

**AGENDA**

ECONOMIC DEVELOPMENT AUTHORITY

| THURSDAY, MARCH 10TH |

| 8:00 AM |

COUNTY ADMINISTRATION BUILDING @ BOARD OF SUPERVISORS MEETING ROOM

107 KENT STREET WINCHESTER, VA

1. Call to Order
2. Approval of Minutes – February 3<sup>rd</sup> || ACTION
3. Treasurer’s Report || ACTION
4. Target Business Study || ACTION
  - *Process on identifying target business sectors will be briefed*
5. Joint Meeting with Board of Supervisors Preparation || DISCUSSION
  - *Discussion of possible topics/agenda for annual meeting with the Frederick County Board of Supervisors*
6. FredCo Eats: Restaurant Week || INFORMATION
  - *Staff presentation on results from first restaurant week initiative that celebrated Frederick County’s local restaurants and promote this sector*
7. Closed Session in accordance with Section 2.2-3711(A)(5) for the discussion concerning a prospective business or industry where no previous announcement has been made of the business or industry’s interest in locating its facilities in the community.”
8. Such other business as may come before this Authority

MINUTES  
ECONOMIC DEVELOPMENT AUTHORITY  
| THURSDAY, FEBRUARY 3, 2022 |

A meeting of the Frederick County Economic Development Authority was held on Thursday, February 3, 2022, at 8:00 A.M. in the County Administration Building, Board of Supervisors Room, 107 North Kent Street, Winchester, Virginia.

**PRESENT:** Judy McCann-Slaughter, Doug Rinker, Susan Brooks, Heather McKay, and Bryan Fairbanks.

**STAFF:** Patrick Barker, Shayla Rickard, Wendy May, and Donna McIlwee, Frederick County Economic Development Authority; Jay Tibbs, Deputy County Administrator; and Michael Bryan, Attorney

**MEETING CALLED TO ORDER:** Chairman Rinker called the meeting to order at 8:00 a.m.

**APPROVAL OF MINUTES**

The minutes from the January 6, 2022, meeting were presented.

On motion of Ms. McCann-Slaughter, seconded by Ms. Brooks, the minutes were approved by the following recorded vote:

J. Stanley Crockett	Absent
Susan Brooks	Aye
Bryan Fairbanks	Aye
Heather McKay	Aye
Doug Rinker	Aye
Judy McCann-Slaughter	Aye
Rick Till	Absent

**TREASURER'S REPORT**

Mr. Barker submitted the following report:

Checking Account - Bank of Clarke County as of December 31, 2021 - \$2908.56  
Savings Account - Scott & Stringfellow as of December 31, 2021 - \$1,465,770.11

Ms. McCann-Slaughter asked if different investment options for the Scott & Stringfellow account had been explored so that a higher interest rate could be earned. Mr. Tibbs responded that he had spoken to an investment advisor at Truist

and other options depend on how much risk clients are willing to take. He agreed to explore more investment options.

On motion of Ms. McCann-Slaughter, seconded by Mr. Fairbanks, the Treasurer's Report was approved by the following recorded vote:

J. Stanley Crockett	Absent
Susan Brooks	Aye
Bryan Fairbanks	Aye
Heather McKay	Aye
Doug Rinker	Aye
Judy McCann-Slaughter	Aye
Rick Till	Absent

### **TARGET BUSINESS STUDY**

Mr. Barker explained that staff has now moved into the industry drivers and project needs steps of this study. As a reminder, the effort's end-goal is to quantitatively and qualitatively identify the County's best fits relative to traded-sector industries, being those industries that would most benefit from Frederick County's assets and would be willing to expand and/or relocate to the area. In addition, this analysis will identify those industries that bring value to Frederick County in the form of investment, jobs, payroll and local purchasing.

Next steps involved acquiring background information for the further filtering of the identified sectors. First, industry drivers and location criteria were determined. Next, prototype project needs and specifications were developed. Then, benchmark locations for Frederick County were identified. Results from those steps for the EDA's review and comment were presented as shown below:

Overall, the primary selection factors (industry drivers) are as follows:

- Quality, availability, and cost of target workforce
- Proximity to key customers and suppliers
- Availability of target real-estate solution (size, cost, control, water/sewer/rail connectivity, etc.)
- Tax and regulatory climate
- Transportation infrastructure
- Operating costs (electricity, insurance, workers comp, etc.)
- Quality-of-life factors (public K-12 options, regional amenities, crime rate, etc.)
- Accurate and thorough RFI, RFP, and proposal requests

Staff will note the priority of selection factors varies from sector to sector; however, quality and availability of workforce is almost always one of the top three considerations.

The following lists some secondary selection factors (industry drivers):



- Availability and quality of customized recruitment and training solutions
- Customized (discretionary) incentives
- By-right financial incentives
- Level of state-and-community support (e.g., fast-track permitting)
- Personal preferences of executives involved in decision process (e.g., affinity for a particular place)
- Strong business retention program to assist with corporate intelligence and after care
- Creative and innovative solutions to key project decision factors

What size of land? How many people will a company hire?? What is the capital investment? The answers to these questions will provide some guidance to understanding the impact of a project and thus their potential selection as a promising industry segment for Frederick County, VA. Information from Conway Analytics’ database on corporate expansion projects will shed some light on some of these answers. Staff performed analysis of the Conway database with two key filters, only those corporate activities September 2019 to September 2021 and only NEW locations East of the Mississippi River.

Sector	Capital Investment	New Jobs	Acreage
Corporate Services	\$10.0*	244*	60.2*
Information Technology	\$159.8	22	65.0
Finance & Insurance	\$7.8	145	Insufficient data
BioScience	\$36.6	64	81.5*
Advanced Manufacturing	\$46.0	71	131.0*
Food & Beverage	\$74.0	171	121.6

\*NEW location Entire of United States

When deciding on site location, companies need to gauge regional/community advantages and disadvantages to determine the most competitive regions/communities for their operations. Frederick County, VA needs to understand its competitors (benchmark locations) in order to construct a strong value proposition. Through discussion with some key site consultants and individuals at the Virginia Economic Development Partnership, the following are generalized benchmark locations for Frederick County, VA.

- NY 81 Corridor
- PA 81 Corridor
- Hagerstown/Martinsburg
- North VA 81 Corridor
- Middle VA 81 Corridor
- South VA 81 Corridor
- Northern Virginia Region
- Richmond Region



- Columbus, OH
- Cincinnati, OH
- Greensboro I-74
- NC I-95
- NC I-73/74
- SC I-95

Ms. Brooks referenced a recent State of Commonwealth Report for Population Growth as a good tool for how to be more forward thinking.

Mr. Rinker stated that workforce needs are not always dependent on the economy.

Mr. Barker stated the study will continue with the next steps of gathering comparative data and benchmark with competing locations, identify key strengths (selling points), and identify weak points to be improved.

### **VIRGINIA BUSINESS READY SITES PROGRAM RESULTS**

Mr. Barker reviewed results of site assessments for four business sites in Frederick County as performed by Draper Aden Associates, a licensed civil engineering firm. Those sites were the Winchester Regional Airport, the Milton Ray site, Stonewall Industrial Park, and the Payne property. Most all of the studied business sites were categorized as Tier 2 and a full report on each site was provided to the EDA Board. Staff will touch base with contacts for each property to confirm the items needed for progressing to the next tier do not exist. Any information discovered will be provided to Draper Aden. Staff was seeking any questions/comments on the report.

Ms. McCann-Slaughter asked if all sites needed the same items to be completed before they could progress just to the next tier. Mr. Barker will check with Draper Aden.

### **PROGRESS REPORT ON ACTIVITIES FROM JOINT MEETING**

Mr. Barker gave the following update on the status of the planned activities which were presented and discussed at the January 13, 2021, joint meeting with the Board of Supervisors:

- Activity #1 | Partner with appropriate local and regional partners to create solutions for current and projected workforce needs
  - Implementation of Shenandoah Valley Talent Solutions Strategy (digital aspects – website and resource showcase)

**UPDATE** | Site is complete enough for launch with temporary job portal complete. A social media campaign will commence once new Project Specialist has been properly onboarded and reviewed site and plan



- Assist the Workforce Initiative Board with project implementation
  - A workforce model for manufacturing, information technology, and construction similar to the existing career model focused on medical.
  - Enhanced community outreach/advocacy to parents, guardians, coaches, teachers, counselors

**UPDATE** | Workforce model activities paused until secure new chair and vice chair for Workforce Initiative Board. This should take place in 30 days.

- Activity #2 | Continue refinement of the business sites program
  - Loan Program is in place.
  - Waiting to finalize a Business Ready Sites Loan Program Agreement with one or more of the characterized sites (Artillery Business Center & Carbaugh Business Center)
    - Commencement of Renaissance Drive is a key component for development of those sites.
  - Complete additional site characterizations when additional sites matching the approved criteria come to market.

**UPDATE** | Characterizations of four additional sites completed.

- Activity #3 | Cooperative marketing match program with agribusiness entities
  - Creation of a program where two or more agribusiness entities agree to market an event/activity together (i.e. peach/apple festival) as a result the EDA would provide a cash match and Lord Fairfax Small Business Development Center would provide assistance with the marketing plan.

**UPDATE** | Some visits to be scheduled shortly, but likely after a planned regional information and idea session for agribusinesses organized in partnership with Tourism Board, Clarke County and VA Tech Cooperative Extension.

- Activity #4 | Expansion of retention activities
  - Identify “gazelle” businesses to add to call team rotation and other retention activities. “Gazelles” are very fast-growing companies. These types of companies maintain consistent and rapid expansion of both employment and sales.

**UPDATE** | Existing Business Manager is commencing business retention visits and deciding best avenue to complete visits.

### **JOINT MEETING WITH FREDERICK COUNTY BOARD OF SUPERVISORS**

Mr. Barker stated the 2014 MOU between the EDA and Board of Supervisors calls for an annual discussion and review of the Board of Supervisors’ expectations for economic development. The last meeting was held on January 13, 2021. Like the last time, staff recommends



structuring an agenda for this year's joint meeting to provide an overview of core EDA functions and recent projects, then an update to planned activities from last year. He then presented the following recommended topics:

- General overview of EDA's mission
- Talent strategy implementation
- Targeted Business Analysis status update
- FredCo Eats
- Grocery store attraction status update
- Update to planned activities from last year

While much forward movement has been accomplished on the planned activities from last year's meeting, they require a long-term focus. Staff recommends these activities continue as the planned activities for the ensuing 12 months. Staff suggests adding an item that addresses any recommended actions to enhance Frederick County's competitive nature toward promising segments identified in the Targeted Business Analysis.

He stated staff is seeking EDA Board feedback on the proposed agenda and planned activities for the next 12 months.

Ms. McCann-Slaughter suggested a collaboration with Frederick Water be added.

EDA staff will coordinate with County Administration to secure a date for the joint meeting.

#### **SUCH OTHER BUSINESS AS MAY COME BEFORE THIS AUTHORITY**

Mr. Barker reviewed upcoming EDA events: Growing Your Agribusiness, February 25; The Widget Cup, April 7; Worlds of Work, April 21-22; Employer Expo, May 25.

Ms. Mays reported receiving good feedback from participants in the recent FredCo Eats event.

Mr. Barker stated there was no update to his contacts with grocery stores.

Due to a schedule conflict, the date for the March EDA meeting needs to be changed. All present agreed to reschedule it for March 10.

