

**TOP STORY** (Continued from page 1)

roundtable discussions led by organizational representatives where participants can meet in small groups about specific programs. A free networking lunch follows the roundtable at Noon to provide attendees with additional opportunities to connect directly with finance program representatives and one another.

Securing Business CASH is presented in part by Maryland Capital Enterprises and Eastern Shore Entrepreneurship Center. For information and reservations, call 410-228-0155 or email [info@ChooseDorchester.org](mailto:info@ChooseDorchester.org).

**REAL ESTATE NEWS**  
**Cambridge RV Sells in On-line Auction**

The former Cambridge RV sold in an on-line auction held May 30 to Aireys Spur Road, LLC for \$700,000. Appraised at \$1,875,000 in January of this year, the new owner plans to lease the building and is actively considering offers from prospective tenants.

Henry Hanna, one of two commercial realtors at Sperry Van Ness who represented Cambridge RV's formers and is now working with Aierys Spur, said the online auction was the second such event SVN has participated in and a growing trend in the commercial market, "On-line auctions give national exposure to local properties and are an effective means to market valuable properties to prospective investors."

The new owners have already made

improvements, power washing the building and starting to landscape the property's 5.3 acres. Two companies who registered for the auction are now in discussion with SVN about possibly leasing the property. SVN hopes to have a contract in 90 days and is still accepting prospective lease inquiries.

Hanna sees the sale of the Aireys Spur Road property as part of a continued trend of increased commercial industrial activity in Dorchester county and on the Shore. "While most commercial property buyers have a specific use in mind, this property was unusual in that the buyer – a knowledgeable Shore businessman – was more interested in the long term investment a highly visible and valuable parcel offered."

For information about this or other properties in SVN's portfolio, contact Hanna at 410-430-2187.



**Dorchester County Economic Development**  
**5263 Bucktown Road**  
**Cambridge MD 21613**



**TOP STORY**

**One-Stop Shop Features Nine Organizations, More Than A Dozen Programs**

The Dorchester County Economic Development (DCED) office will host a free financing workshop – Securing Business CASH: Capital, Acquisition or Start-up Help – on Thursday, July 18, 2013, 10:00 a.m. to Noon at the Dorchester County Career and Technology Center. Designed for all types of enterprises – from entrepreneurs and new businesses to established or expanding companies – the two-hour workshop will present financing program options, opportunities, and technical assistance from nine organizations with more than a dozen programs.

"The CASH workshop is part of Dorchester County's ongoing economic development outreach to provide a bridge between business owners and the many service providers and resources designed to strengthen our private sector," said

Keasha Haythe, DCED's Director, adding, "we are fortunate to have subject matter experts from nine outstanding organizations convene at one time to make it easier for business owners and entrepreneurs to learn what targeted financing programs may be suited to their enterprise."

Financing programs targeting rural, technology, agriculture, and minority business enterprises will be presented. Program specialists from each organization will be on hand to address specific questions and provide technical assistance. Presenters include Maryland Technology Economic Development Corporation, Maryland Department of Business and Economic Development, Eastern Shore Entrepreneurship Center, Meridian Management Group, Maryland Capital Enterprises, Anne Arundel Economic Development Corporation, Maryland Agriculture Resource-Based Industry Corporation, Maryland Department of Housing and



Community Development, and USDA Rural Development.

Featured programs include: USDA Industry Guaranteed Loan Program and their "Rural Energy for America" Program, Technology Commercialization Funds, Revolving Loan Funds for business expansion and creation, Linked Deposit Program, Maryland Capital Access Program, Microenterprise Loan Program, Video Lottery Terminal Fund, and the Neighborhood Business Works Program

*The two-hour workshop will feature brief presentations on each financing program followed by concurrent*

*(Continued on page 4)*



**NEW BUSINESS**  
**Reale Revival Opening July 27**

Work on the 4,300 sq. ft. Reale Revival on Poplar Street is in overdrive as the owner-operators work fast and furiously to ready their highly anticipated brewery for a preview at the Taste of Cambridge this weekend. With an official opening projected for July 27, the former bowling alley and pool hall is taking shape as the town's hottest new destination.

