



GARRETT COUNTY

BUSINESS DEVELOPMENT ANNUAL REPORT



ABOUT US | WHO WE ARE

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.

BUSINESS, RETENTION, & EXPANSION

Business Retention and Expansion (BRE) is one of the primary charges of an Economic and Business Development Office. A BRE program helps to foster lasting relationships and is instrumental in identifying and addressing issues, wagering resources to assist the local economy, and creating a healthy business climate.

Highlights:

- Business visits in FY25: 157
- Business Bear Podcast Episodes: 38
- Ribbon Cuttings: 19
- Business Spotlights Featured: 653
- Milestones Celebrated: 25

Top Three Business Concerns:

1. Workforce (Staffing & Housing Shortage)
2. Rising Costs
3. State/Federal (Regulations & Economic Policy)

Top Reason for doing Business in Garrett County:

1. Better Work/Life Balance
2. Safe Environment/Room to Grow
3. Robust Recreation Economy
4. Regional Proximity to both Rural and Urban Markets

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.



“FOR EVERY DOLLAR SPENT ON ECONOMIC DEVELOPMENT IN MARYLAND, THERE IS AN \$8,81 ECONOMIC RETURN ON INVESTMENT.”

-2024 STUDY CONDUCTED BY MEDA & SALISBURY UNIVERSITY.



County Business Property Tax Incentive

Program: The Board of County Commissioners implemented the County Business Property Tax Incentive Program for new and expanding businesses.

- 30 Businesses Enrolled



General Small Business Grants: Garrett County may also offer discretionary incentives to new and expanding businesses on a case-by-case basis.

- 3 grants awarded
- Total project costs: \$24,210.00
- Total grants awarded: \$17,500.00
- Business match totaled 27.7%



Small Business Marketing Grant Program: Aids in the promotion of small for-profit, non-agriculture-based businesses located in Garrett County.

- 85 grants awarded
- Total project costs: \$130,780.65
- Total grants awarded: \$81,581.26
- Business match totaled 37.6%



Ag Business Marketing Grant: Aids in the promotion of agriculture-based businesses located in Garrett County.

- 14 grants awarded
- Total project costs: \$18,101.25
- Total grants awarded: \$13,289.77
- Business match totaled 26.6%

FY
2025



@GCMDEconDev
business.garrettcountrymd.gov

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.



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FY 25 MAJOR | PROJECTS, PROSPECTS, & BUSINESS EXPANSIONS

Number of new business licenses issued between Jun 2024 and July 2025: 46

Western Maryland Make it in the Mountains:

- “Make It In the Mountains” is a strategic regional campaign promoting Garrett and Allegany counties as a destination to live, work, and build outdoor-recreation and lifestyle manufacturing businesses. www.makeitinthemountains.com
- Won the 2025 Maryland Economic Development Association (MEDA) Marketing Award and Leveraging Partnerships Award at the Maryland Tourism and Travel Summit

Keyzers Ridge Business Park Spec Building Project:

- \$3 million project
- Construction of 100K-sf spec building
- Working with interested prospects

Keyzers Ridge Business Park Access Road Project:

- \$2.1 million project
- Construct access road the middle of the KRBP to provide access.

Cannabarons at MBP Spec Building:

- Coming 2026/2027
- Creating +/- 60 Jobs

Sunrise Sanitation Garrett County Expansion:

- Coming 2026
- Creating +/- 30 jobs

Beitzel/Pillar Expansion:

- Purchased former Closetmaid building
- Created +/- 70 jobs

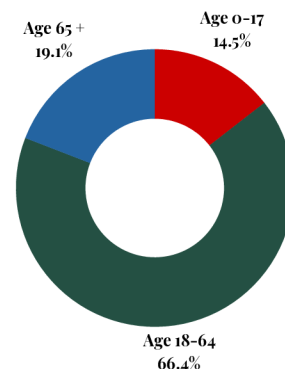
Amazon at Keyser's Ridge Business Park:

- Open November 2025
- Now hiring

DEMOGRAPHIC SNAPSHOT

- Total Population: 28,713**
 - Male: 14,356
 - Female: 14,357
 - Age 0-17: 5,143
 - Age 18+: 23,570
 - Age 65+: 6,790
- Median Age: 48.1**
- Total Households: 12,565**
- Average Household Size: 2.2**
- Median Household Income: \$69,031**
- Per Capita Income: \$42,130**

Source: U.S. Census Bureau, 2019-2024 ACS 5-Year Estimates



TOP 10 MAJOR EMPLOYERS:

| | | | |
|---------------------------------|-----|---------------------------------|-----|
| Garrett Regional Medical Center | 512 | Goodwill Retirement Community | 190 |
| Beitzel Corporation | 338 | Garrett College | 185 |
| Wisp Resort | 200 | Garrett County Community Action | 168 |
| Walmart | 192 | Arrowhead | 156 |
| First United Bank | 192 | Dennett Road Manor | 150 |

NUMBER OF BUSINESSES BY INDUSTRY:

| EMPLOYMENT ⁴ (2023) | | |
|--------------------------------------|-----------------|-------------------|
| Industry | Estab-lishments | Annual Avg. Empl. |
| Federal Government | 12 | 68 |
| State Government | 7 | 262 |
| Local Government | 46 | 1,370 |
| Private Sector | 1,022 | 10,019 |
| Natural resources and mining | 38 | 347 |
| Construction | 175 | 1,115 |
| Manufacturing | 41 | 674 |
| Trade, Transportation, and utilities | 231 | 2,569 |
| Information | 12 | 116 |
| Financial activities | 69 | 368 |
| Professional and business services | 189 | 1,051 |
| Education and health services | 85 | 1,668 |
| Leisure and hospitality | 107 | 1,753 |
| Other Services | 75 | 357 |
| Total | 1,088 | 11,719 |

DATA PROVIDED BY MARYLAND DEPARTMENT OF COMMERCE.

AGRICULTURE BUSINESS DATA:

- Nourishing Neighbors Project**
 - 23 distributions | 2,050 boxes | ~15,300 lbs produce
 - 1,871 households | 4,584 individuals
 - Economic impact: \$52,000+
- Together We Eat**
 - 125 families served groceries & 500+ lbs deer meat
 - Economic impact: ~\$9,000
- Farmers Markets**
 - Mt. Fresh Market: \$414,548.85 (40% produce)
 - Deep Creek Market: numbers pending
- Garrett Growers Grants**
 - \$50K Healthy Soils Grant (equipment)
 - \$100K MARBIDCO Enterprise Grant (coolers & productivity)

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. A COPY OF THE 2022 CENSUS OF AGRICULTURE GARRETT COUNTY PROFILE IS INCLUDED IN THIS PACKET.

FY
2025

Office: 1-301-334-1992
BUSINESS.GARRETTCOUNTYMD.GOV
Business@garrettcounty.md.gov
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