

A Letter from the County Executive

February 2009

Dear Daily Record Readers,

Howard County residents continue to enjoy a quality of life that is enviable in many ways — our schools, libraries, parks and recreational programs are nationally recognized. In 2008, Money magazine ranked Howard County (specifically Columbia and Ellicott City) as the nation's eighth best place to live; Forbes magazine ranked Howard County 17th in the nation in its survey of "Best Places to Raise a Family." The U.S. Census Bureau again acknowledged Howard County as the third wealthiest county in the nation, with a median household income above \$101,672. Howard County still reported the lowest unemployment rate in the State of Maryland for the third consecutive year, with our jobless rate well below state and national averages. Not only are many Howard County residents employed in high-level positions, those jobs translate into a higher standard of living for local residents and their families. Additionally, more than 3,600 new jobs were created by companies in Howard County during 2007 — the last full year for which statistics are available. Amidst economic uncertainties, Howard County's experience in solid job growth and strong wages were consistent with previous years.

Over the years, Howard County has benefited from a superior location. We are centrally located in the Baltimore/Washington Corridor, one of the nation's largest and wealthiest metro areas. Situated at the heart of this dynamic, bi-metropolitan marketplace generates strong economic momentum from both cities.

During my second year in office, we continued to address many pressing issues facing our society, including public health and the environment. In addition, we continued to help Howard County employers find a highly qualified workforce through the Howard Jobs campaign — a new initiative designed to reach the 100,000 Howard residents who leave the County daily and commute to jobs elsewhere.

The region will soon benefit from the Base Realignment and Closure (BRAC), and Howard County is well positioned to receive new government contractors and subcontractors, the employment opportunities they bring with them and the impact this positive growth will have on our infrastructure.

Bridging international cultures, developing relationships and exploring mutual opportunities for Howard County are all part of our mission to make a great County even better. In early 2008, I had an opportunity to travel to Bangalore for three full days of site visits and business meetings in India's "Silicon Valley." One of the featured meetings was with leaders from the Indian Space Research Organization Leadership Satellite Center where we learned about the Miniature Synthetic Aperture Radar (MiniSAR) built in Howard County by the Johns Hopkins University Applied Physics Laboratory. Later, it was launched on board India's first mission to the moon. The objective of our trip was to promote increased cross-investment between Howard County and India. In addition, we announced the formation of what is now officially known as the Indian-American Business Council of Howard County.

As your County Executive, I am committed to working with the Business Community and the Howard County Economic Development Authority to provide economic success for all by supporting and enhancing a positive business climate for resident businesses to reach their maximum success. Although the national and global economies are in recession, I promise to do my best to ensure that Howard County residents continue to enjoy a superior quality of life, both personally and professionally.

Sincerely,



Ken Ulman
Howard County Executive



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Howard County Economic Development Authority

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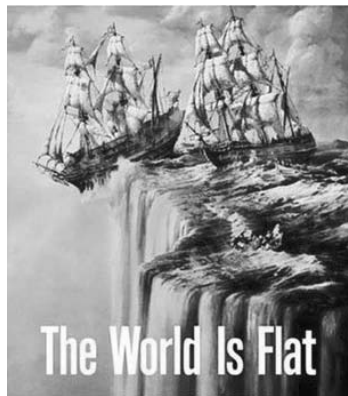
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Howard County Embraces Thomas Friedman's Book, The World is Flat

In the international bestseller, "The World is Flat: A Brief History of the Twenty-First Century," Thomas L. Friedman describes the new global marketplace as one that has globally leveled the "competitive playing fields between industrial and emerging market countries." Friedman's concept resulted from a journey to Bangalore, India, where he made the connection, "the flattening of international marketplace is due to the convergence of personal computer with fiber-optic micro cable with the rise of work flow software."



Authority CEO Dick Story and a delegation of seven Howard County-Indian businessmen went on an international marketing mission to Bangalore, India — known as India's Silicon Valley — in February 2008.

"We unquestionably have a global economy, one that depends upon businesses in the U.S. and India partnering and working seamlessly. We have to acknowledge this and identify opportunities in both locations," said Ulman in his blog from Bangalore.

The delegation met with several Indian businesses, including leaders from the Indian Space Research Organization Leadership Satellite Center, where the County Executive learned more about the Miniature Synthetic Aperture Radar (MiniSAR). The MiniSAR was built at Howard County's Johns Hopkins University Applied Physics Laboratory (APL). A NASA-funded project, the MiniSAR is

one of two U.S. scientific instruments on board of Chandrayaan-1, India's first lunar mission.

In addition, the delegation visited the site of Prism Microsystems' (Prism) new building in Bangalore, where the County Executive planted a tree to commemorate the groundbreaking. Prism is a leading information technology solutions provider whose U.S. offices are located in Columbia. In addition, the delegation met with Fast VDO; Jaypar; Mindtree Consulting; Infosys; TATA Consulting Services; the regional director of the National Association of Software and Services Companies; JSS Spiritual Mission's Engineering School; U.S. Department of Commerce's Commercial Services Division; and the IT Secretary for the Government of Karnataka.

Back in Howard County

Upon return from the Indian marketing mission, the former Corporate Office Properties Trust headquarters building was purchased to be utilized as a business incubator for Indian-owned businesses based in Howard County. Intercontinental Export, Inc., a service organization that strives to bring new value to the post-industrial plastics recycling industry by providing "total" plastics solutions, and Prism Microsystems, a company that delivers business-critical solutions to consolidate, correlate and detect changes that impact the performance, availability and security of your IT infrastructure, were the first Indian-owned businesses to move into the new facility. Leaders of both companies traveled to

India as part of the delegation.

In addition, the County Executive announced the formation of the Indian-American Business Council of Howard County which will promote the cross-investment between Howard County and companies in India, while providing first-hand market information and business contacts to businesses looking for opportunities in both locations.