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Sign-up at [www.ChooseDorchester.org](http://www.ChooseDorchester.org) to receive this monthly e-newsletter



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**NEW BUSINESS:** (Continued from page 1)

From the beautiful 30' bar created from local cedar and steel found in Church Creek from a barn roof, to the dozen high top table squares and booths made from hardwood flooring, the 1,500 sq. ft. tasting room is an homage to the owners' Dorchester County roots. Plans for the grand opening are still brewing – along with four of the ales they'll initially offer — but co-owners JT Merryweather and Chris Brohan are already looking ahead to the special events and partnerships designed to make Reale a regional destination.

One exciting development already set is their partnership with fellow CSDHS classmate, Main Street neighbor and friend Chef Ian Cambell whose acclaimed Bistro Poplar will provide locally inspired pub fare – fried oysters, frites and wraps — to Reale Revival patrons.

With the dedication of A Few of My Favorite Things expanded wine bar last month, opening of Stoked Woodfire in April, and construction underway at Elliott's Baking Company, Cambridge continues to cement its reputation as a culinary destination and go-to for gourmands.

**WHO'S HIRING IN DORCHESTER?**  
**Cambridge International**

Cambridge International and its growing divisions have a number of professional and technical positions open at their Dorchester County headquarters.

A recognized leader in the metal belt and woven wire cloth industries, Cambridge continues to expand their employee base as their product lines evolve to create custom solutions for conveying systems, construction, technology, environmental

applications, and manufacturing processes. With over 400 employees internationally, Cambridge is considered one of the Eastern Shore's preeminent employers.

"Cambridge is as good as our people and I believe we employ the best," said Heather Hillaert, Director of Human Resources, adding, "With an average retention rate of fifteen years you establish bonds that make you more than co-workers, we are family."

Located on Goodwill Road, the company is hiring in sales, product development, information technology and project management. Current job opportunities include:

- Fabricator (Manufacturing, Systems Business): Contribute to Cambridge International's success by fabricating and welding metal materials to customer's specifications.
- Architectural Sales Director (Architectural): Drive economic growth in domestic and international markets for the Architectural Mesh division by leading business development and sales in select markets.
- System Administrator (Information Technology): Manage and maintain all local and world-wide IT network server resources and systems.
- Project Coordinator (Architectural): Provide project management support through order review, contract negotiations, submittals and service.
- Cost Accountant (Accounting): Sound understanding of cost accounting principles that can be applied in a global manufacturing environment.
- New Business Sales (Engineered Solutions, Sales): Grow a profitable business by selling customers unique solutions

Hillaert touts Cambridge's many employee benefits saying, "The job may get you in the door but the benefits help you grow in your career. We provide a hundred percent tuition assistance program to employees once they are off

of their introductory period." She further explained that if employees want to pursue continuing education or career advancement training, Cambridge will pay for it to ensure the company invests in its future by "investing in our people."

For more information about working at Cambridge International and how to apply, visit: <http://cambridge-intl.com/careers/>

**WORKFORCE DEVELOPMENT**  
**State Launches EARN Maryland**

The Dorchester County Economic Development office in conjunction with the state Department of Labor, Licensing and Regulation (DLLR) will host a presentation for the EARN Maryland Program on Wednesday, July 31 at 10 am at the Dorchester Career and Technology Center. Representatives will explain how employers can join with industry, economic development and academia to create targeted workforce training programs aimed at regional and industry specific needs.

"We know that Dorchester's employers and workforce continue to evolve as technology creates more effective and efficient mechanisms for delivering goods and services," said Keasha Haythe, adding, "Time after time employers tell me workforce training and development programs are some of the best ways to help their employees succeed – and one of their biggest challenges in terms of helping those employees get the skills they need to succeed." Haythe believes the new EARN program will be a welcome tool for Eastern Shore employers and was eager to host DLLR officials charged with helping Maryland companies create such targeted training initiatives.

