TOP STORY *(Continued from Page 1)*

Cambridge International in Dorchester County is very important when attracting other manufacturers to the county. With twenty exclusive product lines and over fifty patents, Cambridge International has revolutionized industry automation and operations.

Cambridge International CEO Tracy Tyler added, “Cambridge has been a world leader in the metal wire industry for over 100 years, because we are constantly working to improve products and processes for our customers.” Cambridge International, the world’s largest metal conveyor belting manufacturer, is recognized throughout the industry for outstanding engineering and customer service.

The metal mesh business based cluster in Dorchester County creates healthy competition, has a positive economic impact and furthers innovative research and design. Strong clusters create synergies, attract foreign investment and create many other economic benefits including business attraction.

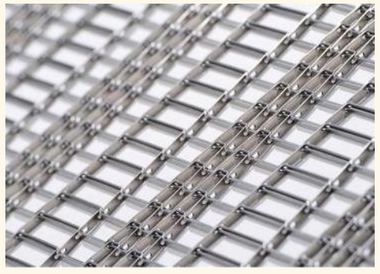
Dorchester County has shovel ready sites available for manufacturers who are considering expanding or relocating. The Dorchester Regional Technology Park offers four- to five- acre lots that are competitively priced. Dorchester County is a federally designated HubZone, which provides businesses access to unique procurement opportunities with federal government contractors.

Additionally, the Cambridge-Dorchester Regional Airport sits adjacent to the park. Dorchester County Economic Development Director Keasha Haythe added, “We are poised for future manufacturing growth within the technology park.”

In an 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 business used to showcase local industry. GKD CEO Tom Powley is featured as one of the seven business faces promoting Dorchester County’s manufacturing sector.

For more information on Dorchester County’s metal manufacturers, please visit GKD-USA at www.gkdusa.com and Cambridge International at www.cambridge-intl.com.



FEATURED EVENT *(Continued from Page 1)*

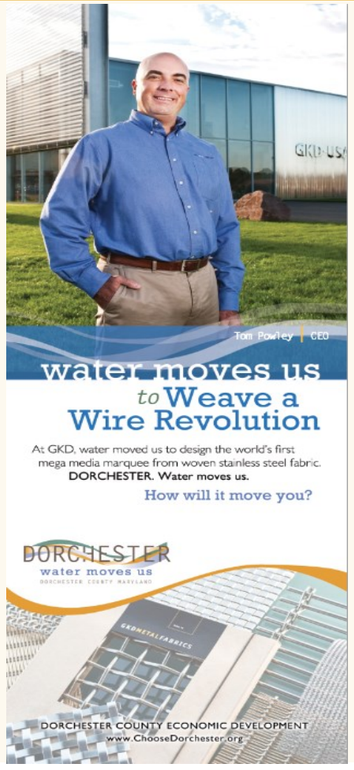
“I am excited MEDA has chosen to hold their Annual Conference at the Hyatt in Cambridge. This is an opportunity for leaders in economic development across the state of Maryland to see the many assets that are present here in Dorchester County. The conference will have businesses across the state share how they have gone from research to revenue in their business endeavors,” said Keasha Haythe, Vice President of MEDA. “Addi-tionally, attendees will have an opportunity to get out and explore downtown and other sights of interest throughout the county, and enjoy the water between sessions. I look forward to hearing how water moves them while they are here.”

Local resident and small business owner Johnny Shockley will be featured as one of the conference speakers. Chesapeake Gold will be showcased as one of Maryland’s success stories. Johnny and his business partner Ricky Fitzhugh are also featured as one of the seven business faces of the “water moves us” branding campaign promoting the aquaculture industry of Dorchester County.

MEDA: The mission of the MEDA Foundation is to offer educational workshops, courses, seminars and conferences that increase the effectiveness of Maryland Economic and Community Development practitioners as well as their counterparts in the state who work in partnership to create jobs for Maryland’s citizens.

For more information please visit www.medamd.com.