The formation of the Indian-American Business Council of Howard County



The Indian-American Business Council of Howard County met for the first time on October 27, 2008. The mission of the Council will focus on:

- Networking - provide avenues for members to connect and discuss business opportunities,
- Business Development - specific actions that directly create and expand businesses, and
- Policy - implementing or changing law that will enhance the business climate.

In 2009, the general membership meetings will be held on March 24, May 26, September 22 and November 24, from 3:30 to 5:00 p.m.

For more information about the Indian-American Business Council of Howard County, please contact Raj Kudchadkar at 410-313-6376 or via e-mail at rkudchadkar@howardcountymd.gov.

A Passage to Bangalore, India

In a quest to explore the expanding countries of the world, County Executive Ken Ulman, Chief of Staff Aaron Greenfield, Howard County Economic Development

Positioned for International Growth

With today's uncertain economic conditions, foreign businesses still continue to seek growth and expansion opportunities in the United States. Howard County is an excellent location. Strategically situated between two major urban areas — Baltimore and Washington D.C. — Howard County has become an international hub. Not only does the county provide a gateway between the business and the government sector, it also allows an outstanding quality of life for current businesses and future employees.

Howard County has the second highest number of international businesses in Maryland. Proximity to a world capital is a key factor. With ready access to international airports and the Port of Baltimore, and the assistance of their embassies nearby, Howard County is naturally attractive.

Select International Businesses in Howard County

Delsey Luggage, Inc. (France)

Delsey Luggage is a manufacturer and importer of travel products. Delsey Luggage has redefined the term "lightweight" in the luggage category. Delsey's HELIUM Lines are up to 40 percent lighter than any other luggage available on the market today. www.delsey.com

Fiducial, Inc. (France)

Fiducial is a global provider of financial and business services to individuals and small businesses. The company now boasts over 150 company-owned and franchise offices, making it one of America's largest networks of professional services advisors. Fiducial has nearly 1,800 members and correspondents in 77 countries, all of whom share the same concept of providing multi-disciplinary services for individuals and small businesses. www.fiducial.com

Frequentis, USA (Austria)



U.S. Headquarters; Frequentis develops and markets communication and information solutions for safety-critical applications. It offers its control centre solutions, products and services worldwide to a broad range of customers acting in various mission-critical fields. www.frequentis.com

Nemetschek North America (Germany)

U.S. Headquarters; A global leader in design technologies, Nemetschek North America has been developing CAD software for the architecture, engineering, construction, entertainment, landscape design and manufacturing fields since 1985. The Vectorworks product line is one of the world's best-selling cross-platform CAD applications and has won many industry awards. The Nemetschek North America family of software includes Vectorworks Designer, Architect, Landmark, Spotlight, Machine Design, Fundamentals and Renderworks. www.nemetschek.net

Neschen Americas (Germany)

Neschen Americas manufactures and markets products under two major brand groups: SEAL® and NESCHEN®. The SEAL brand includes Seal wide-format roller laminators, Seal laminating films and adhesives, Seal cutters and trimmers, ProSEAL® pouch laminators, Seal printing media and Seal foam boards. The NESCHEN brand includes filmolux® laminates, gudy® adhesives, the Pro™ range of sign vinyl, Accu-Coat and Accu-Cure super-wide liquid laminating systems, Vacutex™ media, Solvotex™ media, Transfertex™ media, display accessories and more. www.neschen.com



Top: The former COPT headquarters building located at 8815 Center Park Drive was purchased to house Indian-owned businesses based in Howard County.

Left: Rohde & Schwarz opened its U.S. headquarters at 8861 Robert Fullton Drive in Columbia.

Nucletron Corporation (Netherlands)

U.S. Headquarters; A knowledge-based leader in Radiation Oncology, Nucletron specializes in the development, manufacture, sales, service and support of cancer treatment products. www.nucletron.com



Paradigm Infotech (India)

U.S. Headquarters; A global information technology solutions provider focused on delivering customer value through high quality processes and cost-efficient solutions. www.paradigminfotech.com



Prism Microsystems (India)

U.S. Headquarters; Delivers business-critical solutions to consolidate, correlate and detect changes that impact the performance, availability and security of information technology infrastructures. www.prismmicrosys.com



Rhee Brothers, Inc. (Korea)

Corporate Headquarters; Rhee Bros. is a leading Asian food distributor with global affiliates in Korea, Japan and China. Rhee Bros. operates 13 Lotte Plaza supermarkets that serve over 1,600 affiliate markets around the globe. www.rheebros.com

Rohde & Schwarz, Inc. (Germany)

U.S. Headquarters; Rohde & Schwarz is an independent group of companies specializing in electronics. The company is a leading supplier of solutions in the fields of test and measurement, broadcasting, radio monitoring and radiolocation as well as mission-critical radio communications. www.rohde-schwarz.com



Sagentia (England)

U.S. Headquarters; Sagentia is a developer of new technologies, products and services that change the basis of competition. Sagentia takes a multi-dimensional approach to opportunity discovery and problem solving, drawing on the company's combined technical expertise, business acumen and industry experience. www.sagentia.com



Shimadzu Scientific Instruments (Japan)

U.S. Headquarters; Shimadzu is a developer of analytical and measuring technology including Chromatographs, Light Absorption Analysis Systems, and Composition and Surface Analysis Systems. Shimadzu provides a broad range of analytical instruments indispensable for research, development and quality control in a variety of fields, including new drug development. www.shimadzu.com



BRAC Update

BY KENT MENSER

Executive Director, Howard County Base Realignment and Closure Office
Deputy Coordinator, Fort George Meade Regional Growth Management Committee

BRAC is here!

Base Realignment and Closure has officially arrived in the Fort Meade Region. You can confirm this by viewing the hole in the ground that was once a pristine section of the Fort Meade Golf Course. This active construction site is the future home of the Defense Information Systems Agency (DISA). The plan for the Defense Media Agency (DMA) and Adjudication Activities construction sites is to become active in the spring of 2009. We look forward to viewing completed buildings on all three sites by January of 2011.

