

TOP STORY (Continued from Page 1)

Haythe worked with RAR's co-owners to help secure \$200,000 from the University of Maryland Eastern Shore's Revolving Loan Fund. Haythe brought the project to the fund's committee after working with Merryweather on the financial application. Comprised of lower shore economic development directors who serve as deal brokers, the program is a collaborative economic development initiative and invests in new and expanding companies in the lower four counties. The much anticipated craft beer manufacturer is Dorchester's first brewery since Wild Goose was acquired in 1997.

In effort to attract businesses, market and unify the county, the Dorchester County Economic Development office developed the "water moves us" marketing campaign. This serves as the department's brand identity as well as a multi-platform, cooperative marketing campaign to promote Dorchester's assets and opportunities.

The branding initiative features seven local businesses used to showcase local industry. Chris and JT are featured together as one of the seven business faces promoting business start-ups in Dorchester County.

Chris Brohawn and JT Merryweather are planning an anniversary party to celebrate RAR's first year in business on August 2. To learn more about RAR Brewing and upcoming events, please visit realerevival.com or visit their brewery at 504 Poplar St., Cambridge, MD 21613.



Chris Brohawn & JT Merryweather | Co-Owners

water moves us
to Brew
New Business

At Realerevival, water moved us to build a microbrewery and taproom to brew our handcrafted ales. **DORCHESTER. Water moves us.**
How will it move you?

DORCHESTER
water moves us
DORCHESTER COUNTY, MARYLAND



DORCHESTER COUNTY ECONOMIC DEVELOPMENT
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DORCHESTER Currents

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TOP STORY

JUNE 2014

Start-up Brewing Entrepreneurs Gaining Prominence

Co-owners Chris Brohawn and JT Merryweather have broken the traditional entrepreneurial mold. Using modern architecture and design, they have created a space that attracts locals and visitors to their downtown Cambridge brewery. Adding to the neighborhood vitality, RAR Brewing has quickly become a desired destination in Dorchester County.

Brohawn said, "The best thing about doing business in Dorchester is the people we get to interact with. JT and I both grew up here, so it's second

nature for us." Their home brew includes a couple of great selections: Bucktown Brown, a coffee-flavored brown ale, and Nanticoke Nectar, an IPA. Recently highlighted in the *Washington Post* as a "hip small-town bar," RAR Brewing is gathering attention from near and far. The brewery officially opened in August 2013. They employ ten people and have future expansion plans that include adding to their beer lineup and distribution territories.

Local breweries act as economic drivers by creating jobs, drawing people to town, and serving as a daily destination point. According to the Beer Institute,



the total economic impact of the beer industry in the state of Maryland is \$3,137,895,300. There are 34,670 industry-related jobs in Maryland, and the total tax contribution is \$785,233,900.

Dorchester County Economic Development Director Keasha

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**MANUFACTURING
Local Manufacturer Poised and Ready for New Business**

Jay Hubbard and his wife Christie opened the doors to their manufacturing start-up in April 2013. Located in the Hurlock Industrial Park, Daystar Manufacturing provides injection molding solutions for their customers. Small and medium size plastic injection

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molded parts can be custom designed and manufactured at their facility as well.

The Hubbards started their business in hopes of providing jobs and careers to residents that have struggled while looking for employment. "I love the rural environment and the down-home friendliness you find in Dorchester County," said Jay. Currently they employ three people and hope to increase their size in the upcoming year.

The Town of Hurlock, Dorchester County Economic Development, and the Eastern Shore Entrepreneurial Center worked together with Daystar to provide technical assistance and guidance when they started their business. Daystar is well on

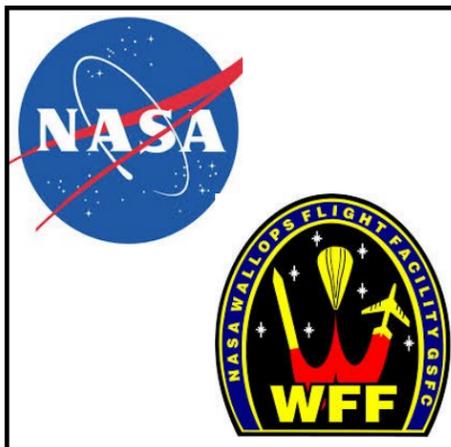
its way with four customers and are positioned and ready for more contracts.

For more information on Daystar Manufacturing, please visit daystarmanufacturing.com.

TOURISM
Wallops Island Welcomes Dorchester Residents

Rebecca Hudson from NASA's Wallops Flight Facility on Wallops Island, VA visited the Dorchester County Economic Development office and gave a presentation on the different space programs Wallops offers. Since 1945, over 16,000 rockets have launched from one of the country's oldest launch ranges. The rockets that launch from Wallops are suborbital, meaning they go up and come right back.

Dorchester County is strategically located to attract visitors who would like to take a day trip to NASA's visitor center and learn



about the latest space missions. Hudson welcomes Dorchester County residents to their visitor center and hopes to further the relationship between Dorchester County and the Wallops Flight Facility. Mr. Bill Burnette is working with the Economic Development office and Wallops to explore business opportunities.

The next rocket launch is tentatively scheduled for July 1, 2014. Visit Dorchester County Economic Development's Facebook page for the latest launch updates. The NASA Wallops Visitor Center is located close to Chincoteague Island, VA and admission is free. For their hours of operation, please visit www.nasa.gov/centers/wallops/visitorcenter.

SMALL BUSINESS
Local Business Relocates and Expands to a Third

Crabi Gras (French/Eastern Shore meaning Fat Crab), a business that specializes in apparel and food flavoring, has relocated to its new home on Sunburst Highway in Cambridge. Owner Keith Graffius has created a business that celebrates the unique customs of the Eastern Shore life through tee shirts, hoodies, hot sauces and much more.



Employing five people, Graffius maintains three stores located in Cambridge, Easton and the latest expansion in St. Michaels. Graffius added, "We are very proud to have started in Dorchester County. It's one of the most beautiful places I've ever been, and I pinch myself when thinking about living and working here!" From the start in 2010, Crabi Gras has shown community spirit by hosting several events that attract locals and visitors to the downtown area.

One community member who nominated Crabi Gras for the Inaugural Dorchester County Economic Development Small Business Awards said, "Crabi Gras is a great store. It's well managed, very pleasant to walk around in, the employees are

very helpful, and they sell the best barbecue sauces I have ever tasted."

For more information, please visit crabigras.com.

FEATURED STORY
Cambridge Farmers' Market Attracts Over 20 Vendors

Looking to buy locally grown food, visit the Cambridge Main Street Farmers' Market! Serving the local economy by facilitating start-ups and furthering existing business expansions, the farmers' market is a great place for the community to reconnect with local farmers and small businesses.

Market Manager Allison Penn said, "This year we have over 20 vendors with a variety of products from traditional fruit and vegetable produce to plants, meat, crabs, wine, baked goods, honey, soaps, cremes, baskets, wooden crafts and jewelry." The market attracts many visitors each season that small- to medium-sized farming businesses would have trouble gaining access to without the venue.

The market began in year 2000 and has expanded from the grounds at Sailwinds to its current location at Long Wharf. Strong community partnerships, good

management and community support are part of the "local food for local people" experience when visiting the market.

The Cambridge Main Street Farmers' Market is held every Thursday from 3-6 PM through October 16. For more information, please visit www.cambridgemainstreet.com, or by emailing them at cambridgemktmgr@aol.com, or follow them on Facebook.

