



2016 ANNUAL REPORT
**GROWING.
CONNECTING.
INNOVATING.**

HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

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A NOTE FROM COUNTY EXECUTIVE KITTLEMAN



PHOTO: Business Appreciation Week visit to IO Workshop/Mélong Ling

The 2015-2016 fiscal year was one of great accomplishment for the business community in Howard County. We cut ribbons, broke ground, and celebrated success across this county. Many of these accomplishments should be credited to the talented people working throughout local government in support of the business community, including the fine team at our Economic Development Authority (EDA).

For the past year, EDA has worked alongside our administration to address issues and challenges in the business community. It has provided vital guidance as we look to strengthen and grow our county's economic profile for those businesses wishing to expand or relocate. As a county, we have taken many positive steps to support the business community, including the launch of the Local Business Initiative, the ongoing outreach to businesses through CEO breakfasts and Business Appreciation Week, and the revamping of several county departments to provide more efficient services.

On July 30, Historic Ellicott City, one of our County's cherished treasures, was devastated by a historic flash flood. With the support of EDA, I am confident the affected businesses will recover and rebuild. We are committed to making Ellicott City a model resilient community.

We have seen and celebrated amazing growth and development along Route 1, in Downtown Columbia, and in Maple Lawn. However, there is still work to be done. I am confident we will continue to make strides thanks in no small part to the efforts of the EDA.

I look forward to continuing our partnership with the EDA and, together, making Howard County an even greater place for businesses to grow and thrive.

Sincerely,

ALLAN H. KITTLEMAN
Howard County Executive

HCEDA. LEADING THE WAY.

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

REFLECTIONS FROM LEADERSHIP AT THE HCEDA

The Howard County Economic Development Authority has had another tremendous year. From 1,500-person organizations to sole proprietors, the HCEDA played a major role in reshaping the community. We welcomed new businesses, celebrated expansions, and inked some of the biggest deals in county history, supporting over 900 businesses in the past 12 months.

With the support of the Board of Directors, County Executive Allan Kittleman, and the County Council, we grew our organization to provide a deeper pool of specialized resources targeted to better serve the needs of our business community.

We have expanded our emphasis on cyber security, international trade, and small business financing, as well as added resources for general business services. Through our Maryland Center for Entrepreneurship we are now assisting entrepreneurs in high growth industries such as ag-tech, health-tech, and cyber, with programs and guidance specifically developed to fit their needs.

As we embark on the next year, we look forward to a continuing focus on providing superior customer service to our clients. We thank everyone who has helped to support us over the last year. Your support helps to make all this possible.

All the best,

LAWRENCE F. TWELE
CEO
Howard County Economic Development Authority

JOSEPH J. MEZZANOTTE
Chairman
HCEDA Board of Directors

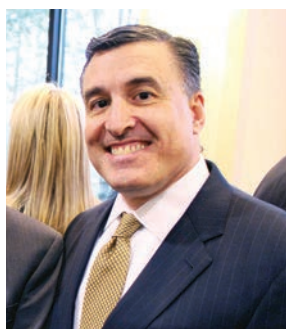




PHOTO: G. Cefalu & Bro. groundbreaking ceremony in Jessup

FY16

A YEAR OF GROWTH AND REDEVELOPMENT

Howard County experienced a remarkable year of growth and redevelopment. We are now seeing the fruits of our labor from plans that have been years in the making.

Redevelopment plans set forth years ago for Route 1 and Downtown Columbia are now in full swing, as new residential and commercial projects are in various stages of completion. More projects are slated for next year.

From all districts of the county we witness continued growth in the retail, commercial, and industrial sectors. We saw a surge in the number of cyber security companies starting and relocating here, along with astounding growth in the food processing and distribution industries. Vacancy rates are low, sparking more new construction, which are trends we believe will continue.

During the next 12 months, we will continue to dedicate more resources to helping rebuild the Historic Ellicott City business district, which was heavily damaged during severe flooding on July 30, 2016. Additionally, we will initiate a concerted effort on the redevelopment of the Columbia Gateway business community, ensuring it remains one of the state's leading business districts.

➔ We saw a surge in the number of cyber security companies starting and relocating here, along with astounding growth in the food processing and distribution industries.



BUSINESS DEVELOPMENT AND EXPANSION

HCEDA serves as a catalyst for economic growth and stability in Howard County. We're proud to have been a part of these business development projects over the past year.