#### **ADJOURN**

There being no further business to come before this Authority, the meeting was adjourned at 8:50 a.m.



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Doug Rinker  
Chairman

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Jay Tibbs  
Secretary





DATE: March 7, 2022

TO: Board of Directors,  
Frederick County Economic Development Authority

FROM: Patrick Barker, CEcD  
Executive Director

CC: Jay Tibbs  
Deputy County Administrator

RE: Target Industry Analysis Update | Steps 7 - 9

This month proceeds with steps 7, 8 and 9 in the Target Industry Analysis update. Staff is providing the results from these steps for the EDA's review and comment.

Step 7: Gather comparative data and benchmark with competing locations

At the February meeting, generalized competitors benchmark locations to Frederick County were provided and reviewed to assist in constructing a strong value proposition. Discussion with key site consultants and individuals at the Virginia Economic Development Partnership produced these generalized benchmark locations for Frederick County, VA.

- NY 81 Corridor
- PA 81 Corridor
- Hagerstown/Martinsburg
- North VA 81 Corridor
- Middle VA 81 Corridor
- South VA 81 Corridor
- Northern Virginia Region
- Richmond Region
- Columbus, OH
- Cincinnati, OH
- Greensboro I-74
- NC I-95
- NC I-73/74
- SC I-95

When deciding on site location, companies need to gauge regional/community advantages and disadvantages to determine the most competitive regions/community for their operations. Frederick County, VA needs to understand its competitors (benchmark locations) to construct a strong value proposition. Using readily available data on the MSA level (31 MSAs) and State (7) level from the Virginia Economic Development Partnership, key variables were evaluated between Frederick County and the benchmark locations and Virginia and the States of the benchmark locations. This evaluation produced some interesting positioning points for Frederick County and Virginia.

#### Workforce

- 7<sup>th</sup> largest change in population (MSA)
- 8<sup>th</sup> highest concentration of manufacturing employment as a percentage of total (MSA)
- 17<sup>th</sup> highest concentration of professional and service employment (MSA)
- 19<sup>th</sup> lowest percentage of private workers with union membership (MSA)

#### Education

- 25<sup>th</sup> in population with at least a high school degree (MSA)
- 20<sup>th</sup> in population with a bachelor's degree or higher (MSA)

#### Occupations

- 26<sup>th</sup> lowest hourly rate for software engineers (MSA)
- 14<sup>th</sup> in hourly rate for network system administrators (MSA)
- 9<sup>th</sup> highest hourly rate for customer service representatives (MSA)

#### Cost of Business

- 6<sup>th</sup> lowest Average Annual Cost Paid by Employers for Health Premiums for Family Coverage (State)
- 3<sup>rd</sup> highest Average Annual Cost of Employment-Based Health Premiums for Family Coverage (State)
- 7<sup>th</sup> lowest Unemployment Insurance Tax per Employee (State)
- 6<sup>th</sup> lowest Workers' Compensation Employer Insurance Costs Per \$100 of Payroll (State)
- 3<sup>rd</sup> highest State and Local Taxes per Capita (State)
- Highest Average Industrial Electric Rate (State)
- 6<sup>th</sup> lowest Average Price of Natural Gas Delivered to Industrial Consumers (State)



Step 8 and 9: Identify key strengths and improvement points

A community like Frederick County must clearly identify and understand its positive attributes to that sector and, conversely, areas for improvement. These factors will weigh heavily in the realistic potential for locations of an identified sector. The step will use the previously identified industry drivers and location criteria in step 4 to guide the discussion.

- Corporate Services

Selling Point	Improvement Needed
Workforce Development	Talent
Infrastructure & connectivity	Sites and buildings
Cost of doing business	
Quality of Life	
Stability & Risk	
Regulatory environment	
Environmental and social sustainability	

Given the current labor situation, talent is listed as an area needing improvement. In addition, labor availability analysis completed using JobsEQ revealed high to moderate results with Potential Candidates per Opening (Please see attached). Sites and buildings need attention as only a few sites match the identified acreage (60 acres) using Conway Analytics’ database on corporate expansion projects for corporate services (Please see attached on current property listings). For most corporate services, Frederick County possesses the necessary infrastructure and connectivity though projects with large demands of electric and wastewater may strain this point. Virginia and Frederick County, while having some notable regulatory issues, are widely considered business friendly. Virginia generally ranks high on environmental and social sustainability surveys. These surveys usually include the number of LEED-certified buildings, brownfield redevelopment funding and companies’ corporate social responsibility profiles (please see attached ranking).

- Information Technology

Selling Point	Improvement Needed
Workforce Development	Market & cluster presence
Cost of doing business	Talent
Quality of Life	Infrastructure & connectivity
Stability & Risk	Sites and buildings
Regulatory environment	
Environmental and social sustainability	



Given the current labor situation, talent is listed as an area needing improvement. In addition, labor availability analysis completed using JobsEQ revealed high to moderate results with Potential Candidates per Opening (Please see attached). There does exist a modest industry cluster in a 45-mile radius with Computer Systems Design and Related Services operations (LQ - 0.75) and Data Processing, Hosting, and Related Services employers (LQ - 0.68). However, Frederick County’s industry cluster is vastly different. As such, it needs to focus on adding bulk to this cluster as there is currently minimum industry cluster. Sites and buildings need attention as only a few sites match the identified acreage (65 acres) using Conway Analytics’ database on corporate expansion projects for information services (please see attached on current property listings). Currently, most projects may be challenged to acquire the necessary infrastructure (electric) and connectivity. Previous comments on regulatory and environment/sustainability apply for this sector.

- Finance & Insurance

Selling Point	Improvement Needed
Workforce Development	Talent
Infrastructure & connectivity	Sites and buildings
Cost of doing business	
Market and cluster presence	
Quality of life	
Stability and risk	
Regulatory environment	
Environmental and social sustainability	

Given the current labor situation, talent is listed as an area of needing improvement. In addition, labor availability analysis completed using JobsEQ revealed high to moderate results with Potential Candidates per Opening (please see attached). Sites and buildings need attention as only a few moderate to large sites are available. (please see attached on current property listings). For most finance and insurance projects, Frederick County possesses the necessary infrastructure and connectivity though projects with large demands of electric and wastewater may strain this point. Previous comments on regulatory and environment/sustainability apply for this sector.



- BioScience

Selling Point	Improvement Needed
Workforce Development	Market and cluster presence
Infrastructure & connectivity	Talent
Cost of doing business	Sites and buildings
Quality of life	
Stability and risk	
Regulatory environment	
Environmental and social sustainability	

Given the current labor situation, talent is listed as an area needing improvement. In addition, labor availability analysis completed using JobsEQ revealed high to moderate results with Potential Candidates per Opening (please see attached). There does exist a modest industry cluster in a 45-mile radius Pharmaceutical and Medicine Manufacturing (LQ - 0.76). Frederick County's depth in this industry cluster is less than a handful of companies. As such, it needs to focus on adding bulk to this cluster as there is currently minimum industry cluster. Sites and buildings need attention as only a few sites match the identified acreage (81 acres) using Conway Analytics' database on corporate expansion projects for biosciences (please see attached on current property listings). For most bioscience projects, Frederick County possesses the necessary infrastructure and connectivity though projects with large demands of electric and wastewater may strain this point. Previous comments on regulatory and environment/sustainability apply for this sector.

- Advanced Manufacturing

Selling Point	Improvement Needed
Workforce Development	Talent
Market and cluster presence	Sites and buildings
Infrastructure & connectivity	
Cost of doing business	
Quality of life	
Stability and risk	
Regulatory environment	

Given the current labor situation, talent is listed as an area needing improvement. In addition, labor availability analysis completed using JobsEQ revealed high to moderate results with Potential Candidates per Opening (please see attached). Sites and buildings need attention as only a few sites match the identified acreage (131 acres) using Conway Analytics' database on corporate expansion projects for advanced manufacturing (please see attached on



current property listings). For most advanced manufacturing projects, Frederick County possesses the necessary infrastructure and connectivity though projects with large demands of electric and wastewater may strain this point. Previous comments on regulatory and environment/sustainability apply for this sector.

- Food & Beverage

Selling Point	Improvement Needed
Workforce Development	Talent
Market and cluster presence	Sites and buildings
Infrastructure & connectivity	
Cost of doing business	
Quality of life	
Stability and risk	
Regulatory environment	

Given the current labor situation, talent is listed as an area needing improvement. In addition, labor availability analysis completed using JobsEQ revealed high to moderate results with Potential Candidates per Opening (please see attached). Sites and buildings need attention as only a few sites matching the identified acreage (121 acres) using Conway Analytics’ database on corporate expansion projects for food and beverage operations (please see attached on current property listings). For most food and beverage operations, Frederick County possesses the necessary infrastructure and connectivity though projects with large demands of electric and wastewater may strain this point. Previous comments on regulatory and environment/sustainability apply for this sector.



**Frederick County, Virginia, NAICS 5416 - Management, Scientific, and Technical Consulting Services (176 Workers)**

<b>SOC</b>	<b>Title</b>	<b>New Employer Demand</b>	<b>Empl (Place of Residence)<sup>1</sup></b>	<b>Unempl<sup>1</sup></b>	<b>Regional Avg Wage<sup>2</sup></b>	<b>National Avg Wage<sup>2</sup></b>	<b>Empl Extended</b>	<b>Unempl Extended</b>	<b>Potential Candidates per Opening</b>
13-1111	Management Analysts	30	250	7	\$89,800	\$97,600	713	21	9
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	10	284	5	\$124,500	\$124,000	996	25	29
13-1161	Market Research Analysts and Marketing Specialists	9	124	3	\$54,300	\$74,000	508	14	14
11-1021	General and Operations Managers	8	556	18	\$112,000	\$125,700	1,719	51	72
13-1198	Project Management Specialists and Business Operations Specialists, All Other	7	328	5	\$77,900	\$84,300	342	8	48
43-4051	Customer Service Representatives	6	675	38	\$37,300	\$38,500	955	52	119
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	6	198	9	\$67,700	\$70,500	0	0	34
43-9061	Office Clerks, General	5	758	39	\$31,100	\$37,800	1,011	39	159
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	5	276	5	\$105,500	\$114,300	431	7	56
13-2011	Accountants and Auditors	4	313	7	\$86,100	\$81,700	235	5	80
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4	395	12	\$40,200	\$40,400	1,068	53	102
43-3031	Bookkeeping, Accounting, and Auditing Clerks	3	436	13	\$41,700	\$44,100	539	22	150
19-2041	Environmental Scientists and Specialists, Including Health	3	5	0	\$72,600	\$80,100	89	2	2
13-1071	Human Resources Specialists	3	177	7	\$71,600	\$69,400	707	17	61
11-1011	Chief Executives	2	66	1	\$237,900	\$197,800	241	3	34
11-3021	Computer and Information Systems Managers	2	72	1	\$135,700	\$161,700	291	5	37
15-1299	Computer Occupations, All Other	2	87	2	\$98,500	\$96,700	868	17	45
15-1211	Computer Systems Analysts	2	111	2	\$92,900	\$99,000	585	10	56
15-1232	Computer User Support Specialists	2	126	3	\$59,000	\$57,000	124	6	65
43-6011	Executive Secretaries and Executive Administrative Assistants	2	112	2	\$51,800	\$65,200	1,363	42	57

