

Fiscal Fitness

FREE Workshop

for Entrepreneurs and Existing Business Owners

Wednesday, February 11th

2 Sessions - 8:30am and 5:30pm

Chesapeake College - Cambridge Center, Room 101

Free parking lot off of Academy Street

Running a business is no fun without Profit!

This 1 ½ hour workshop focuses on:
Financial wellness planning...money
management, successful, proven strategies

TO RESERVE YOUR SEAT

410-228-3575

robin@dorchesterchamber.org

DORCHESTER CHAMBER OF COMMERCE

BUSINESS BUILDING BLOCKS

~ MARK YOUR CALENDAR ~

February 11, 2015: Fiscal Fitness Workshop
Chesapeake College, Cambridge Center
robin@dorchesterchamber.org

February 20, 2015: HUBZone Workshop
Dorchester County Economic Development Office
sbanks@choosedorchester.org

April 26–28, 2015: MEDA Annual Conference
Maryland Economic Development (MEDA)
www.medamd.com



Don't Miss

www.ChooseDorchester.org

Currents is the monthly newsletter of the Dorchester County Economic Development Department. For information or suggestions, contact info@ChooseDorchester.org or call 410-228-0155.

DORCHESTER Currents

A monthly publication of Dorchester County Maryland

TOP STORY

JANUARY 2015

Local Firm Scores Editors' Choice Award

More than 50 years ago, a Cambridge, Maryland, company worked with renowned architectural firm Philip Johnson to design and install woven metal mesh for the elevators of Ludwig Mies van der Rohe's landmark Seagram Building. In 2002, Cambridge Architectural was formed as a separate division of Cambridge International to specialize in both interior and exterior applications of woven metal mesh.

Today, this Dorchester County company continues to be a trailblazer in architectural mesh. In December, Cambridge Architectural's new Build-A-Pattern line, with its distinct Windsor mesh option, was named one of

Architectural Record's best new products for 2014. One of more than 500 nominations submitted for this prestigious industry recognition, Windsor Build-A-Pattern received the Editors' Choice Award in the Facades Category.

"We were honored to receive this special recognition from architecture industry media leadership," said Tom Ross, COO. "The judges evaluated all entries based on innovation, usefulness and aesthetics. Build-A-Pattern's flexibility and beauty are perfect for today's architects and designers."

The applications of woven metal mesh include wall cladding, curtains, fall protection, branding and glare reduction. Cambridge's metal mesh has been

featured in universities, airports, office buildings and entertainment/sports arenas across the globe. Recent projects include the Cotton Bowl Stadium, South African Embassy and Dallas/Fort Worth International Airport.

To view an example of the company's work locally, visit RAR Brewing in downtown Cambridge. Cambridge fabricated and installed an etched metal custom curtain in the popular brewery. To view other products or to learn more about Cambridge Architectural, go to cambridgearchitectural.com.



FEATURED EVENT

2015 MACo Conference Comes to Dorchester County

Maryland Association of Counties (MACo) Winter Conference was held at the Hyatt Regency Chesapeake Bay Golf Resort, Spa and Marina, January 7–9, 2015. Themed "The Road Ahead – New Leaders. New Partners. New Strategies," the three-day conference included 20 educational sessions, 30 exhibitors, and countless networking opportunities.

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Left to Right: Keasha Haythe, Laurie Boyer, William Cole, Lawrence Twele

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Maryland Economic Development Association (MEDA) partnered with MACo to bring a general session panel titled “Advancing Your Community...Techniques for Economic Development Strategies.” Pam Ruff, executive director of MEDA said, “Economic development transforms our lives by creating jobs, inspiring innovation, and enriching communities. Approaches and strategies are different depending on the region and this panel explored urban, suburban, and rural methods.”

The panel addressed specific regional economic development strategies and the importance of working together in partnership to achieve economic goals. Speakers included: Keasha Haythe, CEcD, director of Dorchester County Economic Development and vice president of MEDA; Lawrence Twele, CEO of the Howard County Economic Development Authority and president of MEDA; Laurie Boyer, CEcD, executive director of Rockville Economic Development, Inc. and past president of MEDA; and

William Cole, president & CEO of the Baltimore Development Corporation. The Honorable Adrienne Jones, Maryland State Delegate, moderated the panel.

The panel presented economic development approaches for urban, suburban and rural areas of Maryland. Examples included vacant turned occupied spaces in Baltimore City, advertising and marketing local businesses in Rockville, and manufacturing in Cambridge.

Haythe said, “Economic development is everyone’s business. It is the thread that connects everything, everyone and every industry. Rural communities in Maryland are creating opportunities, inspiring innovation and enriching communities through economic development processes and strategies unique to their area.” The panel was well-received and provided real life examples of economic development strategies being used throughout the state.

