



**GARRETT COUNTY, MD BUSINESS DEVELOPMENT**  
A DIVISION OF GARRETT COUNTY COMMUNITY DEVELOPMENT

# IMPACT REPORT



[Business.garrettcountymd.gov](https://Business.garrettcountymd.gov)



203 S. Fourth St, Room 208  
Oakland, MD 21550

Prepared: May 2024

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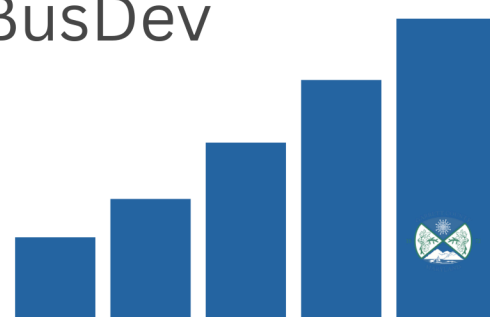
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## Connect With Us!

 @GCMDEconDev

 @GarrettCountyMDBusDev

 @GCMDEconDev





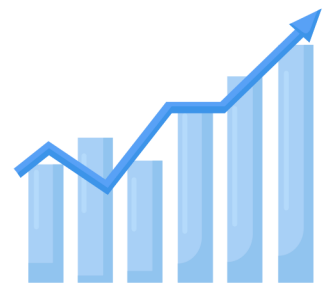
# About Garrett County Business Development

The Department of Business Development in Garrett County, Maryland serves as a pivotal resource hub and catalyst for economic growth within the region. Its primary purpose is to foster a vibrant business environment by providing comprehensive support to both existing enterprises and prospective entrepreneurs. Through strategic initiatives, tailored guidance, and collaborative partnerships, Garrett County Business Development aims to stimulate job creation, promote innovation, and enhance the overall competitiveness of local businesses. By leveraging its expertise and resources, the organization endeavors to cultivate a diverse economic landscape that sustains long-term prosperity and enriches the quality of life for residents in Garrett County.



Business Development Specialist Connor Norman Presents Senatorial Citation to Yoder's Butcher Barn at their Grand Opening

# Economic Impact



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## Grants & Community Investment

Garrett County has a range of incentive programs designed to assist for-profit businesses grow and prosper. Some of these programs are offered in partnership with state or federal agencies. Others are specific to certain industries or business types. Local County incentive programs include:

- **County Business Property Tax Incentive Program:** The Board of County Commissioners implemented the County Business Property Tax Incentive Program for new and expanding businesses.
  - **25 Businesses Enrolled**
- **General Small Business Grants:** Garrett County may also offer discretionary incentives to new and expanding businesses on a case-by-case basis.
  - **4 grants awarded**
  - **Total project costs: \$371,820.95**
  - **Total grants awarded: \$132,951.96**
  - **Business match totaled 64.2%**
- **Outdoor Dining Grant Program:** This program assists for-profit businesses to help fund the costs associated with offering outdoor dining.
  - **16 grants awarded**
  - **Total project costs: \$100,991.27**
  - **Total grants awarded: \$76,465.01**
  - **Business match totaled 24.3%**
- **Small Business Marketing Grant Program:** This program aids in the promotion of small for-profit, non-agriculture-based businesses located in Garrett County.
  - **90 grants awarded**
  - **Total project costs: \$133,766.03**
  - **Total grants awarded: \$82,855.76**
  - **Business match totaled 38.0%**



# Senator George C. Edwards *Fund*

## Western Maryland Economic Future Investment Board:

In the 2022 Legislative Session, the Maryland General Assembly passed Senate Bill 474, The legislation called for the creation of the Senator George C. Edwards Fund and established the Western Maryland Economic Future Investment Board to review, evaluate, and rate applications for funding from the program.