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	2	107	2	\$80,900	\$96,600	1,435	35	55
11-3031	Financial Managers	2	163	3	\$128,200	\$151,500	548	11	83
43-1011	First-Line Supervisors of Office and Administrative Support Workers	2	414	9	\$56,200	\$62,000	628	34	211
13-1081	Logisticians	2	73	1	\$70,000	\$79,800	449	9	37
11-2021	Marketing Managers	2	26	1	\$129,000	\$154,500	879	22	13
11-9041	Architectural and Engineering Managers	1	24	0	\$135,400	\$158,100	220	4	25
27-1011	Art Directors	1	5	0	\$92,600	\$114,500	53	3	5
43-3011	Bill and Account Collectors	1	77	4	\$41,300	\$40,600	3,015	148	81
43-3021	Billing and Posting Clerks	1	134	5	\$37,500	\$41,600	842	31	138
43-5011	Cargo and Freight Agents	1	29	2	\$43,200	\$47,200	884	45	31
17-2051	Civil Engineers	1	70	1	\$90,100	\$95,400	97	2	71
13-1141	Compensation, Benefits, and Job Analysis Specialists	1	7	0	\$68,700	\$72,600	207	5	7
13-1041	Compliance Officers	1	77	1	\$77,000	\$75,600	604	19	79
15-1241	Computer Network Architects	1	33	0	\$116,400	\$119,200	663	11	33
15-1231	Computer Network Support Specialists	1	45	1	\$56,800	\$71,000	0	0	46
15-1251	Computer Programmers	1	17	0	\$104,100	\$95,600	241	5	17
43-9021	Data Entry Keyers	1	49	2	\$33,000	\$35,900	38	2	51
15-2098	Data Scientists and Mathematical Science Occupations, All Other	1	6	0	\$101,600	\$103,900	0	0	6
15-1245	Database Administrators and Architects	1	24	0	\$109,300	\$101,100	672	11	24
41-9011	Demonstrators and Product Promoters	1	42	10	\$35,700	\$37,100	37	4	52
17-2081	Environmental Engineers	1	5	0	\$89,200	\$96,900	97	1	5
19-4042	Environmental Science and Protection Technicians, Including Health	1	3	0	\$46,300	\$51,000	50	2	3
11-3013	Facilities Managers	1	73	2	\$92,000	\$108,100	1,272	30	74
41-1012	First-Line Supervisors of Non-Retail Sales Workers	1	100	2	\$89,100	\$90,100	636	19	101



SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
19-2042	Geoscientists, Except Hydrologists and Geographers	1	1	0	\$101,700	\$112,100	100	3	1
27-1024	Graphic Designers	1	39	2	\$44,700	\$58,400	6	0	41
53-3032	Heavy and Tractor-Trailer Truck Drivers	1	788	36	\$48,200	\$48,700	479	23	823
11-3121	Human Resources Managers	1	26	1	\$127,700	\$134,600	1,491	33	26
53-7051	Industrial Truck and Tractor Operators	1	418	25	\$36,400	\$39,200	1,678	100	444
15-1212	Information Security Analysts	1	60	0	\$116,100	\$107,600	679	12	61
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1	203	10	\$44,300	\$44,600	665	40	213
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1	936	66	\$31,000	\$33,700	3	0	1,002
23-1011	Lawyers	1	135	1	\$101,300	\$148,900	11	0	136
49-9071	Maintenance and Repair Workers, General	1	423	19	\$41,300	\$43,800	142	3	442
17-2141	Mechanical Engineers	1	43	1	\$91,900	\$95,600	108	2	44
29-2098	Medical Dosimetrists, Medical Records Specialists, and Health Technologists and Technicians, All Other	1	95	2	\$42,800	\$48,300	4,096	194	97
13-1121	Meeting, Convention, and Event Planners	1	7	1	\$52,800	\$55,900	46	0	8
27-1026	Merchandise Displayers and Window Trimmers	1	53	3	\$36,800	\$34,600	21	2	56
15-1244	Network and Computer Systems Administrators	1	102	1	\$85,400	\$89,500	44	1	104
19-5011	Occupational Health and Safety Specialists	1	17	0	\$70,400	\$78,100	341	4	18
15-2031	Operations Research Analysts	1	25	0	\$90,100	\$92,300	4	0	25
43-5061	Production, Planning, and Expediting Clerks	1	116	4	\$45,100	\$52,000	336	10	119
27-3031	Public Relations Specialists	1	35	0	\$61,300	\$71,900	413	14	35
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	1	88	2	\$74,200	\$72,400	291	6	91
43-4171	Receptionists and Information Clerks	1	324	20	\$29,200	\$32,400	784	45	344
29-1141	Registered Nurses	1	732	10	\$72,900	\$80,000	1,377	59	742
11-2022	Sales Managers	1	52	1	\$155,700	\$147,600	354	7	53

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1	255	8	\$68,800	\$73,500	26	1	263
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	1	34	1	\$76,700	\$99,700	326	10	35
43-5071	Shipping, Receiving, and Inventory Clerks	1	298	16	\$33,400	\$37,200	1,887	108	314
15-2041	Statisticians	1	3	0	\$94,700	\$97,200	32	0	3
53-7065	Stockers and Order Fillers	1	981	57	\$30,100	\$31,000	4,216	439	1,039
27-3042	Technical Writers	1	3	0	\$63,100	\$78,600	20	1	3
13-1151	Training and Development Specialists	1	98	3	\$76,700	\$67,400	588	18	102
15-1257	Web Developers and Digital Interface Designers	1	16	0	\$81,200	\$85,500	8	0	16
27-3043	Writers and Authors	1	10	0	\$63,800	\$78,700	152	5	11
Total Annual Payroll					\$14,174,000	\$15,284,000			
		176			\$80,534				

[Source: JobsEQ®](#)

1. Occupation employment and unemployment are place-of-residence data--that is, referring to workers who reside in the named locality.

2. Occupation wages are as of 2020 and represent the average for all Covered Employment

Data as of 2021Q1 unless noted otherwise

Note: Figures may not sum due to rounding.

Exported on: Thursday, September 30, 2021 4:49 PM

**Frederick County, Virginia, NAICS 5182 - Data Processing, Hosting, and Related Services (107 Workers)**

<b>SOC</b>	<b>Title</b>	<b>New Employer Demand</b>	<b>Empl (Place of Residence)<sup>1</sup></b>	<b>Unempl<sup>1</sup></b>	<b>Regional Avg Wage<sup>2</sup></b>	<b>National Avg Wage<sup>2</sup></b>	<b>Empl Extended</b>	<b>Unempl Extended</b>	<b>Potential Candidates per Opening</b>
	Software Developers and Software Quality								
15-1256	Assurance Analysts and Testers	16	276	5	\$105,500	\$114,300	431	7	18
15-1232	Computer User Support Specialists	7	126	3	\$59,000	\$57,000	124	6	19
43-4051	Customer Service Representatives	7	675	38	\$37,300	\$38,500	955	52	102
	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and								
41-3091	Travel	5	198	9	\$67,700	\$70,500	0	0	41
11-3021	Computer and Information Systems Managers	4	72	1	\$135,700	\$161,700	291	5	18
15-1299	Computer Occupations, All Other	4	87	2	\$98,500	\$96,700	868	17	22
15-1211	Computer Systems Analysts	4	111	2	\$92,900	\$99,000	585	10	28
43-9021	Data Entry Keyers	3	49	2	\$33,000	\$35,900	38	2	17
11-1021	General and Operations Managers	3	556	18	\$112,000	\$125,700	1,719	51	191
	Market Research Analysts and Marketing								
13-1161	Specialists	3	124	3	\$54,300	\$74,000	508	14	42
	Network and Computer Systems Administrators								
15-1244	Project Management Specialists and Business	3	102	1	\$85,400	\$89,500	44	1	35
	Operations Specialists, All Other								
13-1198	Accountants and Auditors	3	328	5	\$77,900	\$84,300	342	8	111
13-2011	Computer Network Architects	2	313	7	\$86,100	\$81,700	235	5	160
15-1241	Computer Network Support Specialists	2	33	0	\$116,400	\$119,200	663	11	17
15-1231	Computer Programmers	2	45	1	\$56,800	\$71,000	0	0	23
15-1251	Database Administrators and Architects	2	17	0	\$104,100	\$95,600	241	5	8
15-1245	First-Line Supervisors of Office and								
43-1011	Administrative Support Workers	2	414	9	\$56,200	\$62,000	628	34	211
15-1212	Information Security Analysts	2	60	0	\$116,100	\$107,600	679	12	30
13-1111	Management Analysts	2	250	7	\$89,800	\$97,600	713	21	129
11-2021	Marketing Managers	2	26	1	\$129,000	\$154,500	879	22	13
43-9061	Office Clerks, General	2	758	39	\$31,100	\$37,800	1,011	39	399

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	2	284	5	\$124,500	\$124,000	996	25	144
15-1257	Web Developers and Digital Interface Designers	2	16	0	\$81,200	\$85,500	8	0	8
43-3021	Billing and Posting Clerks	1	134	5	\$37,500	\$41,600	842	31	138
43-3031	Bookkeeping, Accounting, and Auditing Clerks	1	436	13	\$41,700	\$44,100	539	22	449
11-1011	Chief Executives	1	66	1	\$237,900	\$197,800	241	3	67
13-1041	Compliance Officers	1	77	1	\$77,000	\$75,600	604	19	79
17-2061	Computer Hardware Engineers	1	3	0	\$115,800	\$126,100	145	3	3
43-6011	Executive Secretaries and Executive Administrative Assistants	1	112	2	\$51,800	\$65,200	1,363	42	114
11-3013	Facilities Managers	1	73	2	\$92,000	\$108,100	1,272	30	74
13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	1	107	2	\$80,900	\$96,600	1,435	35	109
11-3031	Financial Managers	1	163	3	\$128,200	\$151,500	548	11	165
41-1012	First-Line Supervisors of Non-Retail Sales Workers	1	100	2	\$89,100	\$90,100	636	19	101
11-3121	Human Resources Managers	1	26	1	\$127,700	\$134,600	1,491	33	26
13-1071	Human Resources Specialists	1	177	7	\$71,600	\$69,400	707	17	184
23-1011	Lawyers	1	135	1	\$101,300	\$148,900	11	0	136
43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	1	49	2	\$27,700	\$33,700	1,044	61	51
43-9071	Office Machine Operators, Except Computer	1	19	1	\$33,500	\$36,600	5	0	20
15-2031	Operations Research Analysts	1	25	0	\$90,100	\$92,300	4	0	25
11-2022	Sales Managers	1	52	1	\$155,700	\$147,600	354	7	53
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1	255	8	\$68,800	\$73,500	26	1	263

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	1	34	1	\$76,700	\$99,700	326	10	35
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1	395	12	\$40,200	\$40,400	1,068	53	407
13-1151	Training and Development Specialists	1	98	3	\$76,700	\$67,400	588	18	102
	Total Annual Payroll				\$9,120,000	\$9,724,000			
		107			\$85,234				

Source: JobsEQ®

1. Occupation employment and unemployment are place-of-residence data--that is, referring to workers who reside in the named locality.

2. Occupation wages are as of 2020 and represent the average for all Covered Employment

Data as of 2021Q1 unless noted otherwise

Note: Figures may not sum due to rounding.