To learn more about MACo or to see future events, visit their website at www.mdcounties.org. To find out

more about MEDA or their upcoming events, visit www.medamd.com. For information on doing business in Dorchester County, please visit www.choosedorchester.org.

MANUFACTURING
Local Poultry Industry Leads with National Rankings

According to Delmarva Poultry Industry, Inc. (DPI), Maryland produced 305,200,000 meat chickens in 2013. Maryland is ranked 8th among the states for the number of meat chickens produced. The economic impact of animal agriculture on the Eastern Shore is very high.

Bill Satterfield, executive director of DPI said, “A 2012 economic impact study for the chicken industry on Maryland’s Eastern Shore shows there were more than 15,000 direct chicken industry jobs (chicken company employees and the farm families that grow the chickens) with annual wages and benefits exceeding \$636 million. The total direct economic activity was estimated to be in excess of \$4.5 billion per year. That is a huge amount of money in a small area like the Eastern Shore and absolutely essential for the region’s economy.”



According to the 2012 Census of Agriculture, these Maryland counties were ranked among the leaders in broiler chicken production nationally: Dorchester #82, Somerset #18, Caroline #20, Wicomico #28,

Worcester #29, Queen Anne’s #124, Talbot #235. The data showed there were 79 chicken farms in Dorchester County, and they produced about 10% of Maryland’s meat chickens.

Dorchester County is home to Amick Farms which ranked #14 nationally in a 2013 study based upon average weekly ready-to-cook production, by weight, as published in WATT PoultryUSA, March 2014. Delmarva also has Perdue ranked #4, Tyson ranked #1, and Mountaire ranked #7.

To find out more about DPI, please visit www.dpichicken.org. To learn more about Dorchester County farms or the Dorchester County Farm Bureau, please visit them at dorchester.mdfarmbureau.com.

FEATURED STORY
North Dorchester Middle School Patriot’s Pen Winners

North Dorchester Middle School (NDMS) social studies students in grades 6–8 participated in the Veterans of Foreign Wars (VFW) 2014–2015 Patriot’s Pen essay contest. NDMS was sponsored locally by VFW Post 5246. This year’s theme was “Why I Appreciate America’s Veterans.”

The school celebrated as VFW Post 5246 Essay Program Coordinator Ron James and VFW Post 5246 Commander Brian Langford delivered news to four NDMS students that they had placed at the Post level.



Winners included two first-place awards to 6th graders Rachel Widmaier and Mandy Smith, and two second-place awards to 7th grader Jacob Murphy and 8th grader Dakota Robbins. The winners received a monetary award from VFW Post 5246 as well as a personal visit and congratulations from Mr. James and Commander Langford.

The winning essays will be submitted to the VFW District-level competition. To find out more about the Patriot’s Pen annual essay contest, please visit www.vfw.org/PatriotsPen/.

SMALL BUSINESS
Free Fiscal Fitness & HUBZone Workshops in February

A free Business Building Blocks workshop will be offered Wednesday, February 11, 2015, to assist business owners and entrepreneurs in understanding the health of their business through their financials. The Fiscal Fitness Workshop aims to provide individuals with a financial-wellness plan that includes money management and successful, proven strategies.

Resolve to begin 2015 off right by improving the health of your business. Guest speaker Casey Willson brings 40 years of experience of assisting small businesses to promote and enhance their operations. Casey is the retail industry and sustainability program manager at the Lead Center of the Maryland Small Business Development Center Network at the University of Maryland, College Park.

This workshop is sponsored by the Cambridge Economic Development Department, Cambridge Main Street, Dorchester Chamber of Commerce, Dorchester County Economic Devel-

opment Office, and the Maryland Small Business Development Center.

The workshop is slated to accommodate the busy schedules of business owners and will be held twice with one in the morning and one in the evening at Chesapeake College, Cambridge Campus, in Room 101. The first will be held from 8:30 – 10 a.m. and the second from 5:30 – 7 p.m. To reserve your seat, please call the Dorchester Chamber of Commerce at 410.228.3575.

On Friday, February 20, 2015, a free HUBZone workshop will be offered at the Dorchester County Economic Development Office from 11 a.m. – 1 p.m. The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural areas. Dorchester County is a federally designated HUBZone providing federal contracting opportunities for qualified small businesses located in the zone.

According the U.S. Small Business Administration, “SBA’s HUBZone program is in line with the efforts of both the Administration and Congress to promote economic development and employment growth in distressed areas by providing access to more federal contracting opportunities.”

Applying for a HUBZone certification and understanding the process can be difficult and challenging to navigate on your own. HUBZone expert Monica Randall from The Randall Group, LLC. will facilitate the workshop and answer specific questions. Business owners interested in becoming certified are encouraged to attend.

To learn more or to register, please call Dorchester County Economic Development at 410.228.0155.