Learn More: [www.senatoredfund.org](http://www.senatoredfund.org)

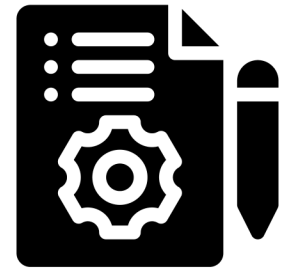
### Garrett County George Fund Highlights:

- **Beitzel Corporation**
  - Grant Awarded: \$1.5 Million, Project Cost: \$8 Million
  - New Fleet and Field Hub Facility, added 25 jobs
- **Garrett Container Systems**
  - Grant Award: \$1.3 Million, Project Cost: \$1.6 Million
  - Purchased Equipment to expand operations
- **Simon Pearce**
  - Grant Award: \$1.5 million, Project Cost: \$2.5 Million
  - Double production facility with new glass furnace, added 34 jobs
- **Garrett County Government**
  - Grant Award: \$600,000, Project Cost: \$2 Million
  - Purchase of 20K sq/ft MEDCO Spec Building
  - Grant Award: \$1.2 Million, Project Cost: \$2 Million
  - Infrastructure Development for Grantsville Housing Project
  - Grant Award: \$500,000, Project Cost: \$700,000
  - Installation of new metered propane system in Keyser's Ridge Business Park
- **Maryland Energy Resources, LLC (Casselman Mine)**
  - Grant Award: \$1.2 Million, Project Cost: \$2.4 Million
  - Mine power upgrade; new access roads; new office/shower facility; parking lot expansion, added 60 jobs
- **Garrett College**
  - Grant Award: \$200,000, Project Cost: \$686,000.
  - Project will augment existing cyber security degree and certificate program to help build a cyber security workforce pipeline in Western Maryland
- **Mtn. Laurel Medical Center**
  - Grant award: \$1 Million, Project Cost: \$3.4 Million
  - Creation of clinic with pharmacy in Grantsville, MD, added 13 jobs
- **The North Hill Senior Community**
  - Grant Award: \$900,000, Project Cost: \$2.2 Million
  - Infrastructure design and development for Phase 1 of a new senior (55+) housing project in Grantsville





# Economic Impact



## Economic Development Project Highlights:

**“Every dollar invested in Maryland economic development generates approximately \$9.17 in state and local tax revenue.” - MEDA (Maryland Economic Development Association)**

- **Grantsville Affordable Housing Project**
  - Infrastructure development to commence in Summer 2024 timeframe
  - County to fund infrastructure development
  - Garrett County Affordable Housing Land Trust will own the property
  - Preliminary plans call for 61 housing units, a combination of townhouses, single-family homes, and apartments (combination of 1, 2, and 3 bedrooms)
- **Grantsville Senior Housing Project**
  - Private sector project
  - 126 units of market-rate senior housing proposed
- **Keyzers Ridge Business Park Access Road Project**
  - \$2.1 million project
  - Construct access road parallel to Route 40 in the middle of the KRBP to provide access to, and help mitigate stormwater costs for, lots
- **Keyzers Ridge Business Park Propane System Project**
  - \$700,000 project
  - Installation of 30,000-gallon propane storage tank complete with related equipment and lines to provide metered propane service to KRBP tenants
- **Keyzers Ridge Business Park Spec Building Project**
  - \$3 million project
  - Construction of 100K-sf spec building
- **MEDCO Spec Building Purchase**
  - \$2 million project
  - Purchase completed in May 2023
- **Oakland Housing Project**
  - Community Action project
  - 120 units of LMI housing proposed

# Economic Impact



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## Broadband/IT Project Highlights:

- **Broadband Expansion:** With current active projects that the County has a hand in (either providing match or receiving a grant), over 3,900 addresses will be served with wired service (either fiber optic or cable broadband service). Of those, 838 have been served so far.
- **Chromebook Grant/Project:** This is a grant to distribute Google Chromebooks to households that qualify based on income (at or below 200% of the federal poverty rate). Limit one per USPS address in Maryland. Awarded/Distributed: 2,200 units through the Ruth Enlow Library of Garrett County.  
Visit [www.garrettcountry.org/broadband/devices](http://www.garrettcountry.org/broadband/devices) for more information.
- **EDA Grant/Project (Economic Development Administration):** This is a middle-mile fiber project to build from Oakland south along Rt. 219, east on Rt. 50 to Table Rock, then to Mettiki and Savage Industries.
  - The fiber will be managed by the Maryland Broadband Cooperative, so any Internet Service Provider will be able to use the fiber to provide service along the route and along side roads.
- **CDS Grant/Project (Congressionally Directed Spending “earmark” managed via USDA ReConnect program):** This is a middle-mile fiber project to work with Declaration Networks Group to build on their network in the Rt. 135 area. Funding will extend their fiber network along side roads to reach additional addresses.
- **Subsidy Grant/Project from Appalachian Regional Commission:** This is a project that provides a subsidy to ISPs to build to homes and businesses that are too far from existing infrastructure (affectionately known as the “long driveway” problem). The budget for each project includes:
  - ISP's normal contribution per connection
  - Customer contribution (if possible)
  - Subsidy from this program
  - So far, 15 projects have been approved, covering 25+ addresses





