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# JOURNAL

## BUSINESS IN FOCUS: GLESSNER TECHNOLOGIES

Local business focuses on IT, security, communications and philanthropy

The ever-changing landscape of information technology, security and communications is surging forth in the second decade of the new millennium and businesses that specialize in telecommunications and home security face new and exciting ways of implementing these technologies. The demand for fiber and wifi in rural communities and home security automation systems seems daunting. One local business has risen to the challenge while maintaining their familial working environment and philanthropic contributions to our community. Glessner Technologies stands at the cutting edge of IT, security and communications.



### About the Business

In operation since 1972, Glessner Technologies is owned and operated by Neal R. Glessner. For 45 years, alarm systems and telephone line installation have been their bread and butter. With the emergence of the fiber Internet and the need to have connection for more advance security systems, Glessner Technologies evolved into the successful business it is today. The company currently employs 34 full-time employees.

Their knowledgeable staff installs certified data/fiber optic cabling, paging and sound systems, burglar and fire alarms, camera surveillance and door access controls, as well as providing monitoring services. Whether it's business or residential, Glessner Technologies delivers excellent service and guidance to their clients as well as our community.

### Philanthropy

Glessner is being showcased in our newsletter, not only for their business presence, but for their community involvement as well. In April 2016, Mr. Glessner began construction on a \$5M project for the region's first inpatient hospice house, Doey's House. Named for Glessner's mother, Doris "Doey" Glessner, Doey's House will offer in-patient pain and symptom management, respite services as well as end-of-life services.

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## HAGERSTOWN REGIONAL AIRPORT WELCOMES ICONIC BOEING B-29 BOMBER FOR THE SECOND TIME

**WHAT:** FIFI, the Commemorative Air Force's (CAF) iconic Boeing B-29 Superfortress, will fly into Hagerstown Regional Airport June 5 at noon for a five day event that starts June 7. Press will have exclusive access to aircraft and crew upon arrival. There is limited availability to fly with the crew from Reading to Hagerstown. Contact Kim Pardon for more information (contact info above).

**WHERE:** The B-29 and other vintage military aircraft will be on display at the Hagerstown Regional Airport Terminal Building, 18434 Showalter Road, Hagerstown, MD 21742.

**WHEN:** B-29 arrives Monday, June 5 at noon. Event open to the public Wednesday through Sunday, June 7-11, from 9:00 a.m. to 5:00 p.m.

**ABOUT THE EVENT:** The donation for ramp access is \$10 for adults and \$5 for children age 11-17. Children age 10 and under are free. The airplanes will be on static display when they are not flying. Ride prices range from \$80 to \$1595 and reservations may be made at [www.AirPowerTour.org](http://www.AirPowerTour.org) where additional information about the tour stop may also be found.

FIFI is one of only two remaining airworthy B-29s in the world and is the only one that flies regularly. Accompanying aircraft include a C-45 Expeditor, T-6 Texan, and a collection of World War II liaison aircraft from the local CAF Delaware Valley Squadron based at Princeton Airport in New Jersey.

The Boeing B-29 Superfortress, first flown in 1942, began active service in 1944 and is best known as the aircraft whose missions over Japan helped bring about the end of World War II. It was designed as a replacement for the older B-17s and B-24s, with longer range and greater bomb loads. The airplane represented state of the art technology at the time. The B-29 was also used in the Korean War in the early 1950s and was a staple of the U.S. Air Force until the late 1950s.



### About the CAF's B-29 Superfortress, FIFI:

FIFI was acquired by the CAF in the early 1970s when a group of CAF members found her at the U.S. Navy Proving Ground at China Lake, California where she was planned to be used as a missile target. The airplane was rescued and restored and flew for over thirty years until 2006 when the chief pilot made the decision to ground her pending a complete power plant re-fit. What followed was an extensive four year restoration that included replacing all four engines with new custom built hybrid engines. FIFI returned to the sky in 2010 and since that time has traveled coast to coast attracting large crowds at every tour stop. Learn more about FIFI and her tour schedule at [www.AirPowerTour.org](http://www.AirPowerTour.org).

### About the Commemorative Air Force:

The Commemorative Air Force honors the men and women who built, maintained, and flew in these airplanes during World War II. The organization believes that is best accomplished by maintaining the airplanes in flying condition; taking the airplanes to the people allowing them to experience the sight and sound of the aircraft in flight.

Collecting, restoring and flying vintage historical aircraft for more than half a century, the Commemorative Air Force ranks as one of the largest private air forces in the world. The CAF is dedicated to Honoring American Military Aviation through flight, exhibition and remembrance. A non-profit educational association, the CAF has more than 11,000 members and a fleet of 165 airplanes distributed throughout the country to 70 CAF units for care and operation. For more information, visit [www.commemorativeairforce.org](http://www.commemorativeairforce.org).

