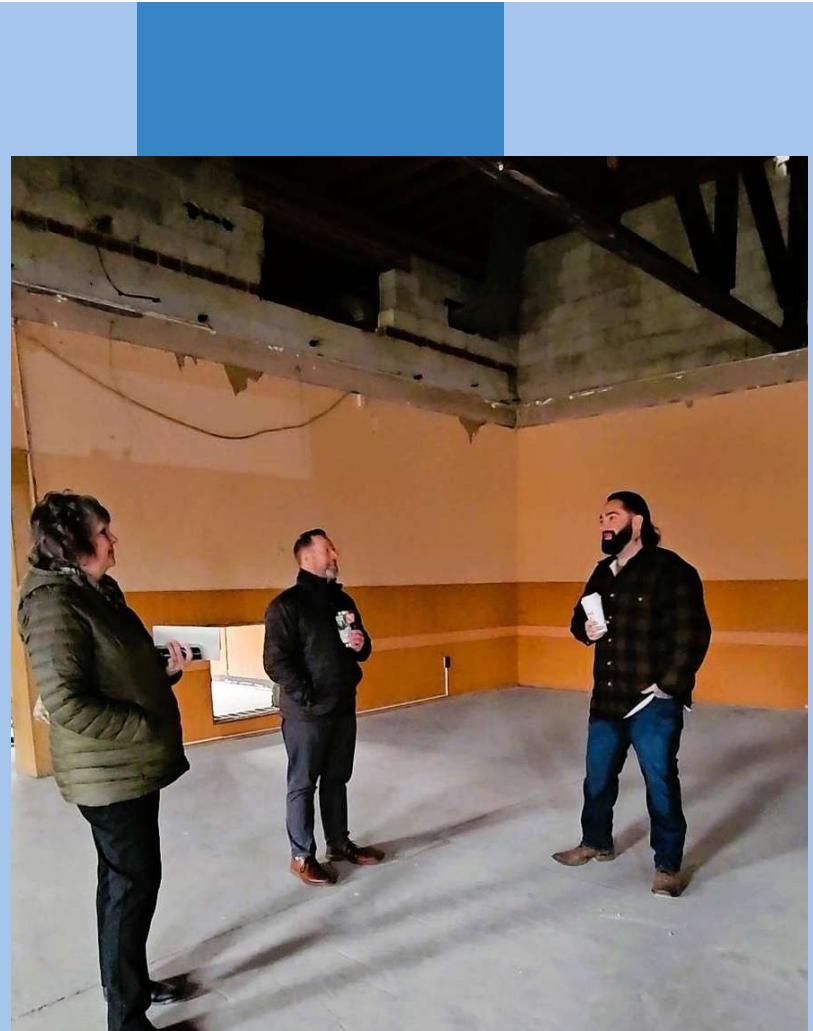
Promotional Assistance

Monthly Business Newsletter

Workforce Training & Attraction Assistance

Industry-Specific Programming

Community Connections & Resource Referral





SMALL BUSINESS RESOURCE PARTNERS

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



Small Business
Development Center



FOR THE LIFE OF YOUR BUSINESS



Score Mentors

Maryland Women's
Business Center

FITCI STATE-OF-THE-ART INCUBATOR ACCELERATOR

The Edge @ 321 Ballenger Center

- 30,000 SF & 4,500 SF of community space
- 70 + members
- Wet labs & office space; wrap around entrepreneurial services for biotech, tech and other emerging industries
- Maryland Global Gateway Soft Landing Program for foreign companies



ECONOMIC IMPACT 2024

- 143 Clients
- 1,536 Jobs
- \$455M est. Annual Impact
- \$5.329M raised by Clients 2024
- \$82M raised by Graduates 2024
- \$57M raised so far in 2025 (Feb)
- 1,165% ROI of City Investment
- 99% of clients live in Frederick
- 66% of grads still live in Frederick
 - 58% are biotech companies
- 10 interns placed with our companies in Fall 2024
- 14 Soft Landing International companies at FITCI
 - 18+ more companies in the pipeline



SPONSORED ENTREPRENEURSHIP PROGRAMS

Food Business Entrepreneurship Program

Partners: Frederick Community College

- Co-sponsored by the City of Frederick Dept. of Economic Development & Frederick County Office of Agriculture
- 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



SPONSORED ENTREPRENEURSHIP PROGRAMS

SHE Pitch Competition

Partner: Frederick County Chamber of Commerce

- Co-sponsored by the City of Frederick Dept. of Economic Development, Frederick Co. Office of Economic Development & Maryland Women's Business Center
- 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



SPONSORED ENTREPRENEURSHIP PROGRAMS



EmPOWER Program

Partner: Frederick County Office of Economic Development

- Co-sponsored by the City of Frederick Dept. of Economic Development
- 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