**Western Maryland**  
Make it. In the Mountains.



### Make It In the Mountains

From the rocky ridge of Sideling Hill to the pine-trimmed shores of Deep Creek Lake, Western Maryland has been a treasure to all who live and visit. Garrett & Allegany Counties' scenic landscape and wide-open spaces have made them the perfect places to work, live, and play. Explore the stories, people and communities that make building your future here worth it all.

**Grow your business where it matters, "Make It In The Mountains!"**

[www.makeitinthemountains.com](http://www.makeitinthemountains.com)

## ABOUT THE PROJECT

Allegany and Garrett Counties in Western Maryland, along with the State of Maryland are proud to announce their joint initiative – *Make it! In the Mountains.*

A dedicated and passionate group of individuals from agencies and businesses in Allegany and Garrett Counties and the State of Maryland Department of Commerce have teamed up with the goal of attracting outdoor recreation and lifestyle manufacturing companies to locate, expand, and grow in Western Maryland. Ultimately transforming the area into an outdoor recreation and lifestyle manufacturing hub, creating jobs, leveraging private investment and using the region's access to natural resources as the main attraction.

This project was funded through the Appalachian Regional Commission.



## OUR STORIES



Garrett County Government: Department of Business Development





# BUSINESS RETENTION AND EXPANSION

FY  
24

## Highlights:

- **Business visits in 24: 178**
- **Business Spotlights Featured: 458**
- **Business Bear Podcast Episodes: 15**
- **Ribbon Cuttings: 43**
- **Milestones Celebrated: 18**



BRE Program: Business Retention and Expansion (BRE) is one of the primary charges of an Economic and Business Development Office.

Our Business Development Specialist conducts business visits in an effort to connect with all our local businesses. A BRE program helps to foster lasting relationships and is instrumental in identifying and addressing issues, waging resources to assist the local economy, and creating a healthy business climate.

Local Business Owners Ron Doerr (left) and Joe Cogley (right) chat after a hard days work.



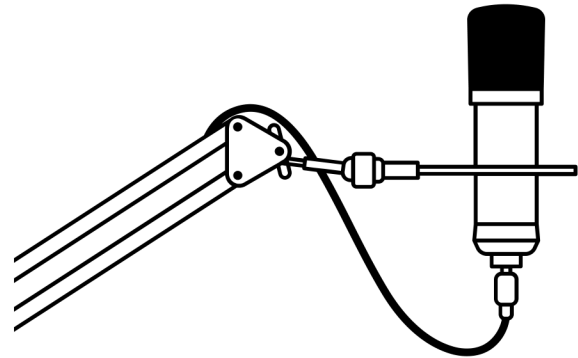
A quick Business Visit and presentation down at the Root Cafe in Friendsville.

## Highlights:

- **Business visits in FY24: 178**
- **Approximate number of employees: 5,756**
- **Top Three Business Concerns:**
  - **Affordable Workforce Housing**
  - **Finding Employees**
  - **Garrett County Schools (Blueprint Impact)**
- **Top Reason for doing Business in Garrett County:**
  - **Better Work/Life Balance**
  - **Safe Environment/Room to Grow**
  - **Robust Recreation Economy**
  - **Regional Proximity to both Rural and Urban Markets**

**Business visits are crucial for a BRE program because they provide firsthand insight into the needs and challenges of local businesses, enabling tailored support and fostering strong relationships, which are essential for effective collaboration and problem-solving within the community.**

# The Business B.E.A.R. Podcast



A podcast interview with Garrett Mentors Director Laura Fike.