## IMAGINE YOUR BUSINESS IN WASHINGTON COUNTY

**16522 Hunters Green Pkwy**

### Property Address

16522 Hunter's Green Pkwy  
Hagerstown, MD 21740

### Contact

John Wilhide  
Senior Vice President of CB Richard  
Ellis  
+1 410.244.3146  
john.wilhide@cbre.com

### Type

Warehouse & Distribution

### Enterprise Zone

No

### Total Size

35.4 acres



### Comments

This 487,000 square foot warehouse/distribution facility sits on 35.4 acres in Hunters Green Business Park. Prime space available in a Class A, modern warehouse. 178,000 sf available; divisible to 80,000 sf. Crossed dock high-bay space, 35 ft clear ceilings, ESFR sprinkler. Other park tenants include Lenox, Home Depot and Staples. Property is zoned HI (Highway Interchange).

### Size Available

178,000 square feet;  
divisible to 80,000 square feet

### Terms

Lease

### Zoning

Highway Interchange

### Water

City of Hagerstown

### Sewer

Washington County

### Natural Gas

Colombia Gas of Maryland

### Distance to Interstate

0.5 miles

### City of Hagerstown Tax District?

N/A



## DEPARTMENT OF BUSINESS DEVELOPMENT DEVELOPING AGRITOURISM APP

### Mobile app featuring the area's farms, farmers markets, ag events and produce

The Department of Business Development (DBD) team is pleased to announce the launch of our new Agritourism app. We are taking engagement to the next level.

This agritourism app will work as a guide, allowing consumers to explore and discover Washington County, Maryland's rich agricultural history.

By downloading this free app, consumers can stay up-to-date on agricultural related events, explore local farms and know what's in season and where to buy.

The goal is to take the guesswork out of knowing food sources and empower customers to buy local.

The app will feature:

**Comprehensive Farm Guide:** Comprised of a list of many of the 844 farms that call Washington County home. The guide, based off the printed bi-annual publication, will let users know when farms are open to the public as well as location, products and events.

**Favorites:** The user can create a personalized list of favorite farms so staying up-to-date on what farms have to offer is easier than ever.

**Find a Farmers Market:** Consumers can discover what farmer markets are closest to them and their hours of operation. The app is location-aware, making buying local even easier.

**What's in Season:** Calendar provides a list of fruits and vegetables grown in Washington County and when they're in season.

**Events Calendar:** This continuously updated feature provides a list of ag-related events ranging from Ag Expo Events to what's in season to corn mazes.

**Push Notifications:** The app will allow DBD to utilize push notifications allowing engagement with users and citizens even further.

**Social Media:** Ag Business Development will be able to connect with consumers on the app, but also on various social media platforms like Facebook, Twitter, Instagram and YouTube.

The app will be available on both Apple and Android devices and is slated for a July 2017 release.

## BUSINESS IN FOCUS: GLESSNER TECHNOLOGIES

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Glessner and his group helped raise \$3M for the project initially. "It's our goal to create the closest thing to heaven on earth...Dying with dignity has a pretty high price. It will be for those who need it, not just for those who can afford it," said Glessner in an article in the Public Opinion in August of 2015. The business itself installed the infrastructure to support the on campus network that will connect to two other Hospice of Washington County locations in Hagerstown and Boonsboro.

Unfortunately, in November of 2016, the project nearing completion caught fire and did \$3.5M worth of damage. Rebuilding began in January 2017 and Doey's House is slated for a July opening. Glessner and the community have raised \$4.4M for the rebuild showing a resilience and determination to give back to a community that has embraced Glessner Technologies.

# 11 Reasons to bring your business to Washington County

Low cost of doing business

25  
REAL PROPERTY TAX CREDIT



Fast Track Permitting Process



50%

of U.S. population within a day's drive



Fiscally Responsible  
No Tax Increases  
for the last 18  
Years

Diversity in Employment Base



Economic Development Corporation in place to help you SUCCEED



Pre-existing Structures to Accommodate any size and need

Professional • Advocacy • Open for Business

# DBD ON THE GO



## MIDDLETOWN VALLEY BANK GRAND OPENING

The first week of May was excitingly busy, but that's a great problem to have. On May 3, we celebrated the opening Middletown Valley Bank's latest branch located right in the heart of Hagerstown. Taking over the first floor of 10 Public Square, MVB is a welcome and familiar name in City Center. Sporting more than 100 years of operation, we're excited to see where the bank will pop up next!



## POWERMARKETING, LLC 25 YEARS IN OPERATION

Brian Flook told a small crowd of local dignitaries the story of the crazy idea he had to go into business for himself 25 years ago. Since then it has been a crazy ride of ups and downs. Powermarketing specializes in homebuilder marketing services, connecting buyers with homebuilders, has managed more than 25,000 projects in 30 states and has seven full-time employees.

## THE SMOKIN TOAD GRAND OPENING

Washington County is pleased to welcome The Smokin Toad to Williamsport, Maryland. On May 4, The Smokin Toad opening their brick and mortar location at 24 North Conococheague Street and brings a smoky flavor to Williamsport. Serving everything from subs to burgers to wings and specializing in barbecue, The Smokin toad is ready to serve. We're especially looking forward to trying the Toad Burger!