BRICATA

Cybersecurity start-up Bricata, which develops high-performance network security solutions, is growing. HCEDA issued Columbia-based Bricata a \$250,000 loan through their Catalyst Loan Fund. The loan will support the hiring of 30 new employees.



COASTAL SUNBELT PRODUCE

Coastal Sunbelt worked closely with the HCEDA on a site search, which resulted in the construction of a 304,000 sq. ft., \$65 million state-of-the-art fresh produce processing and distribution facility. This facility allowed them to retain their 1,000 employees and accommodate the addition of 500 jobs over the few years.



"Howard County and the team at the HCEDA have been an incredible partner with Coastal throughout this three-year project. Thanks to their tireless work, we were able to keep Coastal Sunbelt in Howard County, build an industry-leading state-of-the-art facility, and grow to 1,500 employees. Without them, none of this would have been possible."





- John Corso, CEO of the Coastal Companies



→ HCEDA participated in **19 RIBBON CUTTINGS** in FY2016



BUSINESS DEVELOPMENT BY THE NUMBERS:

-  **48 PROJECTS IN FY 16**
-  **CONTRIBUTED TO \$129M IN CAPITAL INVESTMENT**
-  **CREATED 1,860 NEW JOBS AND RETAINED 2,327 JOBS**
-  **ADDED 1.74M SF OF SPACE**

“We grew Tenable Network Security into a worldwide leader in network security solutions right where we call home, Howard County, Maryland. The work that the HCEDA is doing to support the cyber, tech, and business ecosystem is the reason that companies like ours locate here and are able to flourish. As we move forward, we look forward to partnering with the HCEDA to dedicate our resources towards creating more connectivity and deepening the cyber security knowledge pool here in the county.”

- Cyndi Gula, former Vice President of Operations, Tenable Network Security

MEDSTAR HEALTH

Medstar, a non-profit, community-based health system serving the Baltimore-Washington region, is expanding in Howard County. Working closely with Medstar executives, the HCEDA assisted in inking a deal that retains Medstar headquarters in Columbia while expanding its footprint into Downtown Columbia. Medstar will spend \$8 million to be the first tenant for the new Crescent Building, occupying 97,000 sq. ft. with a staff of 222 employees.

TENABLE NETWORK SECURITY

Howard County's largest cyber firm had another dynamic year, raising a record-breaking \$250 million in a Series B funding round. They employ 600 people, 200 of which were hired in 2015.

G. CEFALU & BRO. PRODUCE

The HCEDA worked with the state to help retain wholesale produce supplier G. Cefalu & Bro. Produce in Howard County. Last November, they broke ground on a new 160,000 sq. ft. facility in Jessup to house operations and distribution for them and Capital Seaboard. The company plans to add 125 new jobs.

NETCRAFTSMAN

With an experienced team of tech experts, NetCraftsmen wanted to expand their business. Thanks to a \$65,000 loan from the HCEDA's Catalyst Loan Fund, they relocated from Arnold to Columbia Gateway Drive.

IRON WORLD

The HCEDA assisted Iron World, a family-owned manufacturer of security fencing, with its expansion on Route 1, adding 100,000 sq. ft. and 67 new jobs.

IRONNET CYBERSECURITY

IronNet Cybersecurity received technical assistance from the HCEDA when looking for a new space. The company went on to raise \$32.5 million in a Series A funding round and now has over 100 employees at their Maple Lawn Headquarters.

J.J. MCDONNELL & CO.

HCEDA helped this seafood wholesaler expand to a new \$8 million processing and distribution facility in Jessup, retaining 95 jobs in Howard County, with plans to add 25 more.

MARYLAND PACKAGING

Maryland Packaging is emerging as the food products hub for the state. The company added 40,000 sq. ft. at Troy Hill Business Park and expects to add 120 new jobs.

STEERTECH

While seeking research and development space for their autonomous vehicle solutions, this cyber security start-up utilized the facilities at the Maryland Center for Entrepreneurship.

THORLABS QUANTUM ELECTRONICS

HCEDA assisted Thorlabs, a laser chip manufacturer, with a 28,000 sq. ft. addition to its facility in Jessup, including a new production "clean room."