**Episode 1: Getting to know Garrett County Business Development with Business Development Manager Kim Durst.**

**Episode 2: We sit down with Chris and Randy Anderson to learn all about their business OMG Relax. We also take some time to hear all about the Big Funky Blues Fest coming this fall.**

**Episode 3: We sit down with Russ & Jess to learn all about their business Solnet. We take some time to talk about websites, search engine optimization (SEO), personalized service, A.I., and the importance of community involvement.**

**Episode 4: In this episode I sit down and talk with Vice President and Director of Commercial Lending Blake Walker about First United Bank and Trust's Business Programs.**

[Listen Along with even more episodes on YouTube:](#)



**@GarrettCountyBusinessDev**

The Business B.E.A.R. podcast is sponsored and produced by Garrett County Business Development with the sole purpose of marketing, supporting and highlighting Garrett County's many businesses in 15- to 30- minute interview sessions. To be featured contact Business Development Specialist Connor Norman at 1-301-334-7281 or email [cnorman@garrettcountynd.gov](mailto:cnorman@garrettcountynd.gov)







**Garrett County Business Development  
Milestone Program**

**Your business milestones, grand  
openings, ribbon cuttings,  
expansions & anniversaries are a  
BIG DEAL, and we want to help  
you celebrate them!**





## NOTABLE MILESTONES:

-FITZWATER FURNITURE: **75 YEARS**

-FRATZ STORE: **65 YEARS**

-RAILEY REALTY: **50 YEARS**

-BEITZEL CORP: **50 YEARS**

-GARRETT COUNTY  
HABITAT FOR  
HUMANITY: **40 YEARS**

-SUNRISE SANITATION:  
**40 YEARS**

-OUR TOWN THEATRE:  
**25 YEARS**

-HART FOR ANIMALS:  
**20 YEARS**



There are countless more, including yours! If your business is hitting a significant milestone, reach out to us so we can spread the news far and wide. We want to give your hard work the recognition it deserves!

Contact Business Development Specialist Connor Norman at

1-301-334-7281 or email [cnorman@garrettcounty.md](mailto:cnorman@garrettcounty.md)

Garrett County Government: Department of Business Development



# Economic Impact



## Memberships and Advocacy

- **Maryland Economic Development Association (MEDA):** The Maryland Economic Development Association (MEDA) enhances the knowledge and skills of its members, encourages partnerships and networking among people committed to bringing jobs and capital to Maryland, and promotes economic development as an investment in Maryland. Learn more: [www.medamd.com](http://www.medamd.com)
- **Garrett County Municipalities Inc. (Advisory Board Member):** Garrett County's eight municipalities work in conjunction serve the needs of their citizens on the local, state, and federal levels.
- **Garrett County/Western Maryland Workforce Development Boards (Board Member):** Responsible for federal WIOA funds, the boards strengthen engagement with the business community to align workforce services and training programs to produce identified workforce skills. Learn More: [www.westernmarylandconsortium.org](http://www.westernmarylandconsortium.org)
- **Greater Oakland Business Association (Advisory Member):** GOBA's specific mission is to promote Oakland as a unique place to live, work, and shop. Learn more: [www.oaklandmd.com](http://www.oaklandmd.com)
- **Greater Grantsville Business Association (Advisory Member):** Our purpose is to promote the Grantsville area and to help its businesses grow through a variety of networking events, meetings and educational workshops. Learn more: [www.visitgrantsville.com](http://www.visitgrantsville.com)
- **Garrett County Development Corporation (Advisory Member):** The Garrett County Development Corporation is a private 501(c)(6), non-profit corporation established in accordance with the laws of the State of Maryland. Comprised of unpaid volunteers from a wide array of backgrounds and affiliations, including members of the local business community and lead county organizations, its mission is to assist in the development and enhancement of the business prosperity and economic well-being of Garrett County. Learn more: [www.gcdevcorp.com](http://www.gcdevcorp.com)
- **Garrett County Chamber of Commerce (Advisory Member):** The Garrett County Chamber of Commerce is the largest professional business association in Garrett County with nearly 500 member firms representing every industry in the region. The Chamber also serves as the Convention & Visitors Bureau (CVB) and the Destination Marketing Organization (DMO) for the County. Learn more: [www.visitdeepcreek.com](http://www.visitdeepcreek.com)
- **I-68 Regional Alliance (Board Member):** Designed to link rural counties in Maryland, West Virginia and Pennsylvania, I-68 is a mountainous stretch of highway where success is worth the climb. Ushering in a new era of prosperity along our corridor, the I-68 Regional Alliance broadens opportunities and brings businesses to new heights. Learn more: [www.i68alliance.com](http://www.i68alliance.com)



# Economic Impact



## Sponsorships and Partnerships

It's important to sponsor other economic organizations. By doing so the Business Development office can amplify its reach, leverage resources, and strengthen partnerships to better address the diverse needs and opportunities within the community.