Buildings begin with architectural drawings and they make the transition to beneficial occupancy because of competent people, sound planning and coordinated construction. The regional organization responding to Fort Meade growth has been constructed with these same basic principles in mind. Specifically, the Fort Meade Regional Growth Management Committee (RGMC) — consisting of eight counties, two cities, four government agencies and several non-governmental agencies — is working hard to facilitate the coordination of the planning and execution of BRAC actions within the region. After conducting an assessment of regional issues, the members of the RGMC have identified three functional areas that require their concentrated focus: Transportation, Workforce Development and Emergency Services.

Transportation is a challenge

Not surprising to anyone, transportation, to include infrastructure and people moving, is one of our biggest regional challenges. The question is how can we work together to get an additional 15 to 20 thousand people in and out of Fort Meade each workday without further degradation of traffic movement in the area. How do we do it, knowing that funding for key road and traffic management projects will not be available until well after the first BRAC employees arrive on Fort Meade in 2011?

This understood, the RGMC and other Fort Meade stakeholders are laying the foundation for smarter, better coordinated planning and more effective use of funded resources. These initiatives may include, but are not limited to, telework, increasing the number of multi-occupant vehicles, staggered work hours and scheduled workdays. Assisting in the coordination of this effort is Jean Friedberg, our new Regional Transportation Coordinator. Jean's position is being supported by the Department of Defense's Office of Economic Adjustment and his office is co-located on Fort

Meade with their Transportation and BRAC Planners. If you have questions or want to contribute expertise or ideas to this transportation challenge, do not hesitate to contact Jean through our Howard County BRAC Office.

Workforce issues are complex

At the national, state and local levels, workforce development has been identified as one of the key components of a successful BRAC implementation. We define workforce development as placing the right person in the right job, at the right time. We believe there are certain components that must be present in a community to achieve success in this area. It is more than education and workforce training. It is affordable housing, adequate transportation, public safety and other key quality of life factors. Not only must they be present, but they must meet the expectations of the employee and his or her family. Unfortunately, we have found that much of the information available on this subject is anecdotal and not data driven. Understandably, there is sufficient data in the workplace on people who need jobs, but considerably less data on jobs that need people.

The Regional Growth Management Committee will begin a pilot project that will initially focus on the workforce requirements of a small company. The basic objectives of this action are to identify and understand workforce requirements and match those requirements with already funded resources within the county and the region. The ultimate goal is to tailor individual support packages to meet the specific requirements of companies of all sizes. This will be a complex and challenging task. But, we believe we can facilitate real improvements in this area without putting additional burdens on government and private resources.

Emergency services assessed

The last of our three focus areas is Regional Emergency Services. As many of you know, our counties in the region and Fort Meade have great capabilities in this critical area. But the arrival of the three new BRAC organizations on Fort

Meade and the many supporting contractors off Fort Meade call to attention the impact of current and past federal growth on the overall ability of regional emergency services to respond to a major natural or man-made incident. The RGMC has asked the Department of Defense for a grant to better clarify issues related to this subject. We must have a better understanding of the challenges before we initiate specific, resource intensive actions.

Finally, a reminder and an update on the work of BRAC organizations in the State:

Maryland BRAC Subcabinet:

Organization: 11 Cabinet Secretaries or their equivalent

Mission: Coordinate state activities with federal and local jurisdictions

Focus: Completed the State BRAC Action Plan in 2007 and is working to implement BRAC STAT

Mission: Work as a team to identify and address the impacts and opportunities that Fort Meade growth will bring to the region

Focus: Addressed in earlier paragraphs

Howard County BRAC Task Force:

Organization: 12 Committees, 135 members

Mission: Identify and evaluate the impacts and opportunities presented by Fort Meade Growth on Howard County

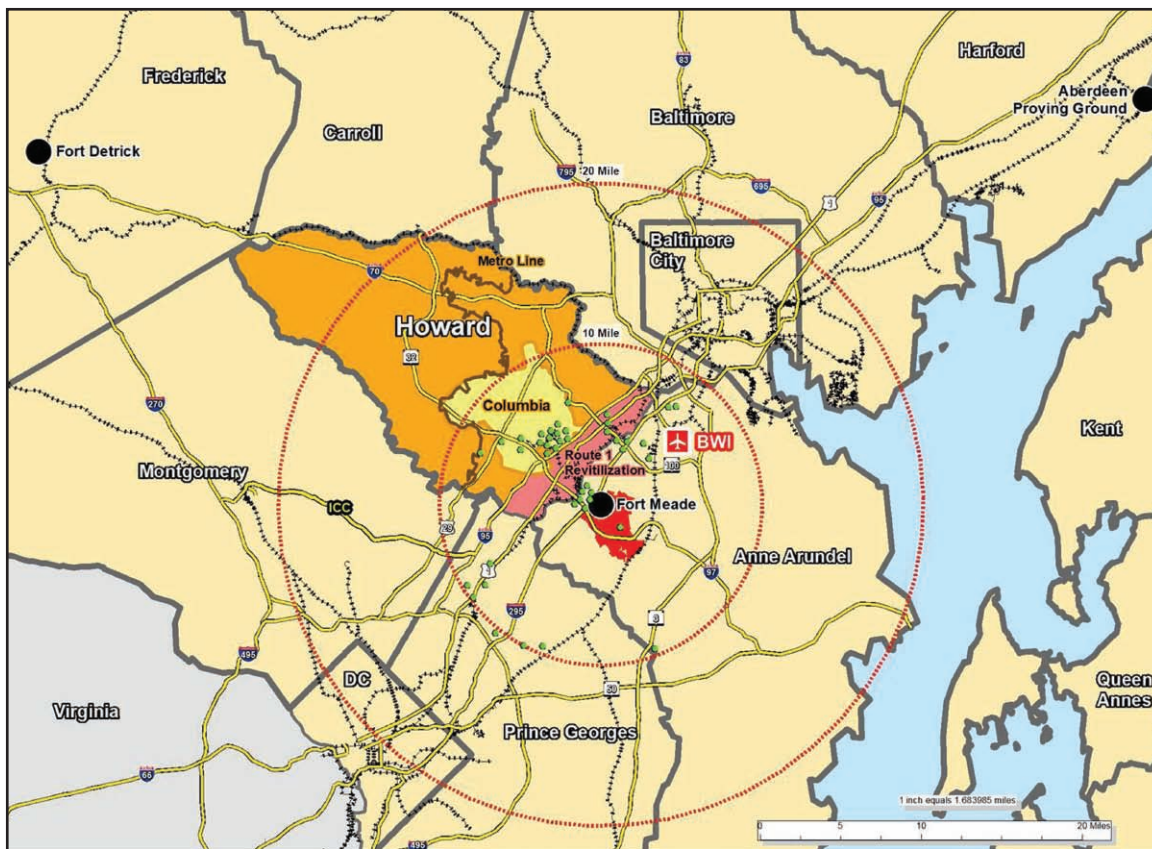
Focus:

- Ensure that solutions adopted by the Task Force protect and enhance Howard County's quality of life

- Expand the understanding of Howard County government, residents and businesses on the subject of growth and its consequences
- Advocate decision support methodologies that address the consequences of action and inaction

Approach:

- Use fact-based analysis on the impacts of



Local Government Subcommittee of the BRAC Subcabinet:

Organization: The five regions related to the five Maryland military installations which are gaining jobs under the 2005 BRAC Law

Mission: Interface between the Subcabinet and local jurisdictions

Focus: Gave input to State BRAC Action Plan in 2007 and contributed an updated assessment of the Plan in late 2008

Fort Meade Regional Growth Management Committee:

Organization: Anne Arundel, Baltimore, Carroll, Howard, Montgomery, Prince George's, Talbot, Queen Anne's counties and the cities of Laurel and Baltimore have signed a Memorandum of Understanding. Fort Meade, NSA, DISA and several non-governmental organizations are also members.

various assumptions and scenarios on Howard County

- Deliver and present actionable information to government leaders residents and businesses
- Execute actions with full measure of transparency and inclusiveness

Howard County BRAC Office:

Organization: Director and Deputy Director positions are supported by the Department of Defense and Howard County

Mission: Support the County Executive and the residents of Howard County in preparation for the impacts and opportunities that Fort Meade growth will bring to the county.

Focus: This office is accountable to the County Executive for the successful implementation of BRAC as it applies to Howard County.

Economic Profile	2008	2007	Year over Year
Population	282,674	279,104	+3,570
Number of households	104,957	103,485	+1,472
Median household income	\$101,672	\$94,260	+\$7,412
Number of county businesses	8,720	8,477	+243
Commercial tax base (in Billions of Dollars)	\$33.4	\$27.9	+ \$5.5
Total jobs	147,143	143,487	+3,656
Average weekly wage	\$982	\$938	+\$44
Civilian labor force	159,500	159,000	+500
Unemployment rate	3.1%	2.6%	+0.5%
Residents with high school diploma	94%	94%	-
Residents with college degree	56%	58%	-2.00%
Residents with graduate or professional degree	27%	28%	-1.00%
Single-family home average price	\$468,459	\$498,648	-\$30,123

The Economy *Economy will be Every Bit as Bad as You Think* and Financial Markets are Two Different Things

BY ANIRBAN BASU & JOSH LOWERY
Economists, Sage Policy Group, Inc.

There is little question that the economy will be devastatingly bad in 2009. America's recession has now engulfed virtually every geography, industry, occupation and socioeconomic group. On an annualized basis, fourth quarter GDP may have declined in the range of 5 percent. Business confidence remains utterly shattered by the ongoing financial panic and attained record lows coming into the year. This lack of confidence will be reflected in a number of ways, including in the form of diminished hiring, accelerating layoffs and sagging business investment.

Nationally, employment declined by 524,000 in December, deeply impacting both blue- and white-collar sectors for yet another month. The nation's unemployment rate now stands at 7.2 percent, the highest rate since January 1993. The West and the Midwest have experienced the sharpest increases in unemployment, with joblessness in the South now higher than it was during the peak achieved in the aftermath of the

Predictably, Maryland's economy has held up better than most due to the presence of massive federal government, federal contracting and health services sectors, but recessionary conditions prevail in the Free State as well. Auto sales have plummeted as have home sales and prices in most communities. Job loss continues to decelerate and the state's unemployment rate has now risen to 5.3 percent, the highest rate of unemployment since January 1996.

That said, the enormous efforts of policymakers to stem economic weakness monetarily and fiscally should prevent this cycle from degenerating into anything approaching the cataclysm of the Great Depression. Though there is plenty of room for criticism, the Federal Reserve's bold interest rate setting strategies and the Treasury Department's efforts to restore normalcy in the nation's banking system will ultimately pay dividends. On top of that, the incoming Obama Administration is proposing a simply massive stim-

But more recently, the recession has engulfed virtually every industry, occupation and demographic classification. Impacted industries include financial, managerial and professional services. Higher-level state government employees are also being impacted by the State's fiscal circumstances, which seem to grow direr with each and every passing week. These types of workers disproportionately live in places like Howard County and with job loss now expanding among some of the Washington-Baltimore area's most prestigious employers, Howard County stands to be impacted.

This is already apparent in the unemployment rate data. True, at 3.6 percent as of November 2008, Howard County still boasts the state's lowest unemployment rate. Montgomery County possesses the second lowest unemployment rate in Maryland at 3.7 percent. No other jurisdiction in Maryland enjoys an unemployment rate below 4 percent and three jurisdictions have unemployment rates in excess of 8 percent.