SAFANDARLEY

Thanks to the help of the HCEDA, Dutch manufacturer SafanDarley selected Annapolis Junction as its first North American location. This location will act as a showroom for SafanDarley Press Brakes and Shears, provide training for customers and distributors, and reduce time for delivery of equipment, spare parts, and service for the US, Canada, and Mexico.

INNOVATION AND GROWTH



SPOTLIGHT: VEDIC SPA

Thanks to a loan from the HCEDA's Catalyst Loan Fund, Vedic Spa co-founders Jay and Tushar Rathod were able to purchase equipment and fit out the interior of their new spa in Ellicott City, bringing their vision and dream to life.

Innovation is alive and well in Howard County. The Maryland Center for Entrepreneurship (MCE) is a hot spot in Howard County for people looking to grow great ideas into viable companies. The HCEDA's Catalyst Loan Fund has become a great source of capital support for the development and growth of the small business economy in the county.

MARYLAND CENTER FOR ENTREPRENEURSHIP

An initiative of the HCEDA, the MCE provides business programming and services to help turn people with bright ideas into successful companies. With over 12,000 sq. ft. of office space, the MCE houses 23 startup companies under one roof to assist in accelerating their growth.

Several MCE companies celebrated milestones over the past year:

- **Hungry Harvest** appeared on ABC's *Shark Tank* in January, where they received a \$100,000 investment from Robert Herjavec. The company graduated from the incubator and located its produce distribution facility in Howard County.
- **Vasoptic Medical** graduated from the MCE. This retina imaging technology company got its start at the MCE in 2012 and went on to raise several hundred thousand in investments.
- **VitusVet**, an MCE resident company, received a \$1million investment to support expansion of their veterinarian app services to new territories.
- **DataTech911**, received \$100,000 from the Department of Homeland Security for a real-time monitoring, analysis, and notification solution for Emergency Medical Service (EMS) organizations.

CATALYST LOAN FUND

The Catalyst Loan Fund, administered by the HCEDA, is focused on small, minority- and woman-owned business initiatives. The fund is a locally managed source of capital, with loans from \$25,000 to \$250,000 to finance expanding businesses whose projects will create permanent jobs and leverage private-sector investment.

Loan proceeds may be used for normal business uses such as working capital, tenant improvements, equipment purchase, real estate purchase, franchise fees, and inventory purchases.

CATALYST LOAN FUND FY 16 BY THE NUMBERS:

- 🤝 15 LOANS APPROVED
- 💰 \$2.21M IN FUNDS DISTRIBUTED
- 🏠 48% OF LOANS APPROVED WERE GIVEN TO WOMEN-, MINORITY- OR VETERAN-OWNED SMALL BUSINESSES



4RINGS FIBER - AKA ICBN

A huge boon to Howard County, 4Rings Fiber is over 200 miles of fiber optic network looping through the county, connecting businesses, communities, and public facilities. With dedicated, consistent speeds of 10 gigabits per second and higher, 4Rings is 6,000 times faster than a T-1 connection. It also connects directly to the new Inter-County Broadband Network (ICBN) that spans 4,200 square miles across central Maryland.

3D INNOVATION HUB AT HOWARD COMMUNITY COLLEGE

With support from HCEDA, the 3D Innovation Hub at Howard Community College has become the next step forward for 3D printing and additive manufacturing in the county. Utilizing state-of-the-art equipment, students will now have the resources available to build objects that have real-life applications and provide faculty the ability to develop specialized models to enhance classroom instruction. Local businesses will also be able to have 3D printing design consultation or fabrication services completed at a reasonable cost.

"Both Howard County and the state of Maryland have been instrumental in helping Bricata start and grow our business. The loan we received from the Catalyst Loan Fund will help further our expansion through the acquisition of new office space in preparation to hire up to 30 new employees in 2017."

- Randy Stephens, Chief Operating Officer at Bricata



PHOTO: Howard County Public School children tour the MCE



SPOTLIGHT: HERITAGE HILL FARM

Heritage Hill Farm was awarded two Agricultural Innovation Grants this past year: one for a compost tea brewer/sprayer and one for a kiln to make charcoal bricks. The charcoal will be fed to the animals, inoculating them with compost and compost tea to create biochar. Biochar, a stable form of carbon that remains in the soil for 2,000 years, helps to sequester carbon dioxide from the atmosphere to minimize or defer dangerous climate change.