## ELLSWORTH ELECTRIC 90 YEARS IN OPERATION

It's not everyday a business celebrates 90 years of operation. And it's certainly not everyday that one of those businesses is owned by one of our Commissioners. Ellsworth Electric embodies the family environment that workers look for in today's fast-paced world. We thank Ellsworth for the years of services and wish them many, many more.



# WASHINGTON

## C O U N T Y

### 5 THINGS INVESTORS SHOULD KNOW ABOUT OUR WORKFORCE

#### EDUCATIONAL ATTAINMENT

**86.7%**

High school graduate or higher

**19.9%**

Bachelor's degree or higher

#### EDUCATIONAL & TECH SCHOOLS SPECIALTY SCHOOLS

Hagerstown Community College  
Kaplan University, a Purdue University School  
University System of Maryland - Hagerstown Campus  
Pittsburgh Institute of Aeronautics  
Barr Construction Institute  
Barbara Ingram School for the Arts  
Washington County Technical High School

#### CIVILIAN LABOR FORCE

Washington County

**76,345**

Labor Market

**335,929**

(Washington and Frederick Counties, MD;  
Franklin County, PA; and Berkeley County, WV)

#### MEDIAN HOUSEHOLD INCOME & HOUSING

Median Household Income

**\$56,228**

Average Household Income

**\$70,993**

Per Capita Income

**\$27,066**

Owner Occupied Units

**56,067**

**OR 64.2%**

#### POPULATION DISTRIBUTION

Under 5	<b>8,693</b>
5-19 years	<b>27,782</b>
20-44 years	<b>47,975</b>
45-64 years	<b>41,552</b>
65 and over	<b>23,571</b>
Median age 40.4 years	

#### 7 LARGEST EMPLOYERS IN WASHINGTON COUNTY

Meritus Medical Center	<b>2,740</b>
Citi	<b>2,300</b>
First Data	<b>2,183</b>
Volvo Group Trucks	<b>1,550</b>
FedEx Ground	<b>900</b>
Hagerstown Community College	<b>893</b>
The Bowman Group, LLC	<b>745</b>

#### TOP 5 JOBS BY INDUSTRY

Trade, Transportation & Utilities

**17,356**

Education & Health Services

**10,506**

Leisure & Hospitality

**6,440**

Financial Activities

**6,342**

Manufacturing

**6,329**



**Washington County, MD**

DEPARTMENT OF BUSINESS DEVELOPMENT

100 West Washington Street, Suite 1401

Hagerstown, MD 21740

P: 240.313.2280 | F: 240.313.2281

edcinfo@hagerstownedc.org | www.hagerstownedc.org

# UPCOMING EVENTS



Washington County, Maryland  
Department of Business Development

100 West Washington Street  
Hagerstown, MD 21740

P: 240.313.2280  
F: 240.313.2281

[www.hagerstownerdc.org](http://www.hagerstownerdc.org)  
[edcinfo@hagerstownerdc.org](mailto:edcinfo@hagerstownerdc.org)

 **WashCoBizDev**

 **@WashCoBizDev**

 **WashingtonCountyMD**

## Antietam Brewery Ribbon Cutting

**June 9**

**3 P.M.**

Please join us for the ribbon cutting ceremony and grand opening of Antietam Brewery's new location and tasting room, while supporting Heart of the Civil War Heritage Area! \$1.00 of every pint sold will be donated to Heart of the Civil War Heritage Area, and don't miss the raffle for a Cannonball Growler of beer!

**Antietam Brewery**  
**140 Western Maryland Parkway**  
**Hagerstown, MD**  
[www.antietambrewery.com](http://www.antietambrewery.com)

## Improve Your Email Marketing with Automation

**June 14**

**1:30 - 2:30 P.M.**

While newsletters and one-off campaigns are an important part of your email marketing strategy, to get the most out of your email marketing you should be taking advantage of automated email campaigns. Automated emails that are triggered off of a user's actions are timely, personalized, and relevant. During this webinar we will look at:

When to use automated email campaigns

What kind of events should trigger an automated campaign

The types of content that work well for an automated campaign

**Score Hagerstown - Webinar**  
[www.hagerstown.score.org](http://www.hagerstown.score.org)

## Washington County Ag Expo & Fair

**July 15-22**

Enjoy a week full of family fun at the Washington County Ag Expo and Fair, featuring a carnival, musical entertainment, bull riding, truck and tractor pull, demolition derby, animal exhibits, and much more. Kids age 5 and under get in free!

**Agricultural Education Center**  
**7313 Sharpsburg Pike**  
**Hagerstown, MD**  
[www.agexpoandfair.org](http://www.agexpoandfair.org)

## SAVE THE DATE

### MACo Summer Conference 2017

**August 16-19**

The 2017 Summer Conference – "You're Hired!" – will focus on Maryland's new jobs growth and the wealth of opportunities in industries such as technology, the military, clean energy, the environment, agriculture, and education. Counties play a vital role in creating, maintaining, and growing the jobs in our state. Conference sessions will discuss trending data, best practices, and partnership opportunities to help counties attract and benefit from new jobs and keep our economy on an upward climb.

**Roland Powell Convention Ctr**  
**Ocean City, Md.**  
[www.mdcounties.org](http://www.mdcounties.org)