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**Frederick County, Virginia, NAICS 3254 - Pharmaceutical and Medicine Manufacturing (140 Workers)**

<b>SOC</b>	<b>Title</b>	<b>New Employer Demand</b>	<b>Empl (Place of Residence)<sup>1</sup></b>	<b>Unempl<sup>1</sup></b>	<b>Regional Avg Wage<sup>2</sup></b>	<b>National Avg Wage<sup>2</sup></b>	<b>Empl Extended</b>	<b>Unempl Extended</b>	<b>Potential Candidates per Opening</b>
51-9111	Packaging and Filling Machine Operators and Tenders	14	214	12	\$38,900	\$35,200	2,033	136	16
51-9011	Chemical Equipment Operators and Tenders	7	27	1	\$37,600	\$53,300	55	4	4
19-2031	Chemists	7	14	1	\$77,600	\$86,400	25	1	2
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	7	203	10	\$44,300	\$44,600	665	40	30
51-1011	First-Line Supervisors of Production and Operating Workers	5	262	8	\$66,300	\$66,800	390	14	54
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	5	67	3	\$40,900	\$41,000	253	13	14
11-9121	Natural Sciences Managers	5	9	0	\$146,600	\$154,900	492	9	2
19-1042	Medical Scientists, Except Epidemiologists	4	13	0	\$91,100	\$101,800	40	1	3
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	4	34	1	\$76,700	\$99,700	326	10	9
19-4031	Chemical Technicians	3	15	1	\$46,000	\$53,700	55	2	5
11-1021	General and Operations Managers	3	556	18	\$112,000	\$125,700	1,719	51	191
17-2112	Industrial Engineers	3	59	1	\$87,600	\$93,600	168	4	20
49-9041	Industrial Machinery Mechanics	3	190	4	\$52,800	\$57,400	869	39	65
11-3051	Industrial Production Managers	3	38	1	\$121,600	\$118,200	1,322	37	13
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3	936	66	\$31,000	\$33,700	3	0	334
19-1021	Biochemists and Biophysicists	2	2	0	\$94,100	\$104,800	13	0	1
19-4021	Biological Technicians	2	42	2	\$44,200	\$49,500	63	2	22
13-1041	Compliance Officers	2	77	1	\$77,000	\$75,600	604	19	39
43-4051	Customer Service Representatives	2	675	38	\$37,300	\$38,500	955	52	357
51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	2	32	1	\$37,500	\$38,400	881	47	16
17-3026	Industrial Engineering Technologists and Technicians	2	36	1	\$54,900	\$59,900	0	0	18
49-9071	Maintenance and Repair Workers, General	2	423	19	\$41,300	\$43,800	142	3	221

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	2	284	5	\$124,500	\$124,000	996	25	144
43-5061	Production, Planning, and Expediting Clerks	2	116	4	\$45,100	\$52,000	336	10	60
13-1198	Project Management Specialists and Business Operations Specialists, All Other	2	328	5	\$77,900	\$84,300	342	8	167
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	2	36	1	\$44,500	\$46,800	289	13	19
43-5071	Shipping, Receiving, and Inventory Clerks	2	298	16	\$33,400	\$37,200	1,887	108	157
13-2011	Accountants and Auditors	1	313	7	\$86,100	\$81,700	235	5	320
11-9041	Architectural and Engineering Managers	1	24	0	\$135,400	\$158,100	220	4	25
17-2031	Bioengineers and Biomedical Engineers	1	2	0	\$90,200	\$98,300	0	0	2
19-1029	Biological Scientists, All Other	1	1	0	\$80,900	\$89,900	37	1	2
43-3031	Bookkeeping, Accounting, and Auditing Clerks	1	436	13	\$41,700	\$44,100	539	22	449
51-8091	Chemical Plant and System Operators	1	8	0	\$64,000	\$65,500	107	5	8
11-3021	Computer and Information Systems Managers	1	72	1	\$135,700	\$161,700	291	5	73
15-1211	Computer Systems Analysts	1	111	2	\$92,900	\$99,000	585	10	113
17-2199	Engineers, All Other	1	21	0	\$98,200	\$107,100	943	17	21
43-6011	Executive Secretaries and Executive Administrative Assistants	1	112	2	\$51,800	\$65,200	1,363	42	114
11-3013	Facilities Managers	1	73	2	\$92,000	\$108,100	1,272	30	74
13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	1	107	2	\$80,900	\$96,600	1,435	35	109
11-3031	Financial Managers	1	163	3	\$128,200	\$151,500	548	11	165
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1	206	4	\$63,000	\$73,100	520	17	210
43-1011	First-Line Supervisors of Office and Administrative Support Workers	1	414	9	\$56,200	\$62,000	628	34	422
11-2033	Fundraising Managers	1	3	0	\$127,900	\$135,600	821	21	3
51-9198	Helpers--Production Workers	1	102	10	\$35,200	\$32,000	1,256	95	113

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
11-3121	Human Resources Managers	1	26	1	\$127,700	\$134,600	1,491	33	26
13-1071	Human Resources Specialists	1	177	7	\$71,600	\$69,400	707	17	184
53-7051	Industrial Truck and Tractor Operators	1	418	25	\$36,400	\$39,200	1,678	100	444
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1	640	42	\$27,200	\$31,400	2,211	183	682
13-1081	Logisticians	1	73	1	\$70,000	\$79,800	449	9	74
13-1111	Management Analysts	1	250	7	\$89,800	\$97,600	713	21	257
13-1161	Market Research Analysts and Marketing Specialists	1	124	3	\$54,300	\$74,000	508	14	127
11-2021	Marketing Managers	1	26	1	\$129,000	\$154,500	879	22	26
19-1022	Microbiologists	1	1	0	\$82,400	\$91,800	36	1	1
43-9061	Office Clerks, General	1	758	39	\$31,100	\$37,800	1,011	39	797
53-7064	Packers and Packagers, Hand	1	186	17	\$28,700	\$29,300	1,319	94	203
29-2052	Pharmacy Technicians	1	130	3	\$36,800	\$36,500	272	8	133
51-9199	Production Workers, All Other	1	90	5	\$30,800	\$35,600	0	0	95
27-3031	Public Relations Specialists	1	35	0	\$61,300	\$71,900	413	14	35
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	1	88	2	\$74,200	\$72,400	291	6	91
11-2022	Sales Managers	1	52	1	\$155,700	\$147,600	354	7	53
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1	255	8	\$68,800	\$73,500	26	1	263
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1	395	12	\$40,200	\$40,400	1,068	53	407
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	1	276	5	\$105,500	\$114,300	431	7	281
15-2041	Statisticians	1	3	0	\$94,700	\$97,200	32	0	3
53-7065	Stockers and Order Fillers	1	981	57	\$30,100	\$31,000	4,216	439	1,039
51-2092	Team Assemblers	1	328	30	\$30,700	\$36,000	174	10	358
13-1151	Training and Development Specialists	1	98	3	\$76,700	\$67,400	588	18	102
Total Annual Payroll					\$9,392,000	\$10,152,000			
					140	\$67,086			



<b>SOC</b>	<b>Title</b>	<b>New Employer Demand</b>	<b>Empl (Place of Residence)<sup>1</sup></b>	<b>Unempl<sup>1</sup></b>	<b>Regional Avg Wage<sup>2</sup></b>	<b>National Avg Wage<sup>2</sup></b>	<b>Empl Extended</b>	<b>Unempl Extended</b>	<b>Potential Candidates per Opening</b>
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[Source: JobsEQ®](#)

1. Occupation employment and unemployment are place-of-residence data--that is, referring to workers who reside in the named locality.

2. Occupation wages are as of 2020 and represent the average for all Covered Employment

Data as of 2021Q1 unless noted otherwise

Note: Figures may not sum due to rounding.

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**Frederick County, Virginia, NAICS 3212 - Veneer, Plywood, and Engineered Wood Product Manufacturing (162 Workers)**

<b>SOC</b>	<b>Title</b>	<b>New Employer Demand</b>	<b>Empl (Place of Residence)<sup>1</sup></b>	<b>Unempl<sup>1</sup></b>	<b>Regional Avg Wage<sup>2</sup></b>	<b>National Avg Wage<sup>2</sup></b>	<b>Empl Extended</b>	<b>Unempl Extended</b>	<b>Potential Candidates per Opening</b>
51-2092	Team Assemblers	22	338	24	\$30,700	\$36,000	179	7	16
51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	20	36	1	\$33,100	\$33,500	25	1	2
51-7041	Sawing Machine Setters, Operators, and Tenders, Wood	12	21	1	\$37,200	\$33,300	1,593	93	2
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	8	974	50	\$31,000	\$33,700	3	0	128
53-7051	Industrial Truck and Tractor Operators	7	432	19	\$36,400	\$39,200	1,731	75	64
51-1011	First-Line Supervisors of Production and Operating Workers	6	269	6	\$66,300	\$66,800	400	10	46
53-7063	Machine Feeders and Offbearers	6	49	4	\$33,000	\$34,500	79	5	9
53-3032	Heavy and Tractor-Trailer Truck Drivers	4	784	27	\$48,200	\$48,700	488	17	203
51-9198	Helpers--Production Workers	4	103	8	\$35,200	\$32,000	1,297	72	28
49-9041	Industrial Machinery Mechanics	4	194	3	\$52,800	\$57,400	889	29	49
51-9191	Adhesive Bonding Machine Operators and Tenders	3	7	0	\$36,700	\$37,600	1,462	66	2
17-3011	Architectural and Civil Drafters	3	40	1	\$46,900	\$59,100	105	3	14
51-2099	Assemblers and Fabricators, All Other	3	75	5	\$30,700	\$36,000	338	24	26
47-2031	Carpenters	3	346	15	\$46,800	\$54,200	403	24	120
51-9051	Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	3	11	1	\$41,200	\$41,900	0	0	4
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3	207	7	\$44,300	\$44,600	683	30	72
49-9071	Maintenance and Repair Workers, General	3	434	14	\$41,300	\$43,800	145	2	149
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3	262	6	\$68,800	\$73,500	27	1	89
47-2111	Electricians	2	210	6	\$51,600	\$61,600	401	13	108
51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	2	32	0	\$37,500	\$38,400	902	36	16
11-1021	General and Operations Managers	2	572	14	\$112,000	\$125,700	1,760	38	293

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
11-3051	Industrial Production Managers	2	39	1	\$121,600	\$118,200	1,354	28	20
49-9044	Millwrights	2	22	1	\$56,300	\$59,100	937	27	12
43-9061	Office Clerks, General	2	778	30	\$31,100	\$37,800	1,047	29	404
51-9199	Production Workers, All Other	2	91	4	\$30,800	\$35,600	0	0	47
43-5071	Shipping, Receiving, and Inventory Clerks	2	306	12	\$33,400	\$37,200	1,938	81	159
51-7099	Woodworkers, All Other	2	4	0	\$36,500	\$35,700	0	0	2
13-2011	Accountants and Auditors	1	322	5	\$86,100	\$81,700	238	4	327
43-3031	Bookkeeping, Accounting, and Auditing Clerks	1	448	10	\$41,700	\$44,100	553	17	458
51-7011	Cabinetmakers and Bench Carpenters	1	40	1	\$38,100	\$38,900	22	1	41
51-9124	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	1	46	2	\$41,300	\$42,100	1,121	48	47
47-2061	Construction Laborers	1	416	27	\$35,000	\$43,000	588	30	443
13-1051	Cost Estimators	1	93	1	\$66,700	\$73,000	0	0	94
53-7021	Crane and Tower Operators	1	23	1	\$61,500	\$64,000	174	7	24
43-4051	Customer Service Representatives	1	691	29	\$37,300	\$38,500	984	39	719
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	1	29	1	\$59,900	\$63,300	1,028	28	30
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1	209	3	\$63,000	\$73,100	532	13	212
43-1011	First-Line Supervisors of Office and Administrative Support Workers	1	424	7	\$56,200	\$62,000	649	25	430
53-1047	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	1	234	4	\$57,000	\$58,300	1,399	47	238
13-1071	Human Resources Specialists	1	179	5	\$71,600	\$69,400	723	13	185
17-2112	Industrial Engineers	1	61	1	\$87,600	\$93,600	171	3	61
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1	660	31	\$27,200	\$31,400	2,283	138	691
45-4023	Log Graders and Scalers	1	1	0	\$37,700	\$38,900	10	0	1
45-4029	Logging Workers, All Other	1	1	0	\$41,300	\$41,800	0	0	1
51-4041	Machinists	1	94	3	\$50,200	\$47,800	436	12	97
49-9043	Maintenance Workers, Machinery	1	32	1	\$57,900	\$52,000	195	3	34

