

Know How

Knowledge + Resources + Innovation =
Economic Growth.

Business Development



Connected Community



Innovation



Agriculture



The Future





No. 1 in Private Sector

2006–2013



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“The **2nd** Most **Technologically
Advanced** Community in the U.S.”
—*USA Today*

LEADING THE WAY

As the premier business destination in the State of Maryland, we are inspired to transform economic development. By building on our success of yesterday, we are innovating for tomorrow. By taking bold steps, we are helping to create an ecosystem where the business climate is creative, collaborative and competitive. We not only help businesses start and thrive in Howard County, but we work to broaden our impact to enhance the entire community.

Job + Wage ^{12.5%[▲]} Growth in ^{38.5%[▲]}



What an exciting time to be doing business in Howard County. Thanks to the work of the Howard County Economic Development Authority, we've set a new standard for innovation in economic development. We are poised for continued growth.

During my tenure as County Executive, Howard County has been number one in private sector job growth in Maryland. We have enjoyed the highest private sector wage growth, and the commercial tax base increased over 40 percent, or more than \$2 billion. We also saw a 9 percent net increase in jobs, with over 14,400 new positions created. Our AAA bond rating is secure and Howard County's unemployment rate remains one of the lowest in the state. All of these factors add up to a quality of life for our citizens and business owners that is second to none.

Through regular events such as Business Appreciation Week and quarterly CEO breakfasts, we have built true partnerships with business leaders. Our hands-on approach is appreciated by many.

We are making a solid investment for future innovation with the purchase of the Flier Building as a new home for the Maryland Center for Entrepreneurship, and through promising initiatives like 3D Maryland. Our support of expansion projects at businesses like The Coastal Companies, W.R. Grace, FELD Entertainment, The Mall in Columbia and Johns Hopkins Applied Physics Laboratory will help continue job growth in the county.

The future of economic development and prosperity for our state depends on strong cities and counties and I am proud that Howard County is leading the way.

Ken Ulman, Howard County Executive



Howard County is gaining national attention for the innovative economic development initiatives launched during the past year and we expect to build on that momentum.

The new fiscal year brought some exciting changes to the HCEDA. The organization has added several key functions that will help the county attract new businesses and support the growth of existing companies in sectors ranging from cyber security to manufacturing and distribution.

We've also made significant investments in the HCEDA because we understand the potential of the innovation economy. To deliver the jobs of tomorrow, we have to support new ideas and cutting edge initiatives that represent the workforce of the future. That's what the County asked the team at HCEDA to deliver, and we're producing.

***Larry Twele, HCEDA CEO
William E. Erskine, HCEDA Chair***

Thank You Howard County and the State of Maryland
from the ECT Team

ECT

ELKRIDGE COATING TECHNOLOGIES, LLC
SPECIALTY COATING & CONVERTING SOLUTIONS



121



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Maple Lawn, MD

A FEW HIGHLIGHTS OF THE PAST YEAR



THE COASTAL COMPANIES

Worked with the Maryland Department of Business & Economic Development to consolidate its operations in a new 240,000 sq ft facility. The firm currently employs nearly 1,000 people and expects to hire at least 400 new workers as part of its expansion.

ELKRIDGE COATING TECHNOLOGIES

Thanks to technical support and other assistance from the HCEDA, two employees at Elkridge Coating Technologies were able to buy the business and save nearly two dozen jobs.



VLT (VIDEO LOTTERY TERMINAL) LOAN FUND

Howard County named fund manager (\$1.5M) to make loans and investments to qualified small, minority and women owned businesses.



AIRPATROL

AirPatrol Corp., an acclaimed innovator in cyber security, expands corporate headquarters in Howard County and is acquired by Silicon Valley-based cyber company Sysorex Global Holdings Corp for \$20M.

ROUTE 1 PILOT PROGRAM

The HCEDA approved \$100,000 to fund a pilot program to support development/façade improvements along Route 1.