That said, one year ago, Howard County's unemployment rate was just 2.4 percent. The number of unemployed residents has increased from 3,804 in November 2007 to 5,711 one year later, an increase of almost precisely 50 percent.

“Howard County still boasts the state's lowest unemployment rate.”

2001 recession. Rates of joblessness are likely to rise throughout 2009 and into 2010. According to Moody's Economy.com, Michigan will top the list with unemployment there exceeding 11 percent by early 2010. Mississippi, Alaska, California and Rhode Island each will peak at over 9 percent.

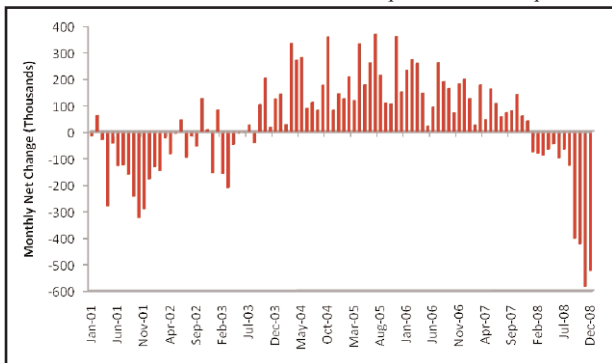


Exhibit 1: Net Change in U.S. Jobs, January 2001-December 2008

Source: Bureau of Labor Statistics

Similarly, consumer confidence remains at or near record lows as layoff announcements mount and home prices continue to slide. This is reflected in part in retail sales and other indicators. Falling asset prices from the third quarter of 2007 to the third quarter of 2008 slashed U.S. household net worth by over \$7 trillion. That conspired with rising unemployment and diminished income growth to produce the worst holiday shopping season in recent memory.

A further complication is that the downturn is now a global one. The world's wealthiest nations are expected to shrink economically in the aggregate this year according to the monetary fund, with a handful of nations, including the U.K., expected to underperform America. The emerging market is also slowing. This is unfortunate because in recent periods, the only aspect of the U.S. economy to expand without the direct assistance of government was our export sector. Now with the global economy edging toward its own recession, demand for American products from abroad will decline.

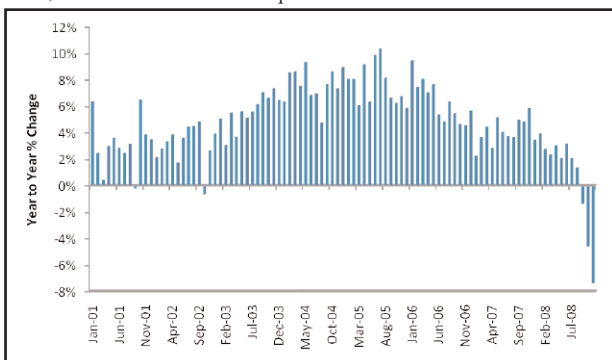


Exhibit 2: Retail and Food Service Sales, January 2001-November 2008

Source: U.S. Census Bureau

ulus package of its own — one that may comfortably exceed half a trillion dollars and may eventually approach or exceed a trillion dollars. Conventional wisdom is that this stimulus will translate into a better 2010.

... but financial markets may not be.

Though this will be a year to forget economically, financial markets will not necessarily follow suit. For instance, during the Great Depression, the market bottomed out in 1932 even though economic weakness persisted well beyond that. The Dow Jones Industrial Average slumped to 41 in 1932, down from a peak of 381 in 1929, but by 1937, had recovered to 194, which represented a healthy return for those investors who remained engaged in the market from a 1932 perspective.

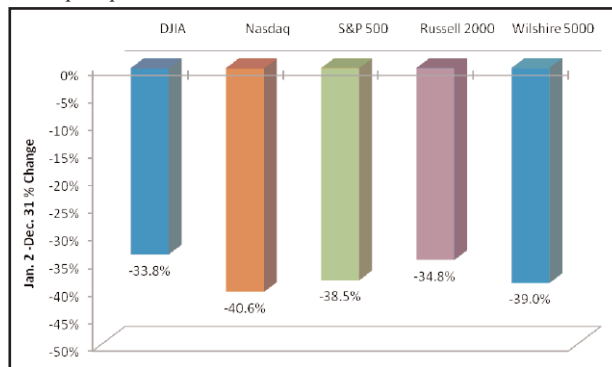


Exhibit 3: U.S. Markets Performance, 2008 Growth

Source: Yahoo! Finance

In recent weeks, the markets also appear to have been comforted by chatter regarding the upcoming stimulus package and potential tax cuts. Companies in a variety of sectors are also striving to become more efficient, including via layoffs which, though painful and economically damaging, are consistent with greater firm profitability all things being equal. Merger activity also continues apace in a number of sectors including in financial services, pharmaceuticals and technology, which is conducive to improved pricing power, efficiency and earnings growth.

The Recession Begins to Make Its Mark in Howard County

Joblessness is set to rise in Howard County, perhaps significantly. In fact, it already has. During the initial phases of the economic downturn, much of the pain was felt in the residential construction sector. Though many construction workers undoubtedly live in Howard County, typical construction incomes suggest that disproportionately these workers live in less expensive jurisdictions like Baltimore City and County. As a result, unemployment rates in these jurisdictions began to rise earlier and faster than in Howard County.

This pattern of rising unemployment will continue into 2009 and perhaps for the entire year. The incoming Obama Administration's stimulus package will likely help slow the pace of rising unemployment during the second half of 2009, but the package still needs to be developed, negotiated with Congress and implemented. These things take time.