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	1	69	1	\$57,300	\$57,000	1,019	28	71
51-9111	Packaging and Filling Machine Operators and Tenders	1	218	9	\$38,900	\$35,200	2,098	104	227
53-7064	Packers and Packagers, Hand	1	190	13	\$28,700	\$29,300	1,373	71	203
43-5061	Production, Planning, and Expediting Clerks	1	119	3	\$45,100	\$52,000	342	7	122
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	1	90	2	\$74,200	\$72,400	298	5	92
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1	405	9	\$40,200	\$40,400	1,093	40	414
51-8021	Stationary Engineers and Boiler Operators	1	15	1	\$66,500	\$68,200	1,105	29	15
53-7065	Stockers and Order Fillers	1	1,006	43	\$30,100	\$31,000	4,433	333	1,049
Total Annual Payroll					\$6,917,000	\$7,279,000			
		162			\$42,698				

[Source: JobsEQ®](#)

1. Occupation employment and unemployment are place-of-residence data--that is, referring to workers who reside in the named locality.

2. Occupation wages are as of 2020 and represent the average for all Covered Employment

Data as of 2021Q2 unless noted otherwise

Note: Figures may not sum due to rounding.

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Frederick County, Virginia, NAICS 3115 - Dairy Product Manufacturing (46 Workers)

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
51-3092	Food Batchmakers	7	116	4	\$30,000	\$35,000	250	23	17
51-9111	Packaging and Filling Machine Operators and Tenders	7	214	12	\$38,900	\$35,200	2,033	136	32
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3	936	66	\$31,000	\$33,700	3	0	334
51-1011	First-Line Supervisors of Production and Operating Workers	2	262	8	\$66,300	\$66,800	390	14	135
49-9041	Industrial Machinery Mechanics	2	190	4	\$52,800	\$57,400	869	39	97
53-7051	Industrial Truck and Tractor Operators	2	418	25	\$36,400	\$39,200	1,678	100	222
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	2	36	1	\$44,500	\$46,800	289	13	19
53-7061	Cleaners of Vehicles and Equipment	1	120	10	\$27,400	\$29,400	4	0	130
51-9193	Cooling and Freezing Equipment Operators and Tenders	1	4	1	\$38,700	\$39,600	83	3	5
53-3031	Driver/Sales Workers	1	178	8	\$33,300	\$31,900	356	55	186
35-3023	Fast Food and Counter Workers	1	1,007	97	\$22,600	\$24,500	2,482	297	1,103
51-3093	Food Cooking Machine Operators and Tenders	1	22	1	\$33,300	\$34,200	476	49	23
19-4013	Food Science Technicians	1	11	0	\$41,200	\$45,900	17	1	11
19-1012	Food Scientists and Technologists	1	1	0	\$72,000	\$80,200	249	1	1
11-1021	General and Operations Managers	1	556	18	\$112,000	\$125,700	1,719	51	574
53-3032	Heavy and Tractor-Trailer Truck Drivers	1	788	36	\$48,200	\$48,700	479	23	823
51-9198	Helpers--Production Workers	1	102	10	\$35,200	\$32,000	1,256	95	113
11-3051	Industrial Production Managers	1	38	1	\$121,600	\$118,200	1,322	37	39
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1	203	10	\$44,300	\$44,600	665	40	213
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1	640	42	\$27,200	\$31,400	2,211	183	682
49-9071	Maintenance and Repair Workers, General	1	423	19	\$41,300	\$43,800	142	3	442
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	1	67	3	\$40,900	\$41,000	253	13	70

SOC	Title	New Employer Demand	Empl (Place of Residence) <sup>1</sup>	Unempl <sup>1</sup>	Regional Avg Wage <sup>2</sup>	National Avg Wage <sup>2</sup>	Empl Extended	Unempl Extended	Potential Candidates per Opening
43-9061	Office Clerks, General	1	758	39	\$31,100	\$37,800	1,011	39	797
53-7064	Packers and Packagers, Hand	1	186	17	\$28,700	\$29,300	1,319	94	203
43-5061	Production, Planning, and Expediting Clerks	1	116	4	\$45,100	\$52,000	336	10	119
	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1	255	8	\$68,800	\$73,500	26	1	263
41-4012		1	255	8	\$68,800	\$73,500	26	1	263
43-5071	Shipping, Receiving, and Inventory Clerks	1	298	16	\$33,400	\$37,200	1,887	108	314
53-7065	Stockers and Order Fillers	1	981	57	\$30,100	\$31,000	4,216	439	1,039
	Total Annual Payroll				\$1,952,000	\$2,045,000			
		46			\$42,435				

[Source: JobsEQ®](#)

1. Occupation employment and unemployment are place-of-residence data--that is, referring to workers who reside in the named locality.

2. Occupation wages are as of 2020 and represent the average for all Covered Employment

Data as of 2021Q1 unless noted otherwise

Note: Figures may not sum due to rounding.

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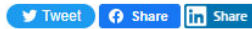


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### 2021 SUSTAINABILITY RANKINGS

From Site Selection magazine, July 2021

SHARE THIS ON SOCIAL MEDIA



## Keeping It Real: Germany, Illinois and Toledo Top the 2021 Sustainability Rankings

### REGIONAL

#### EAST NORTH CENTRAL

- 1 Illinois
- 2 Michigan
- 3 Ohio
- 4 Wisconsin
- 5 Indiana

#### PACIFIC

- 1 California
- 2 Washington
- 3 Oregon
- 4 Alaska
- 5 Hawaii

#### WEST NORTH CENTRAL

- 1 Minnesota
- 2 Iowa
- 3 Missouri
- 4 Nebraska
- 5 Kansas
- 5 North Dakota
- 6 South Dakota

#### MOUNTAIN

- 1 Colorado
- 2 Arizona
- 3 Nevada
- 4 Idaho
- 5 Montana
- 6 Wyoming
- 7 New Mexico
- 8 Utah

#### SOUTH ATLANTIC

- 1 North Carolina
- 2 Virginia
- 3 Florida
- 4 Georgia
- 5 South Carolina
- 6 Maryland
- 7 Dist. of Columbia
- 8 Delaware
- 9 West Virginia

#### NORTHEAST

- 1 New York
- 2 Massachusetts
- 3 Pennsylvania
- 4 Connecticut
- 5 New Jersey
- 6 Vermont
- 7 New Hampshire
- 8 Maine
- 9 Rhode Island

#### SOUTH CENTRAL

- 1 Texas
- 2 Louisiana
- 3 Kentucky
- 4 Oklahoma
- 5 Mississippi
- 6 Tennessee
- 7 Arkansas
- 8 Alabama

### TOP 10 STATES

Rank	State
1	Illinois
2	California
T3	Michigan
T3	New York
5	Minnesota
6	Washington
T7	Ohio
T7	Massachusetts
9	Texas
T10	North Carolina
T10	Colorado

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## Available Land Sites in Frederick County EDA Property Database March 3, 2022

### Navigating the Database

Navigate between sites and buildings using filters, or search for a property by name through the search bar. Please [contact us](#) for additional assistance.

▼ Filters

📍 Map

🔍

Viewing 15 of 15 sites/land

Sites/Land

Reset filters

Standard Units
  Map filters list

Sort by  
Size 1 7

<b>Bluestone Industrial Park</b>					
5698 VALLEY PIKE, Stephens City		122.54 ac AVAILABLE	122.5 ac CONTIGUOUS	<span style="color: green;">✓</span> CERTIFIED	<span style="font-size: 24px;">i</span> <span style="font-size: 24px; margin-left: 10px;">📍</span>
<b>7165 Valley Pike</b>					
7165 Valley Pike, Middletown		101.25 ac AVAILABLE	101.25 ac CONTIGUOUS		<span style="font-size: 24px;">i</span> <span style="font-size: 24px; margin-left: 10px;">📍</span>
<b>DeHaven Property</b>					
Woodbine Road, Clear Brook		50.78 ac AVAILABLE	50.78 ac CONTIGUOUS		<span style="font-size: 24px;">i</span> <span style="font-size: 24px; margin-left: 10px;">📍</span>
<b>Stonewall Industrial Park</b>					
Welltown Road and McGhee Road, Winchester		27 ac AVAILABLE	27 ac CONTIGUOUS		<span style="font-size: 24px;">i</span> <span style="font-size: 24px; margin-left: 10px;">📍</span>
<b>MILTON RAY</b>					
601 MILTON RAY DR, Winchester		25 ac AVAILABLE	25 ac CONTIGUOUS		<span style="font-size: 24px;">i</span> <span style="font-size: 24px; margin-left: 10px;">📍</span>
<b>Eastgate Industrial Park-Commercial</b>					
280 MARANTO MANOR DR, Winchester		25 ac AVAILABLE	25 ac CONTIGUOUS		<span style="font-size: 24px;">i</span> <span style="font-size: 24px; margin-left: 10px;">📍</span>
<b>Eastgate Industrial Park</b>					
Marcel Dr. and Tasker Rd., Winchester		53.44 ac AVAILABLE	21.36 ac CONTIGUOUS		<span style="font-size: 24px;">i</span> <span style="font-size: 24px; margin-left: 10px;">📍</span> <span style="font-size: 24px; margin-left: 10px;">🏠</span>

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**Annandale Industrial Park- Lot 6 Frogale Ct**

206 Frogale Ct, Winchester

17 ac  
 AVAILABLE

17 ac  
 CONTIGUOUS



**Zuckerma- Martinsburg Pike**

2157 MARTINSBURG PIKE, Winchester

14 ac  
 AVAILABLE

14 ac  
 CONTIGUOUS



**Carroll Industrial Park**

283 Ebert Rd, Winchester

20.9 ac  
 AVAILABLE

10.9 ac  
 CONTIGUOUS



**Dawson Industrial Park Lot 3**

199 Dawson Drive, Winchester

8.04 ac  
 AVAILABLE

8.04 ac  
 CONTIGUOUS



**220 Park Center Drive**

220 Park Center Drive, Winchester

5 ac  
 AVAILABLE

5 ac  
 CONTIGUOUS



**Industrial Drive**

110 Industrial Dr, Winchester

7 ac  
 AVAILABLE

4.5 ac  
 CONTIGUOUS



DATE: March 7, 2022

TO: Board of Directors  
Frederick County Economic Development Authority

FROM: Patrick Barker, CEcD  
Executive Director

CC: Jay Tibbs  
Deputy County Administrator

RE: Joint Meeting with Board of Supervisors | Preparation

While we await a date for the joint meeting, some deeper discussion on the agenda is likely prudent.

