

KNOWLEDGE + RESOURCES + INNOVATION = ECONOMIC GROWTH

2015 FORWARD



FREDERICK, MD



BALTIMORE, MD

WASHINGTON, DC

**HOWARD COUNTY, MARYLAND IS A
UNIQUE PLACE. THE PEOPLE HERE
JUST SEEM TO HAVE THE RIGHT
MIX OF AMBITION, INNOVATION,
AND CIVILITY. PAIR THAT WITH A
WEALTH OF RESOURCES, A CENTRAL
LOCATION, AND AN INHERENT
DRIVE TO CULTIVATE SUCCESS FOR
ALL, AND YOU HAVE A BUSINESS
CLIMATE THAT ALLOWS ECONOMIC
DEVELOPMENT TO SIMPLY THRIVE.
THE MOMENTUM IS ON OUR SIDE.**

ADVANCE
HERE. HOW
COUNTY
MARYLAND

ECONOMIC GROWTH
WARDS



FOR WARDS



Business Development



Connected Community



Innovation



Agriculture



The Future

HCEDA. 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.



As a lifelong resident of Howard County, I know this is a great place to live, raise a family and find meaningful opportunities for employment and advancement. After nine months serving as County Executive, I am even more impressed by the array of businesses that call Howard County home.

From companies like Tenable Securities, The Coastal Companies, Direct Energy Solar and FLIR Technologies to The Children's Spot, W.R. Grace, Maryland Packaging and Centennial Medical Group, businesses in Howard County are diverse, innovative and thriving.

Throughout my tenure in the Maryland Senate, I was a consistent advocate of the business community. As County Executive, I have pledged to continue that support. Helping local businesses succeed is one of my top priorities.

The team at the Howard County Economic Development Authority has helped me meet both new and existing business owners and employees, a practice I will continue through our CEO breakfasts and business visits. I can learn directly from you what your challenges are and how county government can help.

I support the EDA's efforts to be even more aggressive in pursuing a diverse range of businesses to help solidify our tax base and support our efforts to continually improve our schools, quality of life and infrastructure. I also understand that it's critically important for us to support the existing business community because that's the source of the majority of our new jobs.

During the last fiscal year we helped Howard County retain its Triple A bond rating and keep our unemployment rate the lowest in the state. From agriculture to Main Street, Ellicott City, downtown Columbia to Western Howard County, the business community can count on my administration to champion its interests.

I want to thank the Economic Development Authority and its Board of Directors for their support and the critical role they play in strengthening our economy and business community.

Allan H. Kittleman
Howard County Executive

The Howard County Economic Development Authority (HCEDA) had much to celebrate in FY 2015 and our Annual Report represents many of these success stories. We hope you enjoy the read.

Our goal is to create a thriving business environment and help make the community better. If we can help your business, please give us a call. We'd love to add your company to our 2016 annual report!

While there is much to build on as we look ahead, we couldn't do our job without the support of our Board of Directors, the County Executive and County Council. We thank them for being such tremendous partners.

We look forward to working with you in the years ahead.

Larry Twele
HCEDA CEO



ADVANCED BUSINESS



**Class "A" Office
 Vacancy Rate = 7.1%
 ~29% drop from 2014**

9,554 businesses
employ 161,970
workers



BUSINESS DEVELOPMENT

2015 was another highly productive year for business development. Major investments of time and energy combined with innovative funding strategies produced results from the cyber sector to agriculture.

There was significant activity in key growth areas such as Maple Lawn, Route 1, and Downtown Columbia where the Howard Hughes Corporation is nearing its first phase of construction on the Crescent project.

Other important projects included Coastal Sunbelt Produce, Sandy Spring Bank, Direct Energy Solar and NAFCO Wholesale Seafood. The successful completion of these projects will produce more than \$78M in capital expenditures, generate 790 new jobs, retain 1,460 jobs and absorb 534,400 sq. ft. of commercial space.



IRONNET CYBERSECURITY, a cybersecurity firm headed by former NSA director, moves its headquarters to Maple Lawn - a "major win" for the county.



TENABLE NETWORK SECURITY announced major expansion plans - adding 350 employees by 2020. The HCEDA is providing a \$100,000 training grant.



The **CATALYST FUND** made 9 loans totaling \$1.38 million, resulting in several business expansions, one relocation and the development of the county's first on-farm microbrewery. The HCEDA was awarded \$1.75 million for its Catalyst Loan Fund for FY 2016.

ELLCOTT CITY was designated as a Maryland Main Street. The designation was made possible thanks to the HCEDA's \$100,000 commitment over 3 years.



THE CHILDREN'S SPOT, a minority owned business that works with special needs children, was able to triple in size with the support of a \$53,000 loan from the HCEDA.

HOWARD COUNTY BUSINESSES generate \$7.5 Billion in commercial tax revenue for the County.



MARYLAND CENTER FOR ENTREPRENEURSHIP (MCE)

24 residents | 59 affiliates | 90% leased



1 in 30 start ups make it.
The MCE changes
those odds!



The MCE hosted more than 8,200 visitors...a 26% increase over the prior year



CONNECTED COMMUNITY – MCE

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, high-growth and technology-based companies.



Maryland Incubator Company of the Year (ICOY) Awards

8 out of 25—
MCE led all incubators in the State



- **VHEDA HEALTH** won Start-Up Maryland and Maryland Incubator Company of the Year (“Best Health Technology”) and secured a \$100,000 investment from the TEDCO Technology Commercialization Fund.



- **VASOPTIC MEDICAL** received \$250,000 from the Abell Foundation.