Rank	County	UE Rate
1	Howard County	3.6 (2.4)
2	Montgomery County	3.7 (2.5)
3	Calvert County	4.2 (2.6)
3	St. Mary's County	4.2 (2.8)
5	Frederick County	4.3 (2.7)
6	Charles County	4.4 (2.8)
7	Anne Arundel County	4.5 (2.9)
7	Carroll County	4.5 (2.7)
9	Queen Anne's County	4.9 (3.0)
10	Harford County	5.0 (3.1)
10	Talbot County	5.0 (3.1)
12	Kent County	5.1 (3.1)
13	Prince George's County	5.3 (3.7)
14	Baltimore County	5.4 (3.5)
14	Garrett County	5.4 (3.7)
16	Cecil County	6.0 (3.7)
17	Allegany County	6.1 (4.4)
18	Caroline County	6.4 (4.2)
19	Washington County	6.7 (3.9)
20	Wicomico County	6.9 (3.9)
21	Somerset County	7.6 (5.1)
22	Baltimore City	8.1 (5.5)
23	Dorchester County	8.2 (5.6)
24	Worcester County	11.2 (7.2)

Source: Bureau of Labor Statistics

Beyond the Downturn

The county continues to wrestle with its longer-term development issues. Economic development officials remain focused on opportunities related to Base Realignment and Closure. It is expected that BRAC will begin to have significant impacts on the local economy by late-2010. Negotiations and planning surrounding GGP's proposed redevelopment of downtown Columbia continue. It is important that the County position downtown Columbia to remain competitive since an array of emerging communities stands ready to compete for the most desirable employers and residents going forward, including Laurel, Annapolis, Towson, Westport/Baltimore City, Catonsville, Odenton, Germantown and many others.

Join the Year-Round Challenge to Buy and Eat Healthy, Locally Grown Foods



Eat Local! Enjoy the warm hospitality and delicious creativity of local restaurants during Howard County's Winter Restaurant Weeks, February 23 – March 8, 2009. For more information about participating restaurants, please log onto www.visithowardcounty.com.

Join the Year-Round Buy Local Challenge. Participate in growing Howard County's rural economy through buying from local farms, farm stands, farmers' markets, wineries, groceries and markets that offer genuine local products, or dine at restaurants that serve local farm food and wine.

This challenge is designed for you to incorporate this way of eating and buying into your lifestyle. The important thing is to start thinking FRESH, LOCAL and SEASONAL when you make choices about buying and preparing meals, snacking and dining out.

AIDA Bistro, an Italian restaurant in Columbia, began using local produce three years ago when co-owner Joe Barbera developed a business relationship with the Moore family of Larriland Farm. "The survival of small, independent farms hinges on the support they get from us — businesses, restaurants and citizens," Barbera said. AIDA Bistro is one of 24 locally-owned Howard County restaurants that will be participating again this year in Restaurant Week, February 23 to March 8, 2009.

You may wonder, why the push to buy and eat local?

According to a 2001 issue of Growing for Market, there are tremendous benefits:

- Locally grown food tastes better. It's crisp, sweet and loaded with flavor.
- Local produce is better for you. Locally grown food, eaten soon after harvest, retains its nutrients.
- Local food supports local farm families.
- Local food builds community. When you buy direct from the farmer, you are re-establishing a time-honored connection between the eater and the grower.
- Local food preserves the rural character and open space. Picturesque barns, lush fields of crops and meadows full of wildflowers will survive only as long as farms are financially viable.

"Local produce just tastes better. It is more nutritious than store-bought food that has traveled over a thousand miles," said Kathy Zimmerman, Agricultural Marketing Specialist for the Howard County Economic Development Authority. "Buying local supports our local farms and adds to our economy."

Accept the Year-Round Buy Local Challenge by buying



local, eating healthy and keeping our rural economy growing. Visit a local Howard County farm, farmers' market or roadside stand. Dine locally at a restaurant that is committed to buying local. You'll be glad you did!

Select List of Local Farms and Farm Stands

Breezy Willow Farm & The Land and The Hand West Friendship, MD 21794 410-442-1807	Larriland Farm Woodbine, MD 21797 301-854-6110 410-442-2605
Clark's Elioak Farm Ellicott City, MD 21042 410-730-4049	Maple Lawn Farms Fulton, MD 20759 301-362-0618
Greenway Farms Cooksville, MD 21723 410-442-2388	Sharp's at Waterford Farm Brookville, MD 20833 410-489-2605
Howard County Farmers' Markets c/o Howard County Economic Development Authority Columbia, MD 21046	Sun Nurseries, Inc. Woodbine, MD 21797 410-442-2090
J. David Mullinix and Sons, Inc. Dayton, MD 21036 410-489-4363	Triadelphia Lake View Farm Glenelg, MD 21737 410-489-4460



Howard County Agriculture tied to the International Market Place

USDA's Foreign Agricultural Services reports that every \$1.00 of product exported generates another \$1.62 for the economy in related economic activity. Export markets provide a good risk management tool for producers; when business slows in the United States or negative currency fluctuation occurs, export markets often provide opportunities for producers.

International markets are important for many U.S. farm products as trade liberalization has provided additional mar-

ket opportunities for some U.S. products. These new markets lead to higher farm prices and greater returns to producers since agriculture in the United States has much to gain from freer trade. However, these benefits come with added risks because trade is influenced by many factors — such as changes in trade policies and economic growth rates among countries, exchange rate fluctuations, and the emergence of new competition influence trade — and make the international market more risky for U.S. producers.

Nevertheless,

with declining government support for agriculture, greater access to international markets is crucial to the future growth and prosperity of the agricultural economy of the U.S. There is much to gain from expanded trade by U.S. agriculture in the areas of crop production and meat output.

Agriculture in Howard County and the state of Maryland has made a mark in the International Market, and it doesn't stop at just one group. All areas of the agriculture industry have found a place in this most competitive market. Because of this, Maryland agriculture products are successfully exported to more than 35 countries.