Staff recommends structuring an agenda for this year's joint meeting to provide an overview of core EDA functions and recent projects, then an update to planned activities from last year.

The proposed agenda is listed below:

- General overview of EDA's mission
- Talent strategy implementation
- Targeted Business Analysis status update
- FredCo Eats – Inaugural Restaurant Week
- Grocery store attraction status update
- Update of planned activities from last year

At last year's meeting, the following planned activities were presented and discussed.

- Activity #1 | Partner with appropriate local and regional partners to create solutions for current and projected workforce needs
- Activity #2 | Continue refinement of the business sites program
- Activity #3 | Cooperative marketing match program with agribusiness entities
- Activity #4 | Expansion of retention activities
- Activity #5 | Collaborative marketing with Winchester Regional Airport

The most recent Area Development Magazine's Annual Survey of corporate decision makers and site consultants is included as it may spark some additional thoughts for the agenda.

Staff is seeking EDA Board feedback regarding the agenda and recommendations concerning possible planned activities for the next 12 months.

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## AREA DEVELOPMENT MAGAZINE'S ANNUAL SURVEY OF CORPORATE DECISION MAKERS AND SITE CONSULTANTS 2021 RESULTS

COMBINED RATINGS*		
CONSULTANTS SURVEY		
Site Selection Factors	2020	2019
<b>Ranking</b>		
1. Labor costs	100.0	98.3 (2)**
2. Availability of skilled labor	98.3	100.0 (1)
2T. Highway accessibility	98.3	98.2 (3)
4. Energy availability and costs	94.7	89.6 (8T)
5. State and local incentives	93.0	93.1 (5T)
6. Tax exemptions	91.2	88.0 (10)
7. Proximity to suppliers	91.0	85.7 (12)
8. Proximity to major markets	89.5	94.9 (4)
9. Available land	89.4	91.2 (7)
10. Available buildings	87.7	93.1 (5T)
11T. Inbound/outbound shipping costs	86.0	79.3 (15T)
11T. Low union profile	86.0	77.6 (17)
13. Occupancy or construction costs	84.2	86.2 (11)
14. Expedited or "fast-track" permitting	82.5	89.6 (8T)
15. Accessibility to major airport	80.7	80.4 (14)
16. Right-to-work state	77.2	69.0 (20)
17. Corporate tax rate	75.4	72.4 (18)
18T. Training programs/technical schools	71.9	80.7 (13)
18T. Environmental regulations	71.9	79.3 (15T)
20. Quality-of-life	70.2	66.7 (21T)
21T. Availability of unskilled labor	65.0	69.2 (19)
21T. Raw materials availability	65.0	66.7 (21T)
23. Proximity to innovation commercialization/R&D centers	54.4	48.3 (25)
24. Availability of advanced ICT services	53.6	60.7 (24)
25. Water availability	49.1	62.1 (23)
26. Railroad service	41.9	43.1 (26)
27. Waterway or oceanport accessibility	35.1	37.9 (28)
28. Availability of long-term financing	29.9	40.3 (27)

\* All figures are percentages and are the total of the "very important" and "important" ratings of the Area Development Consultants Survey and are rounded to the nearest tenth of a percent.

\*\* 2019 ranking

COMBINED RATINGS*		
CORPORATE SURVEY		
Site Selection Factors	2020	2019
<b>Ranking</b>		
1. Availability of skilled labor	91.4	92.3 (2)**
2. Highway accessibility	88.7	92.4 (1)
3. Energy availability and costs	85.3	79.5 (7)
4. Quality-of-life	84.8	82.2 (4)
5. Labor costs	84.2	87.1 (3)
6. Occupancy or construction costs	80.6	80.3 (5)
7. Corporate tax rate	80.0	79.7 (6)
8. Tax exemptions	78.6	75.0 (8)
9. State and local incentives	77.2	70.2 (14)
10. Inbound/outbound shipping costs	76.8	69.8 (15)
11. Right-to-work state	71.8	72.0 (11)
12. Proximity to major markets	71.7	72.6 (10)
13. Environmental regulations	71.6	73.0 (9)
14. Available buildings	70.6	71.3 (12)
15. Low union profile	70.0	62.7 (18)
16. Available land	65.2	64.4 (17)
17. Proximity to suppliers	64.2	68.1 (16)
18. Training programs/technical schools	63.3	60.3 (19)
19. Expedited or "fast-track" permitting	61.8	70.7 (13)
20. Availability of long-term financing	59.4	59.5 (20)
21. Raw materials availability	59.1	56.1 (22)
22. Availability of unskilled labor	53.0	59.0 (21)
23. Water availability	50.1	45.2 (24)
24. Accessibility to major airport	47.8	50.6 (23)
25. Availability of advanced ICT services	36.9	26.7 (26)
26. Proximity to innovation commercialization/R&D centers	29.9	35.7 (25)
27T. Railroad service	24.6	25.3 (27)
27T. Waterway or oceanport accessibility	24.6	20.3 (28)

\* All figures are percentages and are the total of the "very important" and "important" ratings of the Area Development Corporate Survey and are rounded to the nearest tenth of a percent.

\*\* 2019 ranking

DATE: March 7, 2022

TO: Board of Directors,  
Frederick County Economic Development Authority

FROM: Wendy May  
Marketing Manager

CC: Jay Tibbs  
Deputy County Administrator

RE: FredCo Eats: Restaurant Week

The EDA held Frederick County's first Restaurant Week January 31 – February 6, 2022. Restaurant Week is part of FredCo Eats, an effort to cultivate and elevate the full scope of Frederick County, Virginia's food economy – from agriculture through production and distribution, to the dining experience.

A pre-event survey of 10 Frederick County restaurants was used to select the event dates and develop participation criteria. Primary areas of focus for the inaugural event were to create awareness of Frederick County's restaurant industry and provide a mid-winter boost for restaurants during a time when restaurant sales traditionally decline. Frederick County's restaurant scene is diverse, including stand-alone restaurants, food trucks, and farms with cafes and markets; participation criteria was broad to include as many local eateries as possible. Fifteen (15) restaurants participated in the inaugural event, offering a mix of multi-course menus, meal deals, and promotional discounts.

Over a three-month span, the EDA developed a FredCo Eats web presence, created Facebook and Instagram pages, and implemented an advertising strategy to create excitement around the effort. A hashtag campaign was utilized during the week to encourage diners to share their Restaurant Week experience on social media to further expand marketing reach.

Participant survey results will be shared at the March board meeting along with opportunities for further development of Restaurant Week and FredCo Eats.

# Inaugural Frederick County restaurant week announced

By **JOSH JANNEY**  
The Winchester Star

**WINCHESTER** — The Frederick County Economic Development Authority will soon launch a campaign to raise awareness of the county's restaurants.

From January 31–February 6, the EDA will hold its first FredCo Eats Restaurant Week. During this time, 15 participating restaurants will offer special multi-course menus, meal deals, and/or promotional discounts.

Menus and promotional details will be posted at **FredCoEats.com** the week of Jan. 24. The EDA will also use the website to highlight the county's local cuisines, favorite neighborhood hangouts, creative chefs, and restaurant families.

EDA Marketing Manager Wendy May said in a news release that the county "has a strong food economy, including generational farms, thriving agribusinesses, large-scale food manufacturers, and a growing restaur-

ant scene."

"Restaurant Week will showcase and celebrate the unique restaurants we have in Frederick County, an economic sector that adds so much to the overall feel and success of our community," she added. "We look forward to rallying around, and supporting, our local restaurants this winter."

May told the Star she wanted to start a restaurant week for some time.

See **Restaurant**, Page **A5**

## Restaurant

From **Page A4**

"I grew up in Frederick County, and I've always been a big fan of Winchester's restaurant week," May said. "And there's just a ton of restaurant weeks in the state of Virginia in general. Seeing how much the restaurant industry has grown in Frederick County, I really thought the area could support a restaurant week for Frederick County."

According to the EDA, Restaurant Week will show the unique character of Frederick County's dining experience. Participating businesses include Bam Bam's BBQ, Chinatown, Daily Buzz Café, Fizzle's BBQ, Jordan Springs Market BBQ, Nonni's Eats & Sweets, P2 @ Woolen Mill, Paco's Tacos, Paladin Bar & Grill, Pan D Endz Cuisine, Shaffer's BBQ, Taqueria Guadalajara, Taste of India, Vault & Cellar and West Oaks Farm Market.

Olivia Synnott, Jordan Springs Market BBQ owner, notes in the release that Frederick County is home to "a wide variety of independently owned and operated restaurants."

"We are thrilled to join with other restaurants in sharing our stories and favorite dishes, providing insight into the many genres of foods available locally," she said.

FredCo Eats Restaurant Week is part of the umbrella of FredCo Eats, which is an EDA effort to cultivate and elevate the full scope of the county's food economy.

The EDA will launch a hashtag campaign during restaurant week where participants photograph and post their Restaurant Week experience to Facebook or Instagram with the hashtag #FredCoEatsRW. Participants will be entered into drawings for swag packs, which will include a FredCo Eats t-shirt, stickers, and gift certificates.

For more information, visit **FredCoEats.com**, **facebook.com/FredCoEats** or **instagram.com/FredCoEats**.

## Federick County restaurant owners excited about restaurant week

by: [Ya-Marie Sesay](#)

Posted: Feb 3, 2022 / 04:39 PM EST

Updated: Feb 3, 2022 / 11:00 PM EST

SHARE    ...

WINCHESTER, Va. (WDVM) — It's restaurant week in Federick County, Virginia, and several food spots are already seeing an increase in customers.

The newly anticipated event will last until Sunday, Feb. 6. More than a dozen restaurants are offering special discounts and giving away goodies.

### **Maryland lawmakers want Governor Hogan State of State proposals to deliver results back home**

"Frederick County has a strong food economy, including generational farms, thriving agribusinesses, large-scale food manufacturers, and a growing restaurant scene. FredCo Eats Restaurant Week showcases and celebrates the diverse eateries we have in the County, an important economic sector that adds so much to the overall feel and success of our community. We are excited to rally around our local restaurants this winter," said Wendy May, marketing manager for the Frederick County Economic Development Authority.

The owner of Fizzle's BBQ food truck in Winchester says it's their first year participating in FredCo Eats, and so far they're excited.

"We anticipate more people coming out and a lot of new people coming out. A lot of people don't know we're here, a lot of people do know we're here. But the food truck scene in this area is not really that big of a thing so we really hope this promotes the food trucks in the area," said Charlie Greathouse, owner of Fizzle's BBQ.

Greathouse says they've been in business for nearly 4 years. They have several options to offer their customers from chicken, to pork sandwiches, and so much more.

Staff at Fizzle's BBQ aren't the only ones excited. The chief operating officer for Daily Buzz Cafe says they've already seen an increase in customers.

"Participation has exceeded our expectations with many new customers coming out to sample our restaurant week promotions of coffee or tea flights and specialty grilled cheese, soup, and dessert combos. We are grateful to Frederick County Economic Development Authority for creating this program," said Sue Daniels, C.O.O. for Daily Buzz Cafe in Stephens City.