- The Greater Cumberland Committee Program Contribution - \$6,000
- Garrett College
  - Leadership Garrett County - \$5,000
  - Power of Possibilities Entrepreneurship Program - \$5,000
  - Garrett County Job Fair - \$1,600
- Mountain Maryland PACE - \$1,000
- Small Business Development Center (SBDC) Garrett County Consultant - \$16,000

### Maryland SBDC

#### SBDC Impact in Garrett County

Brought to you by the Maryland Small Business Development Center Network

\*For information by legislative or congressional district contact **Glenna Cush 1-877-787-7232**

We appreciate the support you've shown your constituents and small businesses within your county

Number of Constituents served:	23
Counseling	19
Training	4
Business Starts	1
Jobs Created/Retained	6
\$ Total of Loans/Equity	<b>3.46M (3 loans)</b>





# Tourism Impact

- **Garrett County receives 1.4 million visitors annually generating \$314.79 million in visitor spending.**
- **Visitors to Garrett County had a \$360.5 million total economic impact (including direct, indirect and induced effects) which supports approximately 4,000 jobs and contributed \$181 million in value added to the county's economy.**
  - **This consists of direct impacts of \$241.11 million in sales, 3,046 jobs in employment, and \$120.77 million in value added.**
- **Thru August 2023 Garrett County accommodations collections are a 53.7% increase over 2019, the last "normal" year before the pandemic.**
- **Published annual County Visitors & Relocation Guide, Activities Guide & Autumn Glory Brochure.**
  - **26.3% increase in Garrett County Visitors & Relocation Guide Requests in 2023 over 2022. County tourism advertising generates over 12,000 Garrett County Visitor Guide requests annually.**
- **2023 Garrett County Heads on Beds have increased 16% over 2019**
- **22.2% increase in FY23 Admissions & Amusement Collections over 2019.**
- **Secured the third highest advertising grant from the state of Maryland to advertise Garrett County.**
- **Created the Garrett County Small Town Trail highlighting our 8 incorporated small towns, to drive visitation and increase the economic impact of tourism to our towns. Placed a significant Small Town Trail advertising push in local and drive markets to promote Garrett County's small towns.**

23-24



# Economic Impact



## Agriculture Businesses

**The U.S. Department of Commerce, Bureau of Census, conducts an Agriculture Census every 5 years. Per the 2022 Ag Census, Garrett County had 680 farms comprised of over 95,000 acres of farmland. The total market value of products sold was more than \$31.9 million.**

### **Current Projects:**

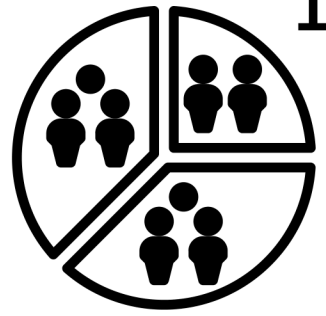
- Local Food and Farm Guide update
- Working with various local organizations and agriculture businesses on awarded grants to provide produce boxes for 40 low-income families, purchase coolers for food pantries, and purchase equipment
- Working with the farming community to create an Herb Hub in Garrett County
- Working with the Mountain MD Hemp Alliance to educate and support the hemp industry in Garrett County
- Planning assistance for the 2024 Public and Farm Safety Day, which will be held at the Garrett County Fairgrounds
- Planning assistance for the 2024 Maryland FFA State Convention, which will be held at Wisp Resort
- Planning assistance for the 2024 Western Maryland Food Council Conference, which will be held in Garrett County
- Working with local and regional maple syrup producers to ramp up production and enter larger sales markets

**Ag Business Marketing Grant:** This program is to aid in the promotion of agriculture-based businesses located in Garrett County.