The marketing of agricultural products — both domestically and internationally — requires a strong and effective collaboration between the private and

public sector. The Maryland Department of Agriculture's International Marketing program helps Maryland's farmers and producers find international buyers for products such as grains, value-added and processed foods, livestock (including horses) semen and embryos, and nursery products.

Howard County's dairy genetics and equine have found a place in the world's market place. Both Maple Lawn and Maple Dell Farms of Howard County have marketed their dairy genetics throughout several countries. Semen and embryos have been exported, which is a growing trend as other countries are trying to emulate the strong genetics found in dairy cattle born and raised in the U.S.

Equine from Howard County has also made a mark in the international market as horses and semen have been sold overseas. Many of our local farms are competitive in the international world — both in showing and the racing industry.

The impact of the international market will continue to change as agriculture changes in both Howard County and the state of Maryland. Demand for more locally grown food is allowing farmers a greater market at home. These trends have been known to change, although eating locally grown foods is important to our health, our environment and our local economy.



The Center – Howard County's Resource for Business Success

Howard County Economic Development Authority's Center for Business and Technology Development, located at 9250 Bendix Road, North in Columbia, is the county's premier resource for business success. Its three entities, the Business Resource Center, the NeoTech Incubator and the Howard Technology Council, help Howard County businesses achieve sustainable profitability and growth through training, a variety of support services and networking assistance.

The **Business Resource Center (BRC)** offers an array of services essential to new and growing small businesses in any industry. Working with its resource partners — the Small Business Development Center (SBDC), SCORE (Counselors to America's Small Business) and the Jim Rouse Entrepreneurial Fund (j-ref) — the Business Resource Center provides assistance to nearly 1,000 clients annually. The diversity of clients served by the BRC is generally representative of the Howard County population at large.

The **NeoTech Incubator** is an information technology focused incubator. Since opening its doors in May, 2000, NeoTech staff and volunteers have accommodated over 70 resident and affiliate companies. Affiliate companies have access to NeoTech's programs and services but are housed elsewhere. Currently, the NeoTech community is comprised of 27 resident clients and 8 affiliates. Sixty-six per-

cent of our resident companies qualify as minority-owned businesses. Of the 17 graduated companies, 14 have located their offices in Howard County. NeoTech companies have created more than 500 new jobs in Howard County since the incubator's inception.

The **Howard Technology Council** was formed in 2007 through a cooperative effort between the Howard County Executive Ken Ulman and the Howard County Economic Development Authority. The Council was formed to foster economic growth within the technology community in Howard County. The Council was launched in January 2008 and has 70 members as of November 2008, when it held its first annual Technology Awards program.

A World View — The three named entities above, although not specifically focused on global business, do have an international flavor within their programs.

Within the Howard Technology Council membership, several of the firms have an international scope while contributing significantly to the local technology community. Sagentia, a global leader in technology development based in Cambridge, United Kingdom, has its North American headquarters in Maple Lawn, Maryland. This office leads the firm's activities in medical device technology development. Sagentia has other offices in the UK, Sweden, Germany and China.



Another Council member making an impact globally is the Johns Hopkins University's Applied Physics Laboratory (APL). While most of their work is for the defense industry, APL recently worked with the Indian equivalent of NASA, ISRO to provide key technology aboard India's first lunar mission, Chandrayaan-1.

NeoTech has developed into a pre-eminent, internationally recognized business incubator. The National Business Incubation Association (NBIA) holds an annual conference for managers and directors of incubators from all over the world to come together to share information on best practices. Of the more than 600 attendees, at least a third is from outside the U.S. Awards are presented in several categories. The NeoTech Incubator received the NBIA Innovation Award for its programs in 2003, 2004 and 2006. Of more than 3,500 business incubators globally, no other incubator has won this award more than once.

The Business Resource Center coordinates and hosts meetings of the Howard County Economic Development Authority's International Trade Committee and works with this group to coordinate activities such as Ghana Day. These activities target developing business relationships between Howard County and international firms, and have resulted in connections being established. As local firms look to expand their businesses globally, the Business Resource Center can help provide resources and expertise to help them move forward successfully. The Business Resource Center also partners with the World Trade Center Institute to deliver training and information about resources targeting international business development through its Passport Series.

The Center also partners with the State of Maryland's Department of Business and Economic Development to provide assistance to Howard County firms expanding internationally either through physical office space or export assistance.

Last spring, The Center hosted a group of women entrepreneurs from incubators in South Africa. These women are all running businesses in the Information and Communication Technology sector. Part of their time at The Center included a dialogue with three women CEOs from NeoTech. The executives shared their stories and experiences with the visiting CEOs in an informal roundtable discussion. The daylong program, with an exchange of information, expertise and best practices, brought about the realization that the world is indeed flat, and people experience many of the same business related situations no matter where they are located.

The three components of The Center work together in partnership to increase the chances for our clients' business success. The Center is one of the few facilities globally to have access to such a variety of resources and educational opportunities available in one place. To learn more about The Center, visit www.thecenter.biz, or call us at 410-313-6550.