"HCEDA initially helped me get connected with the Howard Soil Conservation District and I'm now on the Board of Supervisors. They listened to my plans for the farm and didn't judge. When I was looking for spent brewers grains to feed the herd, they put me in contact with Jailbreak Brewing Company, starting a three-year business relationship. From helping to address the legislative challenges to help in obtaining three Agricultural Innovation Grants for equipment for our soil restoration program, I deeply appreciate all the help I have received from HCEDA – it has made all the difference!"

- Keith Ohlinger, Heritage Hill Farm

AGRICULTURE AND FARMING INNOVATION

Farming and Agriculture is one of Howard County's largest economic drivers with farm products valued at \$32.8 million*. Landscape, nursery, and greenhouse is the fastest growing agriculture sector in the county.

* Source: United States Department of Agriculture, 2012 Census of Agriculture

FARM FACTS

Howard County is home to 300 farms located on over 38,000 acres. Our farm landscape includes fruit and vegetable farms, livestock and dairy operations, tree farms and nurseries, as well as newer farm breweries and agritourism businesses. It's a community of small farms, with most under 20 acres and 28 percent owned or operated by women.

THRIVING FARMERS MARKETS

Due to the demand for locally grown food, eight farmers markets were open in Howard County for the first time this year. The largest markets, at Howard County Library-Miller Branch and Oakland Mills Village Center, each welcomed between 500 and 1,000 visitors per week.

MICRO-BREWS AND DISTILLERIES DRIVE DEMAND FOR LOCAL GRAINS

Micro-breweries and distilleries represent a new and growing industry in Howard County, increasing demand for locally grown barley wheat, corn, and rye. The trend has also spurred the county's first micro malting facility, which opened this spring at Mullinix Farm.

HOWARD COUNTY AGRICULTURE BY THE NUMBERS:

-  **300 FARMS**
-  **38,000+ ACRES**
-  **\$32M IN FARM PRODUCTS**
-  **8 FARMERS MARKETS**
-  **28% FARMS OWNED/ OPERATED BY WOMEN**



PHOTO: A combine harvests a field in Sykesville





PHOTO: A networking event hosted by HTC

CONNECTED COMMUNITY

Business owners agree that Howard County is not just a spot in which you rent space. When you own a business here, you are part of a collective. Strong business organizations like the HCEDA's own Maryland Center for Entrepreneurship (MCE) and Howard Tech Council (HTC), the Howard County Chamber of Commerce, Leadership Howard County, the Small Business Development Center, and SCORE are each dedicated to helping connect businesses. Opportunities are plentiful to create relationships and grow your company.

The HCEDA, MCE, and the Howard Tech Council held over 50 events in FY16, serving over 2,900 members of the community. These programs included nine events that brought together over 500 executives to facilitate high-level connections among CEOs and executives in the business community. Ignite Howard County brought individuals from the entrepreneurial, service, healthcare, and creative communities together to spark conversation, share passions, and collaborate.

Small business is the backbone of the local economy in Howard County. 82% of our 9,900+ businesses have fewer than 20 employees.



PHOTO: An Ignite Howard County event at Jailbreak Brewing Co.



PHOTO: Shila Bakery on Route 40



PHOTO: The HTC End of Summer Bash

"I am always inspired by the women of Women in Tech Central Maryland (WiT-CM). The level of enthusiasm and energy at our events is contagious. I look forward to continuing to serve and grow our community and commend the Howard Tech Council for having the foresight to support the creation of WiT-CM."

- Arti Varanasi, President & CEO, Advancing Synergy, LLC & Chair, Women in Technology of Central Maryland

HOWARD TECH COUNCIL

The Howard Tech Council, a cornerstone component of the HCEDA, continues to boast an active, engaged membership that spans a variety of industries. Membership grew to 260 companies this year, with 60 percent identifying as technology companies. In addition to monthly networking and educational events, HTC manages affinity groups for cyber, women in tech, sales and marketing professionals, B2G executives, health technology innovators, and C-level leaders who meet regularly to exchange ideas, monitor trends, and celebrate progress.

Working with Howard Community College and the Howard County Public Schools System, the HTC doubled its intern program, helping to place students with startups and small businesses in Howard County.