FT. MEADE

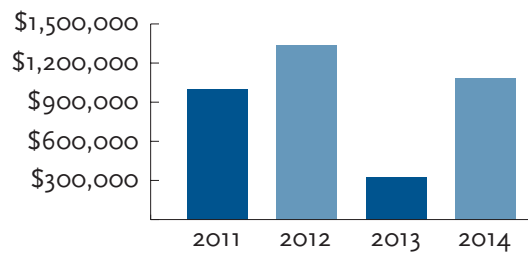
The largest employer in MD (50,000 direct jobs–120,000 indirect) is a critical economic engine generating \$20 billion each year. The base projects an additional 10,000 direct and 23,000 indirect jobs thru 2020.

THE MALL IN COLUMBIA

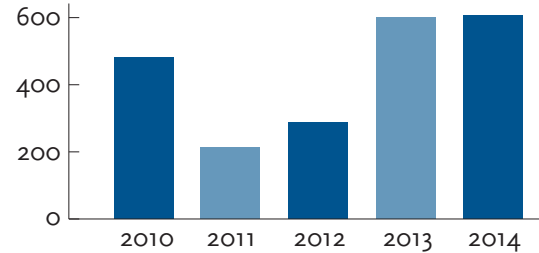
A 70,000 sq ft expansion is one of the first completed projects in Columbia's 30-year master plan and represents years of planning & redevelopment efforts.

of *Inc.* magazine's 5,000 fastest growing companies are in 22 of those are in Howard County, MD

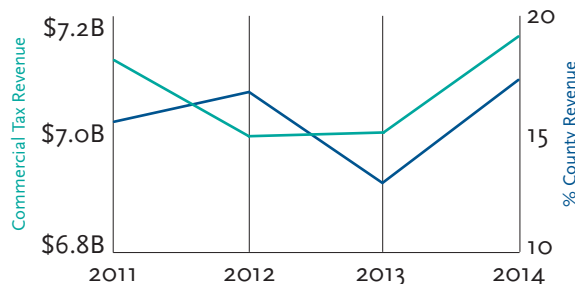
Commercial Net Absorption



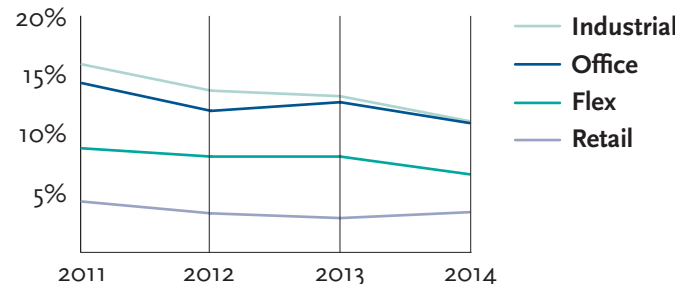
Commercial Building Permits Issued



Commercial Tax Revenue



Commercial Real Estate Vacancy Rates





A Connected Community of Resources



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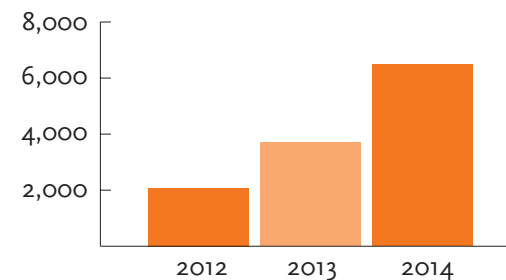


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The Maryland Center for Entrepreneurship (MCE) is a focal point for innovation and entrepreneurship in Howard County and the State. As an integral part of the HCEDA, the Center provides a robust, interactive community of innovators, entrepreneurs, investors and advisors collaborating to drive new and growing high-growth, and technology-based companies.