PROVIDED PHOTO

Paladin Bar & Grill during FredCo Eats Restaurant Week. From left are Reese Martin, Dan Myers, Cassie Prescott, Sam Bragg, Lindsey Orndorff, Ralph Watson, Jason Von Moll, Josh Rivers and Abby Chin.

# Inaugural FredCo Eats Restaurant Week exceeded expectations

By **JOSH JANNEY**  
The Winchester Star

**WINCHESTER** — The inaugural FredCo Eats Restaurant Week was a success, according to the Frederick County Economic Development Authority and participating restaurants.

Fifteen restaurants in the county took part in the event from Jan. 31 to Feb. 6, with customers offered promotional discounts, special multi-course menus and meal deals.

“Overall, the response to Restaurant Week exceeded my expectations,” said EDA Marketing Manager Wendy May. “There was so much excitement from both the restaurants and the diners themselves.”

The EDA organized the first-time event to help elevate the county’s food economy and introduce people to restaurants and foods they might not typically try.

Olivia Landry, owner of Jordan Springs Market BBQ in Stephenson, called the week “a huge success.” She and other restaurant owners said that late January and early February tend to be the slowest



PROVIDED PHOTO

Takeout from Pacos Tacos offered during FredCo Eats Restaurant Week.

time of the year for the restaurant industry, so the timing of Restaurant Week gave them a needed boost. Landry said it also brought new customers to her business.

Jordan Springs Market BBQ offered two types of specials during Restaurant Week — one was a family pack with a variety of smoked meats and sides that people could take home. She said this was popular because some customers are still concerned about dining indoors amid the COVID-19 pandemic. The other special featured a different

See **Restaurant**, Page **A7**

# Restaurant

From **Page A4**

barbecue sandwich each day, which was popular among regular customers looking for something new to try.

Chris Daniels, owner of the Daily Buzz Cafe in Stephens City, agreed that the event's timing was perfect.

"The Frederick County Economic Development Authority, they just really did an exceptional job of coordinating this, especially for being a first-time effort," Daniels said. "It definitely helped boost business during that week."

Daniels said Restaurant Week was an opportunity to experiment, and the cafe offered special coffee flights. He said the idea came about because he had seen a lot of buzz on social media about the growing trend of serving coffee flights.

"We did a different beverage flight each day all week. So as an example, we did Mocha Monday, and you'd come in and try four different mochas," he said. "We did Frappe Friday, Bubble Teas day. So we had a lot of fun with the flights. People were super excited about that. And then the other thing that we did was a grilled cheese soup and dessert special as well."

Dan Myers had two participating restaurants — Paladin Bar & Grill on Warrior Drive



PROVIDED PHOTO

Andy and Cindy Lescalleet of Bam Bam's BBQ during FredCo Eats Restaurant Week.

in Stephens City and Paladin Woolen Mill (also known as P2) on Martinsburg Pike.

"It was really great, actually. I was a little bit surprised that the amount of people participated," Myers said. "... This past Saturday was one of the biggest Saturdays that we had in a winter month in a long time. And that was both restaurants."

Myers' restaurants offered special three-course meals. He said the shepherd's pie at P2 and the ham and cheese scones were "hands down" the crowd favorites.

"I know for our staff, the

kitchen crews were excited about being able to be creative and make something different from what's on the menu," Myers said. "So they enjoyed that. And the feedback from everybody was really positive."

He said he hopes to participate in Restaurant Week next year and would "absolutely" recommend other restaurants take part. He noted many small businesses took a financial hit during the pandemic and events like Restaurant Week are helping local businesses recover.

"We've just come out of another little COVID scare, so I

think the timing couldn't have been better," Myers said. "People are starting to come back out. Last year was terrible. So I think we were all able to join together. I feel like it brought all the small businesses together a little bit. Like we all kind of work together for the same goal, which I think is a really positive thing for the community."

Other participating eateries included Bam Bam's BBQ, Chinatown, Fizzle's BBQ, Nonni's Eats & Sweets, Paco's Tacos, Pan D Endz Cuisine Shaffer's BBQ, Taqueria Guadalajara, Taste of India, Vault & Cellar and West Oaks Farm Market.

May said the EDA will survey the participating restaurants about Restaurant Week to get feedback.

"It was really important that we included all types of eateries, because of the diversity that we have in the county," May said. "I think moving forward, expanding restaurant participation would be key. We did have 15 that participated, but I'd like to increase that number and then also increase diner participation."

For more information, visit [FredCoEats.com](https://FredCoEats.com) or [facebook.com/FredCoEats](https://facebook.com/FredCoEats).

— Contact Josh Janney at [jjanney@winchesterstar.com](mailto:jjanney@winchesterstar.com)



# FREDCO EATS

RESTAURANT WEEK

JANUARY 31 - FEBRUARY 6, 2022

PARTICIPATING

15

RESTAURANTS

#FredCoEatsRW

# MENU GUIDE

## Welcome

The restaurant scene in Frederick County is diverse and growing! We are celebrating the full scope of eateries in Frederick County — stand alone restaurants, food trucks, growing agribusinesses serving up wholesome meals, and even specialty convenience stores serving authentic cuisine you might not expect! We are cultivating, elevating, and supporting our favorite neighborhood hangouts, passionate owners, innovative chefs, and restaurant families.

We welcome you to enjoy a mix of multi-course menus, promotional discounts, and meal deals at 15 Frederick County eateries.

We hope you'll agree that Frederick County's local food scene is worth paying attention to.

## Let's eat,

The FredCo Eats Team

## MULTI-COURSE MENUS

Paladin Bar & Grill **D|T**

P2 @ Woolen Mill **D|T**

Taqueria Guadalajara **D**

Taste of India **D|T**

Vault & Cellar **D**

## MEAL DEALS

Daily Buzz Café **D|T**

Fizzle's BBQ **T** (food truck)

Jordan Springs Market BBQ **D|T**

Paco's Tacos **D|T**

Pan D Endz **D|T**

West Oaks Farm Market **D|T**

## PROMOTIONAL DISCOUNTS

Bam Bam's BBQ **T** (food truck)

Chinatown **D**

Nonni's Eats & Sweets **T** (food truck)

Shaffer's BBQ **D|T**

**D - Dine In**

**T - Take Out**



# BAM BAM'S BBQ

Location Varies

**FACEBOOK:** @bambamsbbq1

**PROMOTION AVAILABLE FOR**

	DINE IN
X	TAKE OUT

**DAYS & HOURS**

**Food trucks are mobile and agile!**

View days, times, and locations on Bam Bam's Facebook page during Restaurant Week! @bambamsbbq1



## Restaurant Week Promotion

— Take Out —

**10% OFF ORDERS UNDER \$40**

**15% OFF ORDERS OVER \$40**

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# CHINATOWN

1085 Millwood Pike, Winchester, VA 22602

**URL** ChinatownWinchester.com

**FACEBOOK:** @chinatownwinchester

### PROMOTION AVAILABLE FOR

X	DINE IN
	TAKE OUT

### DAYS\*

	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

### HOURS\*

11:30am - 8:30pm	TUESDAY - FRIDAY
Noon - 8:30pm	SATURDAY & SUNDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## Restaurant Week Promotion

— Dine In —

**15% OFF** dine in only

— Excludes Alcohol

— Tax & gratuity not included

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# DAILY BUZZ CAFE

114 Elizabeth Dr., Stephens City, VA 22655

**URL** DailyBuzzCafe.com

**FACEBOOK:** @dailybuzzcafe

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

X	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

7:30am - 6:30pm	MONDAY - FRIDAY
8:00am - 5pm	SATURDAY - SUNDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## Three-Course Meal Deal

— Choose a Soup —

**Chicken Tortilla, Minestrone, Tomato Basil, Clam Chowder**

— Choose a Specialty Grilled Cheese —

**Crunchy Pig** bacon, bbq chips, cheddar and American

**CheeShroom** garlic, mushrooms, provolone

**Cheesy Caprese** tomatoes, basil, and fresh mozzarella

— Choose a Dessert —

**Ice Cream** vanilla, chocolate, or twist soft serve with choice of toppings

**Italian Ice** rainbow, cherry, mango, or cotton candy

**Gelati** any combination of Italian ice and ice cream

**\$15**

*Tax & gratuity not included*

**Option  
Two:**

**Hot Beverage Flight**

**Barista's Choice:**

Four hot beverages from the  
Coffee & Espresso Bar

**\$15**

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# FIZZLE'S BBQ

134 White Oak Rd., Stephens City, VA 22655

**FACEBOOK:** Search: Following Fizzle's BBQ

**PROMOTION AVAILABLE FOR**

	DINE IN
X	TAKE OUT

**DAYS & HOURS**

**Food trucks are mobile and agile!**

View days, times, and locations on the Following Fizzle's BBQ Facebook page during Restaurant Week!  
Search: Following Fizzle's BBQ



## Pulled Pork/Chicken Meal Deal (\$45)

- 2 lbs of Pulled Pork or Pulled Chicken, or Choose 1 lb. of Each
- 3 (16 oz.) Sides
- Includes: 4 Buns, 4 Beverages, and Sauce  
(add another 16 oz. side for \$5)

## Brisket Meal Deal (\$60)

- 2 lbs of Brisket
- 3 (16 oz.) Sides
- Includes: 4 Rolls, 4 Beverages, and Sauce  
(add another 16 oz. side for \$5)

## Sandwich Promotion (B3GO)

—Buy 3 Pulled Pork or Pulled Chicken Sandwiches, Get One Free

**Available Sides**

Mac n Cheese, Bad Betty's Slaw, Baked Beans, Green Beans with Ham and Corn

**Additional menu items available during Restaurant Week!**

Check Following Fizzle's BBQ on Facebook to stay up-to-date!

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# JORDAN SPRINGS MARKET BBQ

741 Jordan Springs Rd., Stephenson, VA 22656

**URL** JordanSpringsMarket.com

**FACEBOOK:** Search:  
Jordan Springs Market

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

X	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

6:30am - 7:00pm	MONDAY
6:30am - 8:00pm	TUESDAY - FRIDAY
7am - 8pm	SATURDAY
8am - 5pm	SUNDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## JSM Smokin' Family 4 Pack (\$25)

- 1 lb of Classic Pulled Pork or Alabama Pulled Chicken
- 2.5 lbs of Homemade Sides
- 4 Jumbo Cookies/Brownies

## JSM Smokin' Family 6 Pack (\$35)

- 1.5 lbs of Classic Pulled Pork or Alabama Pulled Chicken
- 3.5 lbs of Homemade Sides
- 6 Jumbo Cookies/Brownies or Pack of Whoopies

## Smokin' Meal Deal of the Day! (\$10)

- Each Day of Restaurant Week, JSM will feature a Specialty BBQ Sandwich with Choice of Homemade Soup or Homemade Side

Tax not included

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# NONNI'S EATS & SWEETS

Location Varies

**FACEBOOK:**

Search:  
Nonnis-Eats-Sweets-LLC

**PROMOTION AVAILABLE FOR**

	DINE IN
X	TAKE OUT

**DAYS & HOURS**

**Food trucks are mobile and agile!**

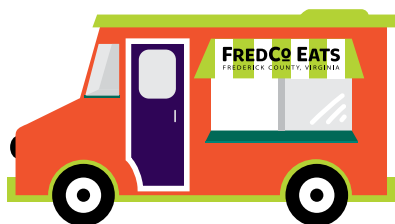
View days, times, and locations on the Nonni's Eats & Sweets Facebook page during Restaurant Week!