➔ **2,911 BUSINESS** participants attended HCEDA, MCE, and HTC events in FY16

➔ **260+ COMPANIES** are members of the Howard Tech Council



PHOTO: Historic Ellicott City

➔ Columbia was ranked **NUMBER ONE** in *Money Magazine's* 2016 "Best Places to Live"



IN THE HEART OF MARYLAND

Situated in the heart of Maryland, Howard County is an ideal location to live, work, and grow a business. With Baltimore 30 minutes to the north and Washington, D.C. 40 minutes south, the county is situated along the corridor between two of the top 30 largest cities in the U.S. Proximity to an unparalleled set of federal agencies and research universities provides access to the latest scientific and technical developments, while furnishing educated employees to top employers.

DRIVING TIME TO MAJOR CITIES:

Philadelphia	2 Hours
New York	3 Hours
Richmond	2.5 Hours
Wilmington	1.5 Hours
Harrisburg.....	1.5 Hours
Pittsburgh.....	4 Hours

CONVENIENT TO MANY FEDERAL AGENCIES INCLUDING:

- Federal Bureau of Investigation
- National Security Agency
- Fort Meade
- National Institute of Standards and Technology

Major highways and local connectors support efficient road travel and transport across and beyond Howard County. Maryland Area Regional Commuter (MARC) buses and trains – and nearby Amtrak and freight lines – deliver passengers and cargo to regional destinations. International shipping and cruise ships are accessible via the Port of Baltimore, ranked among the nation's most efficient ports. Three international airports within 30 miles of Howard County round out a robust infrastructure, providing easy access to and from the region, nation, and the world.

- 10 MILES FROM THE PORT OF BALTIMORE
- THREE INTERNATIONAL AIRPORTS WITHIN 30 MILES
- INTERSTATES 95 AND 70 TRAVERSE HOWARD COUNTY



FY16

TALENT IS EVERYTHING

Home to about 313,000 people, Howard County consistently ranks among the country's best school systems, top household incomes, and is home to Columbia, ranked number one in *Money Magazine's* 2016 "Best Places to Live." Individuals and families are drawn to live and work in this area, helping to maintain the talented workforce and quality of life that Howard County is known for.

HOWARD COUNTY RESIDENTS ARE . . .

Affluent

With a median income of \$110,130¹, Howard County has the third highest median household income in the country.

 3RD HIGHEST MEDIAN INCOME IN THE US

Well Educated

Howard County ranks third in the country² for largest share of adults with advanced degrees. 60.4 percent of adults have bachelor's degrees and 29.5 percent have advanced degrees.

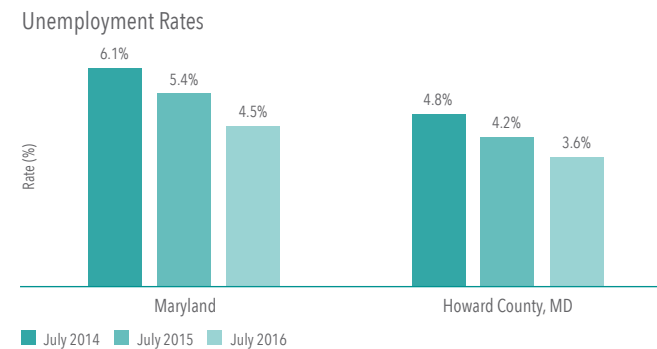
Top 5 US Counties with Largest Share of Adults with Advanced Degrees		
COUNTY	# OF ADULTS	% TOTAL
Arlington County, Virginia	220,000	37.7
Orange County, North Carolina	137,000	30.2
Howard County, Maryland	300,000	29.5
Tompkins County, New York	103,000	29.1
Washtenaw County, Michigan	351,000	26.7

Racially Diverse

A suburban pocket of racial diversity, 43 percent² of Howard County residents identify as non-white. Thirty-three percent of residents are black or Asian.

Employed

As of July 2016³, Howard County boasts a very low unemployment rate of 3.6 percent, the lowest in the state and consistently below the U.S. average. Over the past year, job growth has increased by 2.5 percent⁴, leading the region and the state.



Talented, Across Industries

Residents who work in Howard County contribute across a broad range of industries, from professional and business services to wholesale trade and manufacturing.

Growing In Number

Howard County continues to grow. Since 2010, Howard County has grown by more than 24,700 residents. The 8.6 percent growth rate⁵ is the highest in Maryland.