OF MCE VISITORS



ces

Driving Growth in

HIGHLIGHTS

- Graduations: Social Growth, Nutrigrown, CrispTek, Altimax Solutions, Enterprise Portal Systems & Software, Belay, Johnson-Brome
- Project Opportunity – 10 businesses completed entrepreneurship training program for veterans
- Three MCE companies were finalists for the InvestMaryland Challenge – ClickMedix was a \$100k winner
- Chris Brandt, Founder graduate company Audacious Inquiry named E&Y Entrepreneur of the Year award winner
- Vasoptic Medical – \$650k grant from NIH to develop technology designed to help prevent blindness in diabetes patients
- VHEDA Health, selected for StartUp Health – an entrepreneurship program designed to scale early stage digital health companies. VHEDA was one of 16 companies chosen from thousands of applicants
- Social Growth Technologies wins Ernst & Young's Emerging Entrepreneur of the Year award
- Light Point Security – WSJ top 10 finalist for WSF Startup of the Year and awarded Maryland Incubator of the Year Award – “Best Security Company”
- Milestone Pod – \$100,000 from TEDCO's Tech Commercialization Fund



VhedaHealth



Light Point Security
Browsing the web has never been safer





Over **40%** of HTC member organizations **engage** in council activities each and every month.



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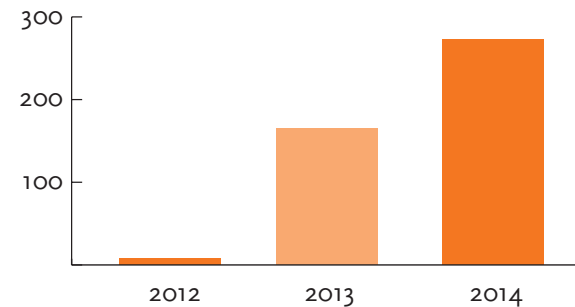


The Future



Howard Tech Council (HTC) is Maryland's leading community-based tech council, which provides a platform to the innovative technological ecosystem in Howard County and central Maryland for members to ENGAGE, COLLABORATE, LEARN and LEAD.