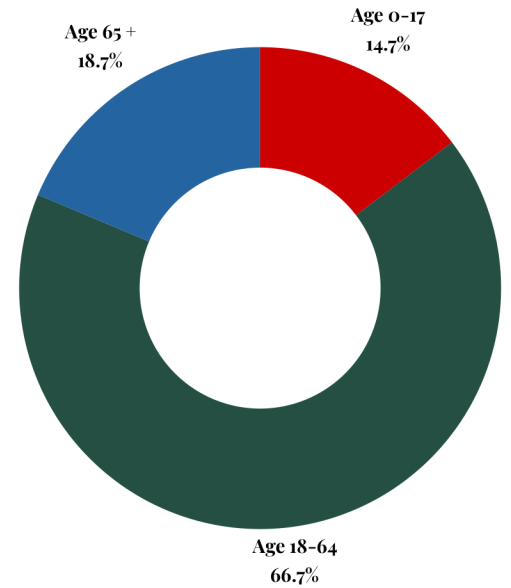
- 22 grants awarded
- 8 were 90% up to \$500; 14 were 90% up to \$750
- Total project costs: \$21,625.75
- Total grants awarded: \$13,625.62
- Business match totaled 37.0%



# Demographics Snap-Shot:

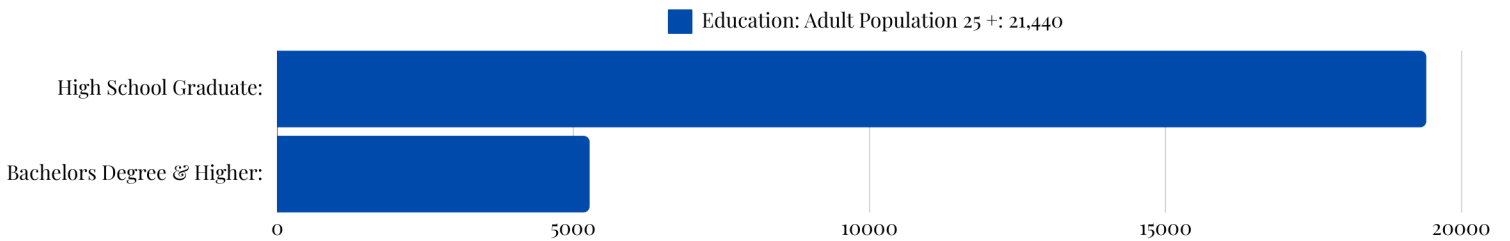


- **Total Population: 28,856**
  - **Male:** 14,499
  - **Female:** 14,357
  - **Age 0-17:** 5,200
  - **Age 18+:** 23,656
  - **Age 65+:** 6,627
- **Median Age:** 47.6
- **Total Households:** 12,448
- **Average Household Size:** 2.27
- **Median Household Income:** \$64,447
- **Per Capita Income:** \$41,130



Source: U.S. Census Bureau, 2018-2022 ACS 5-Year Estimates

Source: U.S. Census Bureau, 2018-2022 ACS 5-Year Estimates



Source: U.S. Census Bureau, 2018-2022 ACS 5-Year Estimates

## Garrett County Major Employers:

<b>Garrett Regional Medical Center</b>	512	<b>Garrett College</b>	185
<b>Beitzel Corporation</b>	338	<b>Garrett County Community Action Committee Inc.</b>	180
<b>Wisp Resort</b>	200	<b>Arrowhead, Inc.</b>	156
<b>First United Bank</b>	192	<b>Total Biz. Fullfillment</b>	115
<b>Good will Retirement Community</b>	190	<b>Phenix Technologies</b>	114



# Business Testimonials



"WITH THE INVALUABLE SUPPORT OF OUR LOCAL ECONOMIC DEVELOPMENT OFFICE, OUR EXPANSION PROJECT HAS NOT ONLY MATERIALIZED BUT FLOURISHED, REFLECTING THEIR UNWAVERING COMMITMENT TO OUR GROWTH. THEIR GUIDANCE AND RESOURCES HAVE NOT ONLY PROPELLED OUR BUSINESS FORWARD BUT HAVE ALSO STRENGTHENED OUR BOND WITH THE COMMUNITY WE PROUDLY SERVE." – STEPHANIE MURPHY, OAKLAND PLANT MANAGER, SIMON PEARCE



"WE ARE SO GRATEFUL TO HAVE SUCH GREAT PROGRAMS, AND DEDICATED PEOPLE IN OUR BUSINESS DEVELOPMENT DEPARTMENT WHO CARE SO MUCH ABOUT OUR SMALL BUSINESSES. SHOUT OUT TO KIM AND CONNOR FOR BEING INVALUABLE TO OUR SUCCESS IN GARRETT COUNTY" – RUSS AND JESS DIJAK, SOLNET

# Meet Our Team

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