¹ U.S. Bureau of Economic Analysis – GDP & PI

² U.S. Census Bureau ACS 2010-2014

³ Maryland Department of Labor, Licensing, and Regulation

⁴ U.S. Bureau of Labor Statistics

⁵ U.S. Census Bureau American Community Survey, Longitudinal Employer-Household Dynamics



PHOTO: Aerolab in Jessup

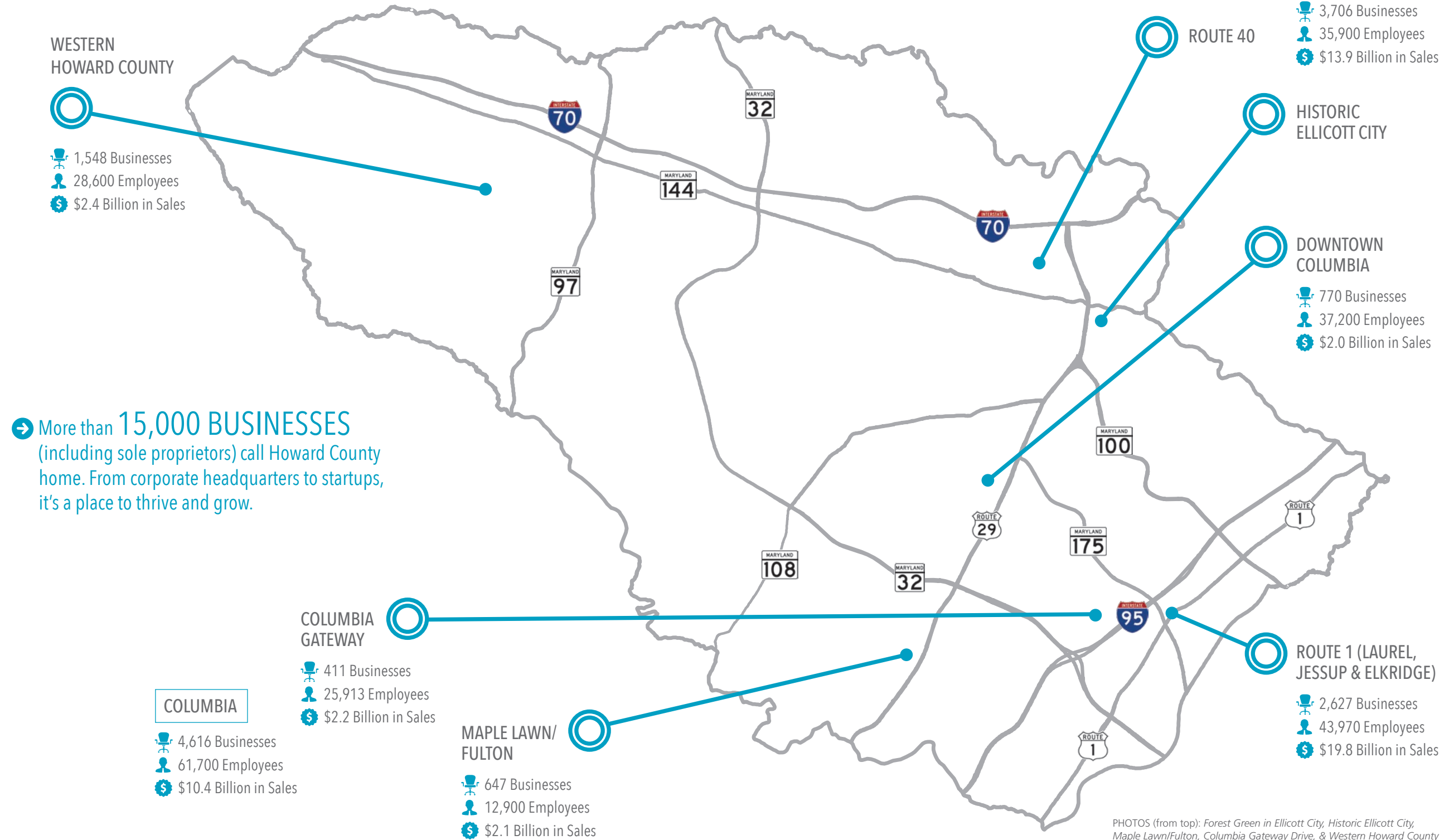


THRIVING BUSINESS DISTRICTS

FY16

LOCATION IS EVERYTHING

Howard County's seven business districts reflect a diversity of industries that helps to make a well-rounded and thriving business community.