- **VISIDRAFT** closed \$250,000 in seed funding and was placed in the top 13 Virtual Reality and Augmented Reality Startups to watch.



- **VITUS VET** selected for a TEDCO Technology Commercialization Fund \$100,000 investment.



- **MOSAIC POWER** recognized by The Daily Record as 2014 *Innovator of the Year*.

- **THE SMALL BUSINESS TECHNOLOGY DEVELOPMENT CENTER (SBTDC)** counseled 240 businesses totaling 958 hours in areas of patents, business expansion, SBIR, government contracting, international trade, business acquisition and more.

- Launched an intern program and placed over 30 interns within the MCE, iCat, HCEDA and HTC.





SPRINTING TOWARDS -THE CUT



**Over 175 Cyber Security Technologists Gathered
at the inaugural B sides CharmSec Cyber Security Conference**



Nearly 120 of HTC members are actively engaged each month

TING



EDGE

CONNECTED COMMUNITY – HTC

The Howard Tech Council (HTC) is at the epicenter of the local tech community. Our active and engaged membership base spans a variety of industries, providing members with access to a diverse collection of organizations.

- Leadership of the NIST NICE conference set up a national industry advisory board made up of leading cyber security professionals based in Howard County and Central Maryland. HTC's leadership secured briefings and board commitments from Accuvant, FEI Systems, Allegis Group, Leidos, AT&T, Tenable Network Systems and CareFirst.
- Launched Women in Technology (WiT) of Central Maryland Affinity Group and in partnership with the John Hopkins Applied Physics Lab, hosted "Girl Power" STEM event with nearly 500 girls in attendance.
- Appointed new Director, Tracy Turner, to lead the HTC.



AHEAD OF THE CURVE





INNOVATION



- **3D Maryland** garnered national attention for the County's efforts to raise awareness on 3D printing and additive manufacturing. The initiative launched hands-on workshops designed to train professionals and generated partnerships such as Prime Manufacturing Technologies, who received a 1,500 part job from the Bowles Fluidics Corporation...both Howard County businesses.



- The **Conscious Venture Lab** supported more than a dozen new businesses and resulted in the formation of the **Conscious Capitalism** Central Maryland chapter – whose purpose is to educate and inspire Central Maryland's leaders in business, government and non-profit to expand wealth for themselves and their stakeholders by embracing and implementing the principals of Conscious Capitalism.



- Launched **Ignite Howard County** – a high energy evening where the community comes together to share their passions. The goal is to spark conversations and collaboration between people in the artistic, entrepreneurial, creative, technical and innovative communities. The first event had 13 speakers, including the County Executive (Allan Kittleman) and over 175 attendees – the second event is scheduled for September.
- In addition to agreements with the Johns Hopkins Applied Physics Lab (APL) and NSA, the **Accelerator for the Commercialization of Technology (ACT)** at the MCE has created a Memorandum of Understanding (MOU) with the National Institutes of Health (NIH), National Institute of Standards & Technology (NIST), National Heart, Lung and Blood Institute (NHLBI) and the Edgewood Chemical Biological Center in Edgewood (ECBC). ACT was the only Maryland program to receive a \$50,000 cash award from the first Growth Accelerator Fund competition sponsored by the U.S. Small Business Administration.



BEYOND FIELDS OF GOLD



AGRICULTURE SALES



293 farms in
Howard County



TOP \$300M

AGRICULTURE

Agriculture is a major business enterprise in Howard County, the State of Maryland and the United States. Howard County farms have been producing food and fiber for commercial markets for over 200 years. Scattered throughout the County you will find fast growing agri-tourism operations, on-farm stands, pick-your-own operations, family Christmas tree farms and a thriving horse industry.

- Howard County's first on-farm microbrewery, **Manor Hill Brewing**, secured a \$200,000 loan to purchase equipment – the farm is anticipating its first harvest of hops and they have already started brewing beer for their family owned restaurant.
- **Heritage Hill Farm** was awarded a Howard County Agricultural Innovation Grant – the money was used to purchase a compost turner which will be used to recycle products from the farm operation back into the fields.
- In an effort to promote local farms in Howard County, the HCEDA developed the **Produce Path** brochure for residents, offering a map and contact information for on-farm markets, CSA (Community Supported Agriculture) and Farmers' Markets.
- Due to consumer demand, there were seven **Farmers' Market** locations operating in Howard County for the 2015 season providing residents convenient locations to find fresh fruits, vegetables, meats, cheeses, eggs, baked goods and more.





THE FUTURE





THE FUTURE

- Howard County hosted the 2014 National Initiative for Cybersecurity Education (NICE) conference. The National Institute of Standards and Technology (NIST) is leading the NICE initiative, working with more than 20 federal departments and agencies and with industry and academia to develop a technologically skilled and cyber-savvy workforce and to build an effective pipeline of future employees.
- In partnership with UMBC and the Anne Arundel Economic Development Corporation, the HCEDA hosted Cybertini, bringing together the cyber community throughout the region in advance of the international RSA Conference in San Francisco.
- The county's largest economic development project, the redevelopment of downtown Columbia, took major steps forward. Developers also broke ground on the first new office building in downtown Columbia in more than a decade with construction getting underway on Little Patuxent Square.

LEADING THE WAY



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FARTHER

BEYOND

ABOVE

AHEAD

H **F** **O** **R** **W** **A** **R** **>**

UPWARD

ONWARD

HCEDA

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MARYLAND CENTER FOR ENTREPRENEURSHIP / HOWARD TECH COUNCIL

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For more information or to access our audited financials, visit www.hceda.org.

ADVANCE
PROGRESS