DORCHESTER Currents
A monthly publication of Dorchester County Maryland



Dorchester Weaves World-Class Metal Mesh Fabrication Industry

Home to two globally recognized leaders in manufacturing, Dorchester County has pioneered the metal mesh industry for over a century. The county’s resiliency combined with its growth opportunity and its ever ready workforce has retained local manufacturers enabling them to grow and expand into high-tech frontrunners in the industry.

Cambridge International and GKD-USA are part of a world-class local industry cluster of conveyor belting, filtration, and architectural mesh. Most products that consumers touch every day come off of conveyor belts, and there is a good chance they were manufactured on belting made in Dorchester County. Food products, building materials, and automotive parts represent only a fraction of the products that are carried on belting from Dorchester County.

Dorchester native Tom Powley joined the wire mesh manufacturer GKD as CEO of its North American division in 1997. He believed then – as he does today – that Dorchester’s reputation as a center of metal fabric manufacturing and strategic Mid-Atlantic location made it the perfect location for GKD’s U.S. headquarters. Designed by renowned French architect Dominique Perrault, GKD-USA built their award-winning flagship headquarters as an operations center and a manufacturing facility. With talented craftsman and easy access to key markets, the company has thrived in their Chesapeake location and now employs 65 people.

Retaining and expanding high-tech global leaders like GKD and

(Continued on Page 4)

FEATURED EVENT
2014 Annual MEDA Conference

The 2014 Annual Maryland Economic Development Association (MEDA) Conference will be held at the Chesapeake Bay Hyatt Regency from April 27-30. The weekend long event will bring together Maryland’s economic development professionals to focus on this year’s theme *Research to Revenue: Harnessing Maryland’s Intellectual Capital for Economic Growth*.

(Continued on Page 4)

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.

AQUACULTURE
Local Seafood Business Uses Facebook to Reach Thousands

Lindy's Seafood, a family owned and operated business located in Woolford, MD, offers crabs, oysters, shrimp and more. In business for 40 years, Lindy's Seafood seasonally employs 50 people. Staying current with marketing and advertising trends, Lindy's Seafood started a Facebook page promoting contests furthering their advertising reach within the county and state.

Aubrey Vincent, daughter of owner Terry Vincent, is currently promoting a contest giving away one bushel of number one male crabs to a lucky person who "Likes" their page and shares their status on Facebook. The winners will be chosen on April 18. Over 175,000 people have seen the post, and the numbers continue to rise.

When asked what she loves about Dorchester County, Vincent replied, "Tradition- I feel privileged to continue the tradition of working on the water in Dorchester County."

For more information on Lindy's Seafood please call 410.228.5032, visit www.lindysseafoodmd.com or email aubrey@lindysseafood.com.

SMALL BUSINESS
Small Business Owner Refocuses on Expansion Efforts

Small business owner Nadine Clements developed all-natural creams that have been endorsed by celebrities and sold in major retail establishments. Nadine's story is more than exciting. She traveled as an apprentice potter then spent time in Africa mastering her skill with African women. Learning to simplify and use wholesome ingredients, Nadina's Crèmes preserve the planet at every stage of production.

In 1995, Nadine was featured in *Entrepreneur Magazine* as an outstanding businesswoman under 40 who created a million dollar business. Clements said, "I am very happy with the joy people have found in my products, it is important for me to help others feel good." She designed exclusive lines for Nordstrom, musician Sarah McLachlan's Lilith Fair and was invited to fundraise for Rainforest Action Net with the Grateful Dead.

Focusing on the environment is not the only way Nadine serves the community. Nadine works with adults from the Providence Center, an organization that serves developmentally disabled adults in Anne Arundel County, to create the pottery that holds the crèmes and candles.

Nadina's Crèmes are different from other products/creams because they are made up of pure ingredients: coconut oil, almond oil, Aloe Vera and beeswax. A little goes a long way since they are highly concentrated. Nadina's Crèmes have many uses such as moisturizer, massage or bath oil, hair conditioner, gardener hand, and much more.