MEMBERSHIP GROWTH



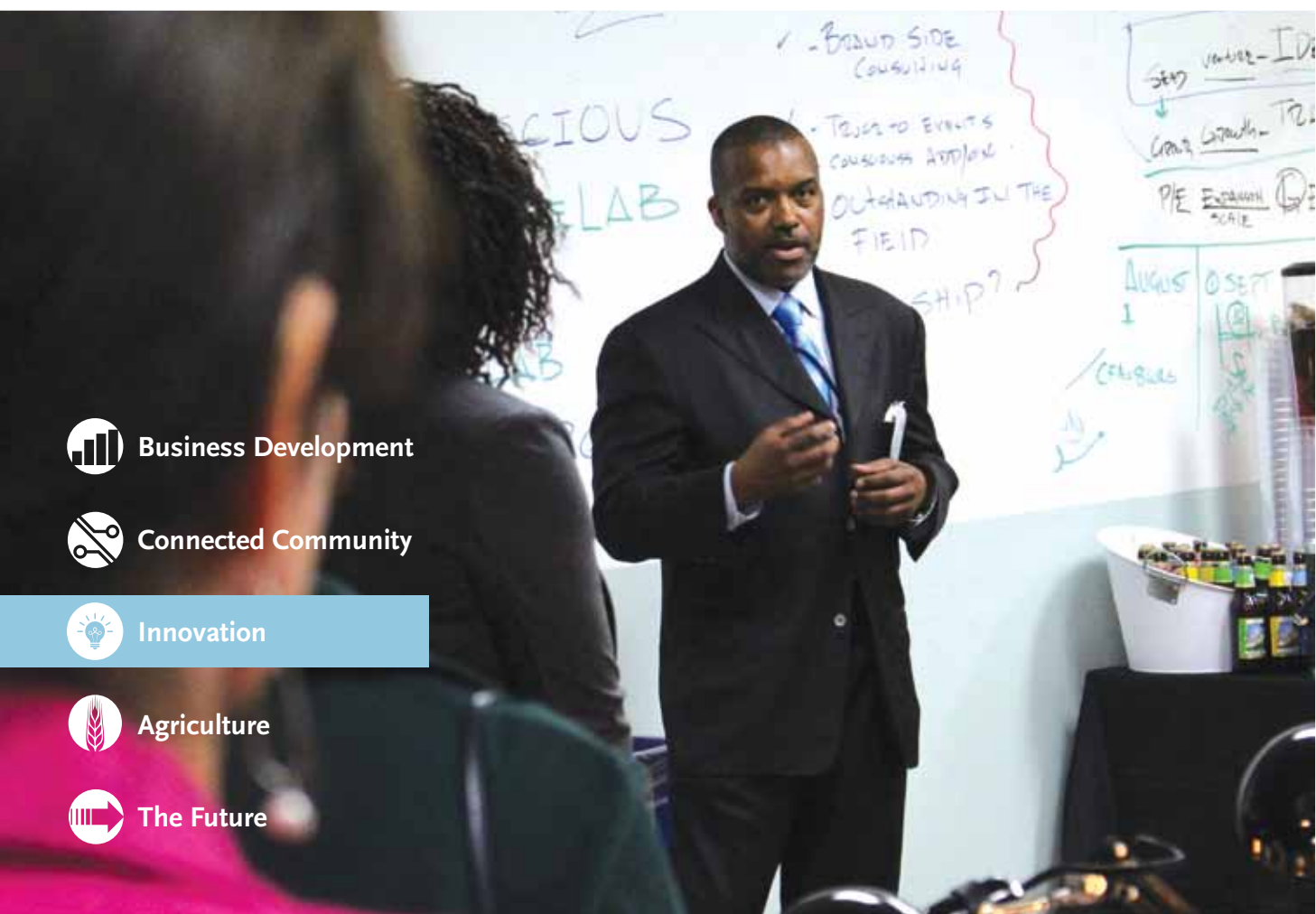
HIGHLIGHTS

- Membership experienced 56% growth from previous year
- Launched February 2014, the Howard County Chief Information Security Officer (HoCo CISO) program provides volunteer expert security, risk and privacy guidance to MCE and HTC members. Program is highlighted in multiple national cyber security publications.
- Big Events – Bigger Connections:
 - End of Summer Bash: 225+ attendees
 - Holiday Party: 200+ attendees
- HTC members actively engage in 15 affinity groups and roundtables (Leadership Roundtable, Emerging Companies Roundtable, Business Development Roundtable, Innovators Forum, CFO Roundtable, Sales & Marketing Roundtable, Speaker Series, Face2Face).



“The Howard Technology Council has successfully executed on its mission of helping companies collaborate, learn and lead by committing its efforts to helping businesses connect. Through the HTC’s efforts Unleashed Technologies was able to connect and procure an opportunity that was the largest in our company’s history that was a perfect match.”

Michael Spinosa
CEO, Unleashed Technologies



Launch



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3D Maryland is a state wide leadership initiative of the HCEDA that is increasing the awareness of 3D printing and additive manufacturing and the competitive advantages these technologies offer. It is an innovative model of economic development driving business growth, transforming existing companies, creating new start-ups...making Maryland more competitive.

HIGHLIGHTS

- Launched 3D Maryland Innovation + Prototyping Lab in April 2014—making 3D printing and additive manufacturing technologies accessible to business, industry and entrepreneurs
- Testified before U.S. House Committee on Small Business

- Established a 3D Maryland expert users group that includes companies such as: National Institutes of Health, Stanley Black & Decker, Lockheed Martin, Walter Reed Army National Military Medical Center, Naval Research, Spatial Integrated Systems, Army Research Labs, Under Armour, JHU APL, Applied Rapid Technologies, Department of Defense, Cecil County Library System, LAI International, and Teledyne, to name a few

Success Story

The HCEDA's Accelerator for the Commercialization of Technology (ACT) develops ground-breaking partnerships and signs MOU's with NSA and the Johns Hopkins Applied Physics Laboratory (APL) to identify promising technologies and launch new businesses.

hing New Initiatives in



The Conscious Venture Lab (CVLab) is the Accelerator of the David B. Wolfe Institute for Conscious Entrepreneurship, held in partnership with the Howard County Economic Development Authority (HCEDA) and housed at their Maryland Center for Entrepreneurship. The mission of Conscious Venture Lab is to foster companies and leaders who embrace the power of capitalism as a force for good in society.