Selected Openings and Expansions during 2008

COMPANY	NEW, RELOCATION, RENEWAL, EXPANSION	SQUARE FEET	NEW JOBS	JOBS RETAINED	DESCRIPTION
Aegis Mobile	Expansion/ Relocation	17,162	60	10	Corporate headquarters, mobile contact services
Bunzl Distribution	Expansion/ Relocation	128,841	20	15	Distributor of food packaging, disposable supplies, and cleaning and safety products
Capitol Office Solutions	New/ Relocation	46,781	90	10	Corporate headquarters, printer and copier dealer
Carrollton Bancorp	New/ Relocation	20,427	60	0	Corporate headquarters, personal and business banking
CEL-SCI Corporation	New	33,524	20	0	Developer of a product called Multikine for the treatment of cancer
Crickit Communications - Administrative Office	New	14,000	60	0	Mobile technology services
Delmarva Foundation	New/ Relocation	14,659	48	0	Providing leadership services that ensure care is safe, effective, efficient and patient-centered
E-Structors	Expansion/ Relocation	93,000	50	50	Secure destruction and recycling of computers and electronics
Gantech	New/ Relocation	5,500	41	0	Corporate headquarters, full-service information technology consulting firm
Integral Systems	New/ Relocation	131,000	300	0	Corporate headquarters, developer of satellite ground system solutions
Intercontinental Export Import Inc.	New/ Relocation	12,000	20	0	Corporate headquarters, post-industrial plastics recycling providing total plastics solutions
KCI Engineering	New/ Relocation	10,600	50	0	Multi-disciplined engineering firm
LagasseSweet	Relocation	113,360	0	20	Wholesaler of janitorial and foodservice products
Lancaster Foods	Expansion/ Relocation	120,000	150	394	Produce processing and distribution
Lockheed Martin	Expansion	25,926	62	0	Advanced technology services
Mecadaq Aerospace	New	10,000	10	0	Manufacturer of precision components and assemblies for the aerospace industry
Merkle	New/ Relocation	120,000	550	0	Corporate headquarters, database marketing agency
MS International	New	85,250	10	0	Distributor of natural stone
Sagentia Inc.	New/ Relocation	5,000	17	0	U.S. headquarters, develop and deliver business opportunities, products and services for our clients
Sanford Kramer Plumbing & Heating	New/ Relocation	22,433	40	0	Plumbing, heating and air-conditioning contractor
Ulma Form Works	New	104,000	50	0	Manufacturer of concrete forms

EDA End-Notes

Howard Jobs provides Howard County residents the opportunity to work close to home.

The Howard County Economic Development Authority launched its second annual "Howard Jobs" marketing campaign in August 2008 prior to Labor Day. Currently, 28 companies and non-profit organizations have joined forces to encourage residents to take advantage of the abundant, well-paying jobs that exist within the County.

By visiting www.howardjobs.com, job seekers will have access to hundreds of professional, technical, management and other employment opportunities that exist within the County. Local employers across a broad range of industries are participating in the effort.

Participating companies include: AscendOne; Baltimore Aircoil; Columbia Association; Corporate Office Properties Trust; Dreyer's Grand Ice Cream; Enterprise Community Partners; GE Healthcare; Healthways; Howard County Chamber of Commerce; Howard County General Hospital; Howard County Government; Howard County Office of Workforce Development; Howard County Public School System; HR Anew; Johns Hopkins University Applied Physics Laboratory; Martek; Maxim Healthcare; Merkle; Micros; Mom Corps; Northrop Grumman; Raytheon Solipsys; SAIC; Shimadzu; SPARTA; U.S. Census Bureau - Census 2010, Vectorworks/Nemetschek North America; Verizon Wireless; and Wells Fargo.

The Howard Jobs program is offered as a free service to companies that are based in or have a presence in Howard County. Companies wishing to join the Howard Jobs program should contact: Alice Settle-Raskin at 410-313-6513 or e-mail asettle-raskin@hceda.org.

MTA Reverse-Commute Service Expanded to Columbia

On January 12, 2009, the new service on Maryland Transit Administration's Bus Route No. 320 began providing four daily trips each way from Baltimore to Columbia Gateway Business Park. In addition, the new schedule offers service to The Mall in Columbia, and more trip times for workers along U.S. Route 1 in Jessup. For more information on MTA services, schedules and fares please call 410-539-5000 or 866-RIDE-MTA (TTY 410-539-3497) or visit www.mtamaryland.com/services/commuterbus/schedulesSystemMaps.



HOWARD COUNTY, MARYLAND

A STRATEGIC
LOCATION THAT
CONTINUES TO
STAND THE TEST
OF TIME.



SINCE 1851, HOWARD COUNTY'S STRATEGIC LOCATION BETWEEN THE PORT OF BALTIMORE AND OUR NATION'S CAPITAL, WASHINGTON, DC, HAS PLAYED A MAJOR ROLE IN CREATING A UNIQUE QUALITY OF LIFE.

IT'S OUR COUNTY'S UNIQUE LOCATION - AND ALL IT OFFERS TO THE SENSE OF PLACE - THAT CONTINUES TO RECEIVE NATIONAL RECOGNITION.

- ✧ Eighth Best Places to Live (Ellicott City/Columbia) in the Nation - by *Money Magazine* - 2008
- ✧ Seventeenth Best Place to Raise a Family by *Forbes Magazine* - 2008
- ✧ Fourth Wealthiest Suburb in America by *American City Business Journals* - 2007
- ✧ Seventh for Delivering High Performance Education at Low Cost by *Forbes Magazine* - 2007
- ✧ Third Most Digital County Government by *Center for Digital Government* - 2007
- ✧ Third Highest Median Household Income (\$101,672) by *U.S. Census Bureau, American Community Survey* - 2007
- ✧ Public Leadership in the Arts award by *Americans for the Arts* - 2007
- ✧ Second Most Technology Advanced Community in the United States by *USA Today* - 2006
- ✧ One of Eight Good Sports Communities by *Sports Illustrated* - 2006
- ✧ First among Great Public Libraries by *Hennen's American Public Library Ratings* - 2005, 2008
- ✧ One of 100 Best Communities for Young People by *America's Promise Alliance* - 2005
- ✧ Ninth in Top Twenty Counties for Best Quality of Life by *American City Business Journals* - 2004
- ✧ Best Educated by (Adults over 25) by the *U.S. Census Bureau, American Community Survey* - 2005
- ✧ Maryland's "Sports Town" by *Sports Illustrated* - 2003
- ✧ All-America County Award by the *National Civic League* - 2001

FIND OUT WHY MANY HAVE CHOSEN HOWARD COUNTY,
MARYLAND AS THEIR STRATEGIC LOCATION OF CHOICE.
VISIT WWW.HCEDA.ORG.