After taking time to raise her children, Nadine is refocusing on her business and expansion efforts. You can find her products in seven local stores in Dorchester County, Sunnyside Shop, Layton's Chance Winery Market, Bay Country Shop, Hot Spot, Joshua Tree, Emily's Produce and Old Salty's.

For more information, please email nadina@nadinascremes.com or call 800.722.4292.

INTERESTING BUILDINGS
Spocott Windmill Holds Earth Day Open House

Join the spring open house festivities on Earth Day this Saturday, April 19, 2014, at the Spocott Windmill Complex located in Lloyds on Route 343, seven miles outside of Cambridge. The windmill complex houses a nineteenth-century village featuring the Spocott Windmill, Castle Haven School House, Colonial Tenant Cottage, and Blacksmith Shop.

The local destination serves as an educational tool to preserve area history and the culture of Dorchester County. The complex will be open to visitors during its annual Earth Day celebration from 10AM – 4PM. George Radcliffe, member of the Windmill Foundation, noted, "Earth Day gives us an opportunity to not only showcase county history but the environment that is so much a part of who we are."

Environmental and historical exhibits, nature activities for the children, a horseshoe tournament, tours, and Native American presentations by Daniel Firehawk Abbott are just a few of the many events that will be open to the public with no admission charge. Just added this year, an Arbor Day Tree Giveaway will also take place.

Spocott was built in 1972, modeled after the original mill that was destroyed in the great blizzard of 1888. English settlers brought the post windmill technology with them and used it heavily in Dorchester County since the land is flat and allows for good conditions. "At one time, there were eighteen known post windmills in Dorchester County, four of which were in the Neck District," said Radcliffe. "The county was one of the last on the East Coast where windmills were operated commercially to grind grain."

Visiting the windmill complex allows you to step back in time and see an up close model of Dorchester County's past. For more information on the Spocott Windmill Foundation and the Earth Day events please email radclifg@gmail.com or visit www.spocottwindmill.org.

AGRICULTURE
Dorchester County's Alternative Agriculture Ranch

Located in Hurlock, MD, SB Farms features Dorchester County's only bison farm. Operated by the Edwards family, SB Farms includes a healthy heard of bison raised in a clean environment. The alternative agriculture ranch began in 1995 and continues to thrive. Selling directly to the community, as well as the farmer's market and local restaurants, bison is readily available in Dorchester County.

"We raise America's first red meat," said Bill Edwards. "Our bison are raised without the use of antibiotics, growth stimulants or hormones." Offering a healthy alternative to other red meats, bison is very lean and should be cooked at lower temperatures for optimal taste. Edwards explained bison is truly native to the United States, and the other popular red meats were introduced during colonization.

The ranch uses best management practices to keep the bison healthy and our waterways clean. The Edwards served on the Chesapeake Bay's Choptank Tributary Strategies Team and planted native warm-seasonal grasses in their pastures as an added way to ensure best practices.

Tours are available with appointments for parties of 10 people or more and priced at $10 per person. Tours feature the bison up close in their own habitats and last approximately an hour.

For more information on SB Farms visit www.sbfarmsinc.com or call 410.754.582.

EVENTS
Local University Holds Business Competition

Salisbury University held its Annual Entrepreneurial Competition on April 11. Open to currently enrolled students, the business students started the day with the Small Business and Technology Development Center (SBTDC) poster competition. Fifteen winners were chosen to move to the next level where a Shark Tank competition was held called the Gull Cage. Four winners were chosen from this competition and moved on to the final contest.

The four finalists entered the Richard Bernstein Achievement Award for Excellence. With only ten minutes to present to the panel of judges, each team gave an in-depth overview of their plans including projections and marketing strategies.

Winner Nicholas Simpson, a Salisbury University senior and creator of Bounce, presented their business concept on behalf of his team. Bounce is a business featuring a nightclub app that gathers demographics of the local nightlife. Winning $14,000 between the Gull Cage and the Richard Bernstein Excellence Award, team Bounce ended the day with pure excitement and enthusiasm for the future.

For more information on the annual event please visit www.salisbury.edu/perdue/EntrepreneurshipCompetitions.