HIGHLIGHTS

- Launched in February 2013...60+ applications for initial cohort...5 for-profits and 1 non-profit selected
- Named one of the Largest Incubators, Accelerators or Co-working spaces in the State of Maryland by Baltimore Business Journal
- Invested in 5 new businesses



293 County Farms.

Cultivating Success



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In Howard County, we don't need to get back to the land. We never left it. In Maryland, farming is the **5th largest economic driver**, with local agriculture sales topping over **\$300 million**. Howard County's own diverse agriculture industry is 293 farms strong and our Agricultural Marketing Program

works with the farming community as their constant advocate on agriculture-related legislation and business development. We also help you plow through the red tape on other important issues such as zoning, permitting, business planning and grant writing.



SS in the Heartland of

HIGHLIGHTS



- **Annie's Project** – An eight-week program for women in agriculture. 15 women joined the program to learn the business side of the farming operation - business planning, legal issues, soil conservation, nutrient management, insurance needs, farm safety, marketing and many other areas.



- **Wheeler Farm**
Greg and Katie Wheeler, realizing the demand for locally grown foods, took Greg's family horse farm in a different direction and started planting vegetables. Within a year, they're selling at the Howard County Farmers' Market, started a small CSA (Community Supported Agriculture) and opened an on-farm stand.



- **Love Dove Farm**
John Dove has a passion for growing and is always looking for something new and exotic to add to his operation at Love Dove Farm. With a Howard County Agriculture Innovation Grant, John began growing specialty mushrooms on wood harvested from his farm and also in burlap bags. The mushrooms will be harvested this fall.

- **Valley Haven Farm**
After receiving a Howard County Agriculture Innovation Grant, James and Kelly Zoller planted the first acre of hops in Howard County to take advantage of the growing microbrewery industry and the increase in backyard microbrewers wanting to utilize locally grown hops in their beer making process.
- Sponsored and/or hosted the **Farm2Table Restaurants Week**, **Farm City Celebration**, and the **Howard County Film Festival**
- Sponsored the **8th annual Iron Chef competition** at the Howard County Fair



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Downtown Columbia: a walkable, urban work environment

- 5,500 residential units
- 1.25M sq ft retail space
- 4.3M sq ft commercial space
- 640 room Hotel/Conference Center
- 34,500 sq ft linear park and playground
- \$15.5M renovation of Merriweather Post Pavilion
- A 3.7 mile bicycle/pedestrian path linking Howard County General Hospital and Howard Community College with Downtown Columbia



Historic Ellicott City Takes Major Step Toward Main Street Maryland Designation

The HCEDA will provide \$100,000 over a period of 3 years to cover the cost of hiring a Main Street Manager. The County is already providing millions to capital projects to make the Main Street area friendlier to pedestrians and the environment and to help merchants and residents.

Upcoming Projects in



Howard County buys iconic Columbia Flier building as the potential future home of the Economic Development Authority's Maryland Center for Entrepreneurship.

“Just like with the former Rouse Company headquarters that is now Whole Foods on the lake, Columbia is honoring its past as it moves into the future,” said Howard County Executive Ken Ulman. “Smart re-use of exceptional properties, along with sustainable new development, will help Downtown Columbia reach its potential.”



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Maryland

HOWARD COUNTY

Frederick Baltimore Annapolis Washington, DC

Howard County has also been recognized as:

- **"First Among Great Public Library Systems"** by American Libraries
- **"Best Educated"** (adults over 25), according to the U.S. Census Bureau
- **"Seventh Best School System"** in the country by *Forbes*
- **"Ninth Best Quality of Life"** by American City Business Journals

Howard County is one of the nation's largest and wealthiest metropolitan areas. The county is home to more than 304,000 residents, and boasts a quality of life second to none in the United States. It is widely recognized as **one of the best places to live, work, and raise a family in the country.**

Howard County has a balanced blend of pastoral farms, historic towns, suburban communities and urban lifestyle.

With all of this and so much more, it's no wonder that Howard County's Columbia/Ellicott City area is consistently ranked among **"America's Best Places to Live"** by *MONEY* magazine.

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Economic Growth.

HCEDA BOARD MEMBERS

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