EARN (Employment Advancement Right Now) was passed by the General Assembly and signed into law by Governor O'Malley last month. It is a competitive grant program designed to

invest in regional workforce development solutions that address current and impending employment demands. In discussing the program, the Governor said, "If the employers who are looking for talented and skilled people know what skills they have most in demand, then why don't we let our workforce efforts be driven by the sector that has the jobs to fill?" adding that he feels such regionally designed solutions spearheaded by employers are the wave of future workforce development."

Based on similar and successful programs around the country, "EARN Maryland is industry led, endorsed by the Maryland Chamber of Commerce and is a proven strategy for providing Maryland's employers with skilled workers," said DLLR Secretary Leonard Howie, adding, "Among similar initiatives around the country, this approach led to skills advancement, career building opportunities and increased wages for employees and meaningful and measurable results for employers."

The program presentation on July 31 is designed to help Dorchester employers and industry representatives learn more about the grant program and partnership model. For information on EARN, visit [www.dllr.state.md.us](http://www.dllr.state.md.us). To register for the meeting, call 410-228-0155 or email [info@ChooseDorchester.org](mailto:info@ChooseDorchester.org).

**SECTOR SPOTLIGHT**  
**Professional & Business Services**

This month we spotlight the professional and business services sector. One of dozens of employment classifications tracked by the Bureau of Labor Standards (BLS), employers in this sector provide services designed to support the needs of business and industry.

The Professional and Business

Services Sector is considered a "Super Sector" by the Bureau of Labor Statistics, the federal government agency charged with tracking employment data. It has three sub sectors: Professional, Scientific and Technical Services; Management of Companies and Enterprises; and Administrative and Support and Waste Management and Remediation Services.

Jobs are classified using standard definitions and assigned a NAICS (North American Industry Classification System) code to compare trends across regions and states. Popularly referred to as the "Unemployment Report," the BLS monthly "Employment Report" is actually comprised of data from two surveys conducted and analyzed (and occasionally adjusted) monthly: the Household Survey that tracks employment and the Establishment Survey that tracks hiring.

Nationally, the Professional and Business Service sector added 187,000 jobs between March and June of 2013 according to the June report issued July 5. As would be expected with an increase in new jobs, the unemployment rate in this sector dropped from 8.9% to 8.2% in the same period.

According to the BLS, this sector comprises establishments that specialize in performing professional, scientific, and technical activities for others. "Often requiring a high degree of expertise and training, businesses in this sector specialize according to expertise and provide these services to clients in a variety of industries and households." Activities include legal; accounting and bookkeeping; architecture, engineering and design; computer; consultants; and advertising.

In 2012, Professional and Business Services represented 83 of Dorchester's 732 private sector establishments with 497 of the 8,693

private sector jobs based here. From established local businesses headquartered in Dorchester such as RPS ISG International and branches of regional companies like Miles & Stockbridge to independent businesses and consultants.

While many of Dorchester's larger or well recognized employers are found in four of the BLS super-sectors of Agriculture, Forestry, Fishing and Hunting; Manufacturing; Transportation and Warehousing; and Leisure and Hospitality, the county's professional and business services sector continues to grow in size and strength to meet the growing demands of businesses.

**BUSINESS BRIEF**  
**Miles & Stockbridge marks Quarter Century in Cambridge**

With offices in Cambridge, Easton, Frederick, Rockville, Towson, Tysons Corner and Washington DC, Miles & Stockbridge has been a legal force in the Mid-Atlantic region since its founding in Baltimore more than 80 years ago. For the past 25 years, the firm has been a steady presence in Cambridge where principals William (Sandy) McAllister and Michael (Mike) LeMire lead their Academy Street office.

McAllister, a former Cambridge City Attorney, and LeMire, chair of Dorchester County's Economic Development Advisory Committee, manage a regional practice emphasizing general business, civil litigation, land use and development, real estate leasing, estates and trusts, municipal law and school law.

Both graduates of the University of Maryland School of Law, McAllister and LeMire are active in the region's cultural, charitable and business communities and serve on numerous boards and commissions.

For information on Miles & Stockbridge visit [www.MilesStockbridge.com](http://www.MilesStockbridge.com).