➔ More than **15,000 BUSINESSES** (including sole proprietors) call Howard County home. From corporate headquarters to startups, it's a place to thrive and grow.



PHOTOS (from top): Forest Green in Ellicott City, Historic Ellicott City, Maple Lawn/Fulton, Columbia Gateway Drive, & Western Howard County

COLUMBIA

From its radical inception in 1967 as a 14,000-acre planned community, Columbia has consistently been home to innovators and forward-thinking individuals. Valued for its social and economic diversity, Columbia was also ranked number one in *Money Magazine's* 2016 "Best Place to Live."

Columbia Gateway

The premier business park along the Baltimore-Washington Corridor, Columbia Gateway is home to major cyber, technology, defense, and health care headquarter companies. HCEDA has slated this "Innovation District" as a major redevelopment initiative, integrating new mixed-use space, amenities, and transportation upgrades.

Downtown Columbia

Development in and around Downtown Columbia's vibrant lakefront district, remains brisk. The new Crescent Project (at right) is underway and will deliver major residential, retail, and office developments. Modifications to Merriweather Post Pavilion are expected to attract more large acts to this celebrated outdoor music venue. Nearby, the Little Patuxent Square Project is getting closer to bringing new apartments, office space, and retail space online.

ELLICOTT CITY

With its roots in milling and manufacturing, Ellicott City is the picturesque home to many historic sites, unique shops, and distinctive dining, and serves as the seat for Howard County Government.

Route 40

The Route 40 corridor connects Ellicott City to Baltimore, with services, shops and restaurants spanning the length. Several recent projects have brought new business, and housing along the corridor including Arcadia Square, which was opened earlier this year.

Historic Ellicott City Business District

Historic Ellicott City is the cherished Main Street of the town, loved for its quaint charm, eclectic shops and restaurants, and friendly, small-town feel. On July 30, 2016, a flash flood hit Historic Ellicott City, impacting 215 businesses and property owners and approximately 955 workers. The HCEDA stepped in as the interface with business and property owners to assist with the recovery process, allowing many of the businesses to get back on their feet sooner, minimizing economic loss.

ROUTE 1

Route 1 represents the industrial foundation of both the county and the Baltimore-Washington region. This district is experiencing significant investment and growth in the manufacturing, distribution, and food processing industries. Existing businesses are reinvesting and new companies are relocating to the area.

MAPLE LAWN/FULTON

Maple Lawn was founded in 2005 as a mixed-use community in Fulton, and built on a planning philosophy that celebrates distinctive, prosperous small towns with a sense of community. Maple Lawn is home to five residential neighborhoods, a business district with six multi-story office buildings, a 20-acre business park, and retail shops along its streets. Plans are underway to build additional office space adding to the current 635,000 sq. ft. of space.

WESTERN HOWARD COUNTY

Western Howard County is designated as the Rural Residential and Rural Conservation area of Howard County. Agriculture accounts for the primary use of land, with small businesses and homes interspersed throughout. Interest in Howard County's craft brewing and farm-to-table movement has sparked growth for the farms in this region.



STAFF AND BOARDS

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FAREWELL NOTES

SCOTT ADELMAN

July 1963 - October 2016

Scott Adelman was a founding member of the Howard Tech Council's Advisory Board and member of the HTC'S Sales and Marketing Roundtable. The director of sales and marketing at HTC member Next Level Technology, Scott was a friend and inspiration to many; his passing is a great loss to us all in the Howard County community.



STEWART GOLD

October 1941 - May 2016

We remember Stewart fondly. As a serial entrepreneur, Interim Executive Director of the MCE and as a friend, Stewart sparked fires to ignite the best in all those around him. In his memory, the HCEDA and MCE have established the new Gold Fund, which will assist startups with early stage funding.



PATRICIA ("PATTY") KEETON

October 1949 - February 2016

Patty was a tireless collaborator and friend of the EDA. As Associate VP of Continuing Education at Howard Community College (HCC), Patty worked with students to help them transition into the business world, and offered her knowledge and support to HCEDA, MCE and HTC. The Keaton Award, created by the HTC, will be bestowed annually on an HCC non-credit student taking courses in STEM.