Search: Nonnis-Eats-Sweets-LLC

## Restaurant Week Promotion

— Take Out —

**10% OFF \$10 OR MORE**



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# P2 @ WOOLEN MILL

3416 Martinsburg Pike, Clear Brook, VA 22624

**URL** BullontheRun.net  
**FACEBOOK:** @paladinwoolenmill

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

	MONDAY
	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

4 - 10pm	WEDNESDAY & THURSDAY
4 - 11pm	FRIDAY
Noon - 11pm	SATURDAY
11am - 4pm	SUNDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## First Course

— Choose One —

**Street Corn Arancini** blistered corn fried risotto ball, whipped cotija cheese, chili lime season

**Ham & Cheese Pastry** puff pastry, ham, cheddar, bacon, southwest ranch

## Second Course

— Choose One —

**Maple-Brined Pork Chop** collard greens, sweet potato-corn cake, apple butter

**P2 Shepherd's Pie** ground beef & pork, carrots, onions, celery, corn, peas in rich gravy, topped with potato au gratin

## Third Course

— Choose One —

**Shirley Temple Creme Brulee**

**Maple Cheesecake Eggroll** candied bacon

# \$30

*Tax & gratuity not included*

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# PACO'S TACOS

1518 Martinsburg Pike, Winchester, VA 22603

**FACEBOOK:** @pacostacosva

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

X	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

9:30am - 8pm	MONDAY - SUNDAY
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\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## SUPER TACO COMBO

*Four Tacos of Your Choice*

*Housemade Tortilla Chips* with dip

— Choose from Pico de Gallo or Tuna Salad

*Beverage* soda or water

### \$15

*Tax & gratuity not included*

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# PALADIN BAR & GRILL

181-A Warrior Dr., Stephens City, VA 22655

**URL** BullontheRun.net  
**FACEBOOK:** @paladinbarandgrill

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

	MONDAY
	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
	SUNDAY

## HOURS\*

4 - 10pm	WEDNESDAY & THURSDAY
4 - 11pm	FRIDAY
noon - 11pm	SATURDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## First Course

— Choose One —

**Oyster Chowder** select oysters, mirepoix, potato, cream, cinnamon creme fraiche crostini

**Black Eyed Pea Fritter** hot pepper sauce, cool mint sauce

**Cheesy Sausage Balls** sweet chili aioli

## Second Course

— Choose One —

**Braised Pork Shank** collard greens, blistered tomatoes, potlikker, torn noodles

**Caribbean Jerk Half Chicken** coconut milk, stewed vegetables, rice

**Stuffed Acorn Squash** rice, apples, pecans, dried fruits, goat cheese

## Third Course

— Choose One —

**Chocolate Eclair Cake**

**Sticky Coconut Rice Balls** berry sauce

## \$35

*Tax & gratuity not included*

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# PAN D ENDZ

7451 Main St., Middletown, VA 22645

**URL** PanDEndzVA.com

**FACEBOOK:** @pandendzva

## PROMOTION AVAILABLE FOR

X	DINE IN (limited seating available)
X	TAKE OUT

## DAYS\*

X	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

8am - 8pm	TUESDAY - FRIDAY
9am - 9pm	SATURDAY
9am - 8pm	SUNDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

**MEALS** — Served with two sides & beverage | Sides: rice & beans, steamed vegetables, mac & cheese, mashed potatoes, plantains

## Monday

**Jerk Chicken** (\$10) **Curry Chicken** (\$10) **Stew Chicken** (\$10)

## Tuesday

**Jerk Chicken** (\$10) **Curry Chicken** (\$10) **Oxtail** (\$20)

## Wednesday

**Jerk Chicken** (\$10) **Curry Goat** (\$15) **Stew Chicken** (\$10) **Ackee & Saltfish** (\$20)

## Thursday

**Jerk Chicken** (\$10) **Curry Chicken** (\$10) **Peppered Steak** (\$15)

## Friday

**Jerk Chicken** (\$10) **Curry Goat** (\$15) **Oxtail** (\$20)

## Saturday

**Jerk Chicken** (\$10) **Oxtail** (\$20) **Baby Back Ribs-Half Rack** (\$15) **Jerk Pork** (\$15)

## Sunday

**Jerk Chicken** (\$10) **Curry Chicken** (\$10) **Baby Back Ribs-Half Rack** (\$15)

## OTHER

- Soups (\$5) Chicken - Available M, T, F, S Red Bean - Available W, Th, Su
- Jerk Wings (\$5) - Available F, S, Su
- Jerk Chicken Flat Bread (\$5) - Available Every Day
- Veggie Loaf (\$5) - Available Every Day

Tax not included

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# SHAFFER'S BBQ

8140 Valley Pike, Middletown, VA 22645

**URL** Shaffersbbq.com  
**FACEBOOK:** @ShaffersBBQPalace

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
	SUNDAY

## HOURS\*

10am - 7pm	TUESDAY - SATURDAY
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\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## Family Meal Special

— \$5 off any family meal

## Sandwich Special

— Buy one sandwich, get a second sandwich for 50% off

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# TAQUERIA GUADALAJARA

1181 Front Royal Pike, Winchester, VA 22602

**URL** GuadalajaraVA.com  
**FACEBOOK:** Search: Taqueria Guadalajara

## PROMOTION AVAILABLE FOR

X	DINE IN
	TAKE OUT

## DAYS\*

X	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

11am - 8pm	MONDAY - THURSDAY
11am - 9pm	FRIDAY & SATURDAY
11am - 6pm	SUNDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## First Course

— Choose One —

**Fresh Guacamole** fresh avocado dip

**Shrimp Ceviche** shrimp cooked in lime juice, pico de gallo, avocado slice

## Second Course

— Choose One —

**Midnight Tacos** two crunchy brisket tacos, cilantro, onion, chihuahua cheese

**Molé Enchiladas** two tortillas, smoky chipotle chicken, smothered in family molé recipe

**Naked Chile Relleno** poblano pepper, chihuahua cheese, local blue oyster mushrooms

## Third Course

— Choose One —

**Coconut Flan**

**Mango Mousse**

**\$30**

*Tax & gratuity not included*

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# TASTE OF INDIA

1060 Millwood Pike, Winchester, VA 22602

**URL** WinchesterTasteofIndia.com

**FACEBOOK:** Search: Taste of India  
Winchester

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

11am - 2:30 pm & 5pm - 9:30pm	TUESDAY - SUNDAY
----------------------------------	------------------

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## First Course

— Choose One —

**Vegetable Samosa**

**Vegetable Pakora**

**Onion Bhajia**

## Second Course

— Choose One —

**Navrataan Korma** vegetarian

**Saag Paneer** vegetarian

**Vegetable Tikka Masala** vegetarian

**Chicken Madras**

**Karahi Lamb**

**Chicken Tikka Masala**

## Third Course

— Choose One —

**Rice Pudding**

**Gulab Jamun**

## Bread

— Choose One —

**Naan**

**Basil Naan**

**Garlic Naan**

**\$35**

*Tax & gratuity not included*

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# VAULT & CELLAR

7843 Main St., Middletown, VA 22645

**URL** theVaultAndCellar.com

**FACEBOOK:** @vaultandcellar

## PROMOTION AVAILABLE FOR

X	DINE IN
	TAKE OUT

## DAYS\*

	MONDAY
	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
	SUNDAY

## HOURS\*

5pm - 11pm	WEDNESDAY - SATURDAY
------------	----------------------

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## First Course

— Choose One —

**Boiled Peanuts** dusting of sumac (vegan, gluten free)

**Appalachian Egg Rolls** pickled collard greens, Virginia ham, carrot, spring onion, bourbon honey mustard

**Buttermilk Biscuits** whipped butter, hot honey

**Grilled Cabbage Steak** sweet onion agrodolce, pecans (vegan, gluten free)

## Second Course

— Choose One —

**Wild Boar Sausage** roast sweet potatoes, brussel sprouts, dried cranberries, honey and grain mustard sauce

**Fried Catfish** Appalachian blue barley berries, boom boom sauce, herb salad

**Black Walnut Pesto** spaghetti squash, basil, garlic, pepitas, oyster mushrooms, Vidalia onion (vegan, gluten free)

**Vault Burger** smoked cheddar, lettuce, onion, bacon, apple butter, brioche bun from Flour & Water

## Third Course

— Choose One —

**Bread Pudding** candied pecans, drunken golden raisins, bourbon caramel, vanilla ice cream

**Bourbon Apple Crisp** oatmeal, brown sugar, whipped cream

**Paw Paw Custard** toasted coconut flake

**\$35**

Tax & gratuity not included

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# WEST OAKS FARM MARKET

4305 Middle Rd., Winchester, VA 22602

**URL** WestOaksFarm-Market.com

**FACEBOOK:** @WestOaksFarmMarket

## PROMOTION AVAILABLE FOR

X	DINE IN
X	TAKE OUT

## DAYS\*

X	MONDAY
X	TUESDAY
X	WEDNESDAY
X	THURSDAY
X	FRIDAY
X	SATURDAY
X	SUNDAY

## HOURS\*

8am - 6pm	MONDAY & TUESDAY
8am - 9pm	WEDNESDAY - FRIDAY
8am - 5pm	SATURDAY
Noon - 4pm	SUNDAY

\* Days and hours are current at the time of release, and are subject to change based on weather and other unpredictable factors. Check for updates on the restaurant's Facebook page or call ahead to confirm.

## APPETIZERS

**Santa Fe Chicken Eggrolls** southwest sauce (\$5)

**Veggie Potstickers** sweet thai chili sauce (\$5)

**BBQ Pork Nachos** slow roasted pulled pork, melted cheese blend, house made Pico, jalapenos, crema drizzle (\$10)

## ENTREES

**Spicy Chicken Philly** pulled chicken, grilled onions and peppers, jalapenos, melted pepper jack, chipotle mayo — served with side and drink (\$15)

**Skywalker Burger** West Oaks 1/3 lb beef burger, American cheese, bacon, fried mac n cheese bites, dill pickles, BBQ sauce — served with side and drink (\$15)

**Korean Pork Tacos** three tacos topped with pork, pickled onions, bacon, and gochujang drizzle — served with side and drink (\$15)

**Caprese Panini** mozzarella, arugula, roasted tomato, and pesto — served with side and drink (\$15)

**Beet & Orange Salad** roasted beets, candied walnuts, orange wedges, goat cheese crumbles, on bed of spinach, blood orange vinaigrette — served with drink (\$15)

## DESSERT

**Hot Fudge Brownie Sundae** warm homemade brownie, split open and filled with premium vanilla ice cream, covered with creamy hot fudge, whipped cream and cherry (\$5)

**English Toffee Cheesecake** rich homemade cheesecake, baked with chunks of English toffee, served with a caramel drizzle (\$5)

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# FREDCO EATS

FREDERICK COUNTY, VIRGINIA



## **FredCo Eats is looking for your BEST Restaurant Week photos!**

- Snap pics of your FredCo Eats Restaurant Week experience!
- Share them on Facebook and/or Instagram with [#FredCoEatsRW](#)
- Be entered to win FredCo Eats prize packs!
- Remember to tag the restaurant and FredCo Eats! Don't forget to set your posts to public so we can see them!
- Winners will be announced on the FredCo Eats Facebook and Instagram pages the week of February 14.

**FredCoEats.com**

**#FredCoEats #FredCoEatsRW**

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