BUSINESS RETENTION VISITS



~200 Visits
in FY25

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



FY25

12 Small Businesses Awarded

\$100,000 in Awards

50%+ Women/Minority Owned Businesses

Recent GROW Grant Projects

CDJ Genie Services

Installation of HVAC system and renovation of building exterior



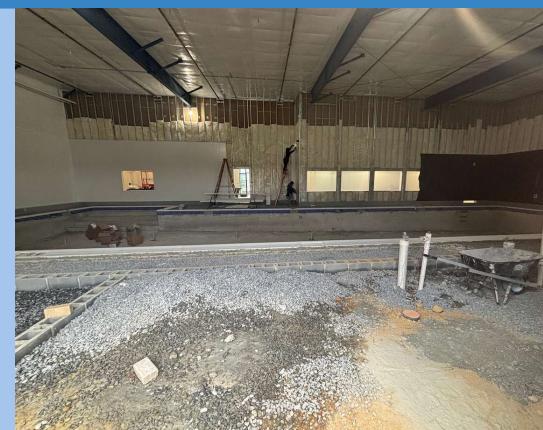
The Station

Transformation of vacant downtown gas station into space into a farm-to-table market



Serenity Swimming

Full build-out of empty shell unit for use as a swimming center



Brudr Brewing Company LLC

Installation of sidewalk and utilities to create a small brewery and arts space



TAX CREDIT PROGRAMS

- **Brownfields Property Rehabilitation**
- **Commercial & Industrial Business**
- **Downtown Property Rehabilitation**
- **Enterprise Zone Property Rehabilitation**
- **Golden Mile Property Rehabilitation**
- **High Performance Buildings**
- **Historic Preservation Property Rehabilitation**
- **New Jobs & Enhanced Jobs**
- **Vacant Commercial Property Rehabilitation**

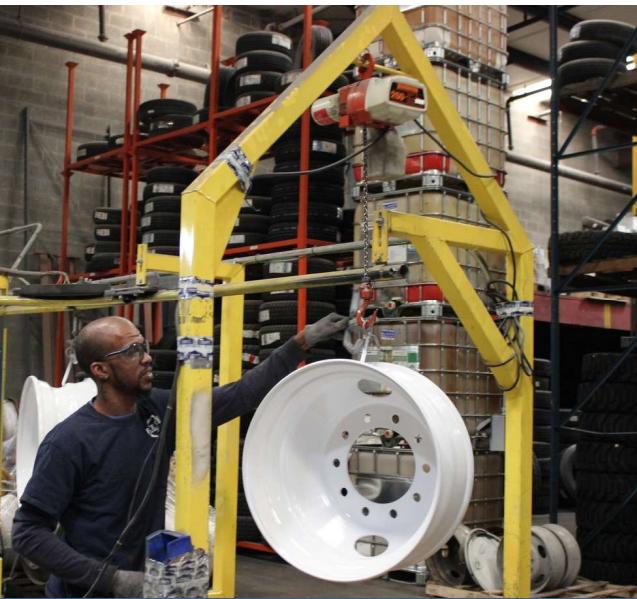
ENERGY SAVING PROGRAMS

- High Performance Building Tax Credit
- C-PACE (Commercial Property Assessed Clean Energy)
- State of Maryland Energy Administration Programs
- Electric Vehicle Supply Equipment (EVSE) Rebate Program 2.0
- Potomac Edison EmPOWER Maryland Commercial and Industrial Programs
 - Energy Solutions for Business
 - Small Business Solutions



Photo: HappyCow





GOOD JOBS GREAT CITIES



In 2023, the City of Frederick was 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.

The Four Pillars

- Fair Wages and Good Jobs
- Return to Work Pathways
- Engaging Emerging Adults
 - (ages 14-24)
- Career Connected Learning & Apprenticeships



TALENT PIPELINE DEVELOPMENT

Partner: Frederick County Workforce Services & COF Office of Opportunity and Transformation

- **Returnships**
- **Apprenticeships**
- **Fellowships & Internships**

Sample Initiatives:

- Fall 2025 Construction Trades Event
- 2025 Work Ready Summer Jobs Program





WORKFORCE INITIATIVES: BIOTECH BOOT CAMP COMING JULY 2025 INFO SESSION JUNE 4, 2025

Partnership with Frederick Community College, Frederick County Workforce Services, Frederick City/County Economic Development, and Maryland MEP

- Launching new career pathways in life sciences
- 4 –week FREE hands-on learning
- Industry input
- Interviews
- Over 80% placement

MONITORING AND DEVELOPING RESPONSES TO ECONOMIC IMPACT

CHALLENGES

Inflationary Pressures / Tariffs

Federal Job Displacement

Traffic Congestion/Need for Road

Improvements (Rt. 15)

OUR APPROACH

Advocacy & Connectivity with Businesses and State Agencies

Job Fairs

Start-Up Business Resources



BUSINESS SURVEYS

WE WANT TO HEAR FROM YOU!



