

# FSA's FIELD NOTES

Vol. 5 No. 1 News and Views for the Friends of Frederick, Seibert & Associates, Inc. July 2006

## More than a Walk in the Park

### Hunters Green Business Park keeps running forward

Frederick, Seibert and Associates, Inc. has been providing its services toward the growth of Hunters Green Business Park since 1998. This ongoing project has continued to thrive as companies have moved in and new jobs have been created for local residents.

"We've worked on it in pieces," said FSA project manager Mike Hicks. Those pieces have added up as the 900-acre park has grown to five million square feet of warehouse and industrial space. Here companies such as Petsmart, Home Depot, and Lenox work quietly behind-the-scenes preparing to stage and ship their supplies to their network of retail locations around the country.

According to Hicks, the new business park has been doing "very well." He attributes its success to its "proximity to Interstates 70 and 81" and to "Washington County being aggressive in trying to promote and bring in new businesses."

At FSA, almost every employee has worked on part of this project. Some of the services provided by FSA include engineering of roadways and utilities, storm water management, wetlands investigation, and dedication of parklands to Washington County.

Currently only 250 of the park's 900 acres are still left for development. "To be totally built out in eight years demonstrates a high demand for this type of land use in Washington County," Hicks said.



Over the eight years of work on this project FSA has been an integral part of planning, surveying, and engineering the infrastructure backbone of the business park. Once this infrastructure network of roads and water sewer utilities and stormwater management was built, FSA prepared site specific engineering plans for multiple clients.

In addition to the three businesses



previously noted, FSA has worked on or is working on projects for Wholesale Millwork, Lippencott Distribution, Pilot Travel Center, Ryan Inc. Central, Massey Autobody, Building Systems Inc., and New England Motor Freight.

### THIS ISSUE:

I-70 and I-81 continue to spur growth

Spring is over and summer is here, but things just keep growing at FSA and in the tri-state. FSA warmly invites you to take a look at our most recent Field Notes issue, which focuses on growth.

Our cover story features Hunters Green Business Park, a project that has almost grown to capacity in less than eight years. FSA has had the privilege of helping to tend this rapidly expanding business park.

The inside of this newsletter explores why Washington County especially is attracting new businesses with its vision for expansion. The newsletter highlights the Intersection of Interstates 70 and 81 known as the "Back Door to the East Coast" as well as one of our clients, Tractor Supply Company, which just planted one of its regional distribution centers in the Hagerstown area.

Our own company has also recently seen growth with the opening of our new larger Greencastle office and with the hiring of three new full-time employees. We thank you for your support of our employees and their efforts. As our clients grow, it is our goal to give each one our full attention and dedicated service.

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# Why Washington County is Such a



## HOT SPOT for Industry

By Megan Wertner

Citicorp Credit Services. Staples. Mack Trucks. These are just a few of the numerous big name companies that have set up shop in the Hagerstown / Washington County area. Surely this is no mere coincidence. Here are some of the reasons why Washington County is one of the biggest hot spots for industry:

### 1. LOCATION, LOCATION, LOCATION

– Washington County is centrally situated in the mid-Atlantic region with easy access to three interstate highways, two railways, and the Hagerstown Regional Airport. The Hagerstown Economic Development Commission reports that “the intersection of I-81 and I-70 provides access to more than 50% of the nation’s population by overnight truck.” Washington County residents can reach Washington, DC and Baltimore (which includes a port) in a little over an hour.

2. **Human Capital** – Nearly 200 businesses in Washington County employ over 100 workers. Employers have access to a pool of about 70,000 civilians in the labor force. The many parks, historical sights such as the Appalachian Trail and Antietam Battlefield, golf courses and professional theater along with more affordable housing prices as compared to the capital metropolis area combine to create an attractive living environment for employees.

3. **Economic Incentives** – Three State Enterprise Zones consisting of 3,600 acres provide tax breaks for development and job creation. Also a Foreign Trade Zone with seven sites minimizes custom taxes to increase profitability.

For more information regarding business development in Washington County, go to the Hagerstown – Washington County Economic Development Commission’s web site, [www.hagerstownedc.org](http://www.hagerstownedc.org).

Focus  n...



Tractor Supply Company, founded as a mail order tractor parts catalog business in 1938, now has more than 550 retail stores, which sell just about any farm supply but tractors! Located in the eastern half of the United States, TSC caters to production farmers and ranchers, hobby farmers, and rural and suburban consumers. For the first time in 2002, its revenue surpassed \$1 billion and it now takes in \$2 billion.

Two years ago an unheralded 113 stores were opened as TSC bought out the stores of its previous closest competitor. One of its newest additions is the Tractor Supply Regional Distribution Warehouse in the Hunters Green Business Park. Frederick, Seibert & Associates, Inc. provided this distribution center’s site plan.

Tractor Supply Company recently published a book about its ups and downs in becoming the leading store in the farming and ranching industry in the United States. It’s called Work Hard, Have Fun, Make Money: The Tractor Supply Story. The company’s emphasis on ethics, which is brought out in this book, has helped earn them the reputation of being one of the best managed companies in America according to Forbes.

## NEW EMPLOYEES



**Dustin Horst** came to FSA last fall after graduating from ITT Technical Institute in Mechanicsburg, PA. He is enjoying work as a CAD technician.



**Brett Whorley** is the latest edition to FSA’s landscape architecture department. He just graduated from West Virginia University in May 2006 and is eager to start working.



**Matt Rhule** started working as a rodman with FSA’s surveying crew in May. He holds a degree in business administration from The Pennsylvania State University and is now looking forward to working outside.

# Engineering the I-81 and I-70 Crossroads



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■ FSA Job Site



⑤



②



LENOX

③



**PETSMART**

④



**TSC TRACTOR SUPPLY CO.**

FSA has been responsible for engineering work on many projects along the I-81 and I-70 crossroads ranging from warehouses to offices to light industrial centers to commercial buildings to regional shopping centers and multi-family and single family residential communities. From these crossroads, half the population of the United States can be reached by an overnight drive.



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# FSA's Pennsylvania Office Moves and Expands



FSA opened its new and improved Greencastle, Pennsylvania office located two doors west from its previous branch office in May. "We just moved down the street and into a larger space to allow for more people," said Mike Hicks, a full-time engineer at the new office,

which remains close to Greencastle's center square.

Joining Hicks are two CAD technicians and one rotating person from the main Hagerstown office. The new office can hold 10-12 employees, and Hicks expects that number to be reached in order to accommodate FSA's full work load and provide for an increased presence in the south central Pennsylvania Region.

The new office allows employees to work in a quieter environment with fewer interruptions. Calls are directed to the Hagerstown office and are transferred seamlessly to the Greencastle

office with no break in communications.

The Greencastle office offers a more convenient location for FSA's employees to meet with Pennsylvania clients and coordinate the review and approval process for the growing list of Pennsylvania jobs.

FSA hopes to host an open house in the future. Look for upcoming information on the time and date.

Our New Pennsylvania Address:  
20 West Baltimore St.  
Greencastle, PA 17225



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