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Encouraging Business

Calvert County Department of Economic Development

October 2011

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Greetings!

Welcome to Encouraging Business, a quarterly electronic news bulletin developed by the Department of Economic Development. Through this bulletin, the department hopes to share useful information with the business community. Please email us at info@ecalvert.com to let us know what is on your mind and how we might assist you and your business enterprise.

Women's Business Roundtable



The Calvert County Department of Economic Development and the Small Business Development Center are co-sponsoring a Women's Business Roundtable on **November 3, 2011, at the Prince Frederick Library, 6 - 8 p.m.** The roundtable is an open forum where professional women network and learn from each other. Everyone in attendance has an opportunity

to speak about the evening's theme: *Back to the Future, Looking at Past Challenges to Improve Your Future*. Light refreshments will be provided.

The event is FREE, but registration is required. Please contact Lynda McDonald at the SBDC to register: lfmcdonald@csmd.edu or 301.934.7583.

New Calvert County Agriculture Website



The new Calvert County agriculture website has recently been unveiled at www.calvertag.com. The website promotes local agriculture, farms and agritourism businesses and also has information on local farm products, farmers markets, roadside stands and agricultural events. In addition, there are several links to resources available to the agricultural community, such as financing, business planning, food processing, publications, news and information.

On-the-Job Training Funds Available for Employers

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About CCDED

The Calvert County Department of Economic Development provides a number of services and resources to support the growth and development of County businesses. Free business services include:

- online commercial real estate listings
- confidential in-house counseling
- online employment classifieds
- marketing assistance
- an ombudsman program
- training and educational seminars

The county offers an Incentive Loan Fund and Economic Development Loan Fund for well-qualified businesses and produces a number of publications including quarterly business newsletters, an annual Calendar of Events and Visitors Guide and the annual State of the Economy. Additionally, the county's business retention program serves as a resource for local business owners to help them grow and succeed.

Southern Maryland JobSource, an initiative of the Tri-County Council for Southern Maryland and Maryland Department of Labor, Licensing and



Regulation, partners with organizations and agencies to provide employment planning, career assessment services and job search assistance for Calvert, Charles and St. Mary's counties, with a one-stop career service office in each county. JobSource is now offering a new program called On-the-Job Training (OJT) which provides funds to businesses to train new employees. Eligible employers can receive 50 to 90 percent reimbursement for a new employee's wages for the agreed upon training period. JobSource will also match qualified candidates with approved job openings and help design a training plan to meet business needs. For more information, contact Belinda Denton at the Calvert County JobSource office, at 443.550.6750 or bcapuano@dllr.state.md.us.

Constellation Energy Launches Its Next Generation Energy Management Application for Commercial Users

Constellation Energy introduced VirtuWatt™ 3.0, the next generation of its online energy management application for commercial users. The company's [VirtuWatt](#) web application, which is also available as an iPhone® and iPad® app, enables Constellation customers to better monitor and manage their electricity use and maximize the financial benefits of load response programs through minute-to-minute meter telemetry, real-time pricing information, marketplace bidding capabilities and automated energy curtailment strategies.



VirtuWatt 3.0 provides users the ability to customize data views, including grid load, temperature and electricity price correlation and day-ahead and real-time locational marginal pricing (LMP), as well as create user-defined roles for data access and system functionality. Electricity usage data can be tracked by type of use (A/C, lighting, etc.) or by facility location. The application also allows users an enterprise-view of electricity usage and data grouped by independent system operator or regional transmission organization location.

"Technology is rapidly changing the way we manage our energy use," said Peter Kelly-Detwiler, senior vice president, load response, for Constellation Energy. "Access to real-time pricing combined with automation has enabled customers to be much more strategic about how and when they use electricity. VirtuWatt 3.0 takes that a step further by allowing users to view their usage at an enterprise versus facility level and to develop energy management strategies based on their own parameters for price or usage."

Constellation first launched its VirtuWatt application in 2010. The company announced VirtuWatt 3.0 during GridWeek 2011 in Washington, D.C. To watch a brief video about Constellation Energy's VirtuWatt offering, please click [here](#).

Patuxent Business Park

For information on the Calvert County, Maryland, Department of Economic Development and services available to assist county businesses, call 410.535.4583, 800.331.9771 or 301.855.1880; send an email to info@ecalvert.com or visit our website at www.ecalvert.com.



The Patuxent Business Park, located in Lusby, Md., is owned by the Maryland Economic Development Corporation (MEDCO) and managed locally by the Calvert County Department of Economic Development. PBP is a 650,000-square-foot, 92-acre corporate business campus designed with ample green space and the ability to accommodate a variety of uses including Class A office and flex space. Public water and sewer and a variety of fiber and telecom providers serve the property. The Park is located just minutes from the Patuxent River Naval Air Station and historic Solomons.

MEDCO is currently motivated to provide prospective tenants with excellent financing and incentives to take ownership at the Park and the county is able to supplement those deals with fast-track permitting and tailored economic incentive packages.

For more information, visit [online](#) or contact Linda Vassallo at the Calvert County Department of Economic Development at 410.535.4583 or vassalls@co.cal.md.us.

"Growing Grapes for Wine" Program - 2012 Grant Announced

The Southern Maryland Agricultural Development Commission (SMADC) is once again offering grants to farms in Anne Arundel, Calvert, Charles, Prince George's and St. Mary's counties to aid in the purchase of wine grape vines. These funds are being made available as a continuation of SMADC's Growing Grapes for Wine Program which was established to encourage and support the development of a competitive wine industry in Southern Maryland.



The grant program offers matching funds for the purchase of grape vines compatible with the region. The Grapes for Wine Program is offered together with the University of Maryland Extension which will provide ongoing training and production expertise.

Existing grape growers and new growers may apply, unless the farmer is a prior recipient of a SMADC Farm Viability Grant awarded specifically for vineyard enhancement. Past participants of the Growing Grapes for Wine cost-share program are eligible.

Awards will be made based on satisfactory test results and pending availability of funding. Grant applications are due to SMADC by December 2, 2011.

To download the grant application and guidelines visit www.smadc.com or contact SMADC staff at: 301.274.1922 Ex. 1.

Entrepreneur Expo 2011



The Maryland Technology Development Corporation (TEDCO) is co-sponsoring the 2011 Maryland Entrepreneur Expo on November 14, 2011, 7:30 a.m. - 6 p.m. at the BWI Airport Marriott. This event kicks off global entrepreneurship week in Maryland and will give an opportunity to network with peers

as well as those who support entrepreneurship in Maryland, such as investors, legislators, research universities and federal laboratories.

To register, click [here](#).

Eighth Annual Small Farm Conference



The University of Maryland Eastern Shore is sponsoring the eighth annual Small Farm Conference on November 4 - 5, 2011. Topics that will be covered include:

- Income Opportunities for Woodland Owners
- Ten Ways to Improve Your Personal Finance
- How to Establish Your Own Vineyard
- Farmer Safety & Injury Prevention
- High Tunnel Production of Raspberries and Blueberries

For more information, contact the University of Maryland Extension at the University of Maryland Eastern Shore at 410.651.6206 or mce@umes.edu. For registration or more information, go to: www.umes.edu/1890-mce

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