Gather insights from local businesses

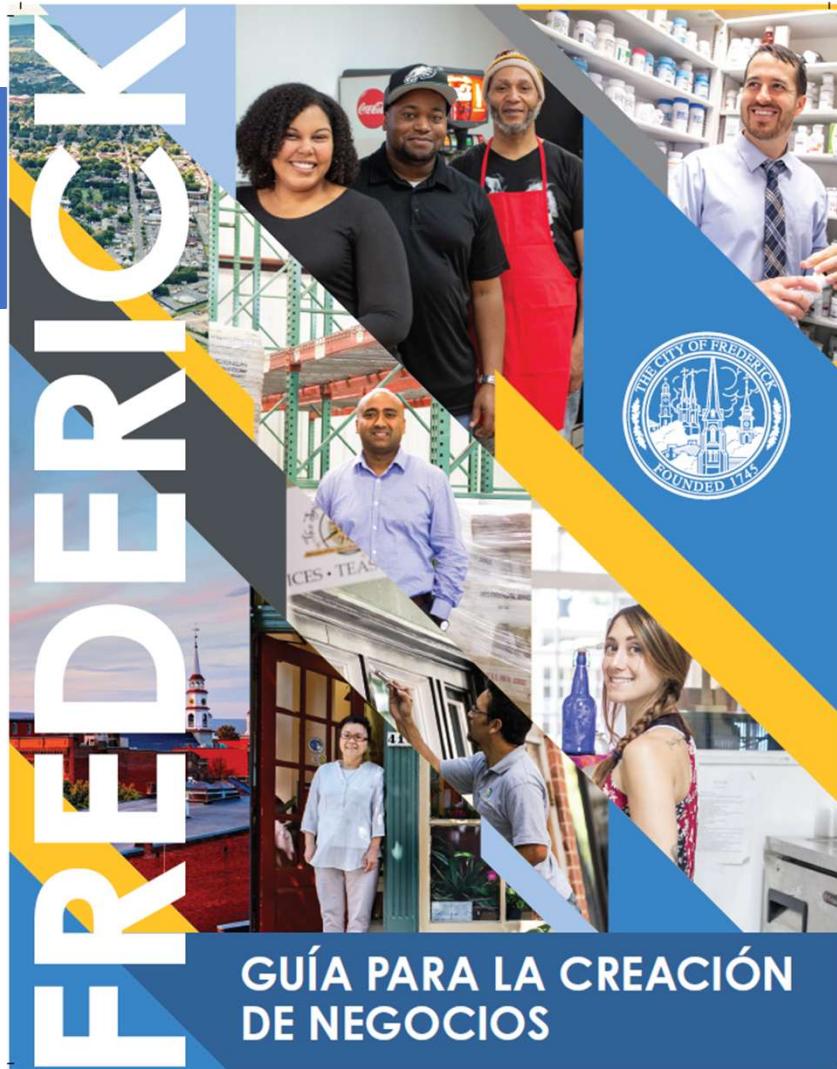


Collect feedback from residents to capture community priorities



Use survey results to guide future planning and initiatives





Business Start-Up Resources



100+ Business Start-Up Meetings annually



Printed Guide Available in Both English & Spanish
New edition coming in 2025



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

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



REsimplifi

Commercial Property Interactive Map

Available Properties

Please note - the below database is not comprehensive and may omit some local opportunities. If you do not see a space that fits your needs, we invite you to contact our office for additional resources at business@cityoffrederickmd.gov. If you represent a property that does not appear below, please request its addition [here](#).

This screenshot shows a real estate search interface with a map and property details.

Map View: The main area is a map of a city with various neighborhoods labeled: Howard's Retreat, Rocky Springs, Shookstown, Spring Valley, Villa Estates, Linden Hills, and Heights. A river and a major highway are also visible. Numerous colored markers (orange, yellow, blue, green) are scattered across the map, representing different property types. A legend on the right side defines these markers.

Property Details: There are two main property cards displayed.

- 350 E Church St**
350 E Church St
Frederick, MD 21701
Lease, Industrial, Land, 1 ac
- 14 W Patrick Street Downtown Frederick**
14 W Patrick St
Frederick, MD 21701
Lease, Office, Healthcare, Retail
\$20 SF/year, 1.5K - 4K SF, 4 suites
25.5K SF

Other Listings: Below the main cards, there are two more property cards.

- 1 Wormans Mill Ct**
1 Wormans Mill Ct
- 112 E Patrick St**
112 E Patrick St

Header and Tools: The top of the interface includes a navigation bar with 'Map', 'Cards', 'Actions', 'Draw', and a search bar. On the right, there are buttons for 'Filters' and a 'Home' icon.

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

ECONOMIC DEVELOPMENT IS A TEAM EFFORT

HOW WE WORK TOGETHER





Our Economic Development Partners are the best!

STAY CONNECTED



Subscribe to DED's monthly newsletter



Use the City's free press release distribution service



Explore www.businessinfrederick.com



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



Follow us on social media



OUR TEAM

business@cityoffrederickmd.gov
www.businessinfrederick.com



**RICHARD
GRIFFIN**

Director of
Economic
Development

301-600-6361

rgriffin@cityoffrederickmd.gov



**MARY FORD
NAILL**

Manager of
Economic
Development

301-600-6362

mnaill@cityoffrederickmd.gov



**KENNEDI
WILSON**

Business
Development
Specialist

301-600-6363

kwilson@cityoffrederickmd.gov



**DONNA
GOFF**

Office Manager

301-600-6360

dgoff@cityoffrederickmd.gov