

Annual Report 2009



**HOWARD
COUNTY**
MARYLAND
Economic Development Authority

Howard County
Economic Development Authority

Introduction

Vision

Howard County is a dynamic, diverse, vibrant, culturally enriched and globally competitive community, in perpetual renewal, fueled by education, innovation and involvement and strengthened by high quality of life and economic vitality.

Mission

To support existing businesses, attract targeted new businesses, and attract corporate and regional headquarters;

To serve as liaison between public and private economic development and planning organizations; and

To recommend policies to County government that support the achievement of planned economic goals.



Fiscal Year 2009

OFFICERS

Michael T. Galeone
The Columbia Bank
Chair

Peter J. Rogers, Jr.
MICROS Systems, Inc.
Vice Chair

Catherine M. Ward
Corporate Office Properties Trust
Secretary / Treasurer

DIRECTORS

Cathy J. Bell
Enterprise
(McDonald's)

Victor A. Broccolino
Howard County General Hospital
A Member of Johns Hopkins Medicine

J. Allen Cornell
NAI The Michael Companies, Inc.

Jerry A. Krill, Ph.D.
JHU Applied Physics Laboratory

Christopher J. Myers
Super Book Deals
(Expert Trading Limited)

Barbara A. Nicklas
General Growth Properties

Jaykant D. Parekh
Jaypar, Inc.

Ronald S. Schimel
Miles & Stockbridge, P.C.

Kwang Chul "K.C." Whang
The W Group Commercial Real Estate

Natalie C. Ziegler
South Manor Farm



Mike Galeone
Chairman



Ken Ulman
County Executive

From the Chair

As the Chair for the Howard County Economic Development Authority for the past two years, I have been continually impressed with Howard County's business community and how we, as a county, are able to stay a vibrant part of this nation's economy.

During my second year, the Authority has worked to keep Howard County's strategic location at the forefront of the corporate decision-makers during this tough economy. SAIC, a prime NSA contractor, announced the consolidation and expansion of their programs into the Franklin Center, a new signature building in the Columbia Gateway Business Park. idX, a retail fixture display manufacturer, made the decision to relocate its Baltimore region facility to Howard County. Other expansions followed, such as The Johns Hopkins University Applied Physics Laboratory facilities, Feld Entertainment, and Rhee Brothers.

The Howard County Economic Development Authority has worked to retain existing businesses through coordinating the County's annual Business Appreciation Week, the County Executives CEO Breakfast forums, and regular visits to individual companies. Small business growth has been enhanced through The Center for Business and Technology Development's three core programs, the Business Resource Center, the Howard Technology Council, and the NeoTech Incubator.

As Peter Rogers assumes the leadership role of this vibrant organization, he will guide the development of the new five year strategic plan. The new plan will foster defense initiatives as well as the Base Realignment and Closure, both of which will have major positive impact on Howard County's economy and infrastructure.

Soon we will begin the sharing of results of the Economic Impact Study of Downtown Columbia with elected officials, community groups, business organizations, and others. Under Peter's leadership, Howard County and Columbia will have a valuable tool to enrich the discussions on the new plan.

This past year was indeed a difficult year for the economy, but Howard County has remained relatively strong. It has been my personal privilege to serve as the chair of this exceptional organization.

From the County Executive

This December marks the completion of my third year serving as Howard County Executive. This has been an exciting and rewarding experience for me, and I am proud and humbled to serve the great citizens and businesses of this county. We have enjoyed many successes over the last three years, and though we are not without our challenges, Howard County and its economy remain relatively strong.

Through our partnership with the Howard County Economic Development Authority, we continue to retain and attract new companies to Howard County. Recognizing our high quality of life, educated workforce and resilient economy, companies of all sizes understand that Howard County is the right place to do business.

A Howard County location also provides defense contractors with a strategic business location due to our proximity to the National Security Agency (NSA) and Fort George G. Meade. The value of our proximity to these entities will only increase as BRAC continues to progress. Indeed, these are the reasons why a major prime contractor such as SAIC has called Howard County home.

Although Howard County's businesses have faced challenging times in this economy, there are many positive success stories beyond the headlines. For instance, over the past year Howard County's commercial tax base grew by more than 8.5% and the unemployment rate remained the lowest in the State. Meanwhile, our rate of job creation was the second highest in the state, and Howard County workers now earn an average wage of \$52,600.

We have our challenges, but what makes the Howard County community so strong is its ability to respond to challenges and turn them into opportunities. Recent experience demonstrates this, and I am fully confident that this trend will continue next year and beyond.

I want to thank the Economic Development Authority for its support in making Howard County great and the critical role it has played in strengthening our economy and business community. The Economic Development Authority remains an excellent partner to County Government, and I look forward to continuing this essential partnership over the coming year.

Leadership

Fiscal Year 2010 promises to be an exciting year with three changes in leadership at the Economic Development Authority.

Mike Galeone is passing the gavel to Peter Rogers as Chair. Peter will be joined by Cathy Ward as Vice Chair, and Chris Myers as Secretary/Treasurer.

Cathy Bell and Victor Broccolino retired after eight years of service. Founder of Brdancat Enterprise, Inc. (McDonald's), Cathy served on the Committee for Business and Economic Diversity (CBED) and the Marketing Committee. Vic Broccolino, President and CEO of Howard County General Hospital, has

been an active board member and has served on the Advocacy Committee. We thank both Cathy and Vic for their knowledge, leadership, and dedication to the community and economic development in Howard County.

We are pleased to announce the addition of new board members Jay H. Blackman of Howard County General Hospital and Barry C. Curtis of Best Fence who will be valuable contributors to the work of the Authority. Other exciting changes are that Chris Myers will chair the Finance and Incentives Committee, and Barbara Nicklas will chair the Marketing Committee.

Retiring Board Members

Cathy J. Bell

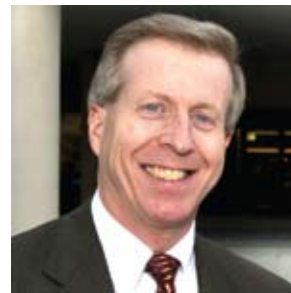
Victor A. Broccolino



Incoming Board Members

Jay H. Blackman

Barry C. Curtis



Peter J. Rogers, Jr.
Chair



Catherine M. Ward
Vice Chair



Christopher J. Myers
Secretary / Treasurer

The Economic Development Authority's officers for Fiscal Year 2010:

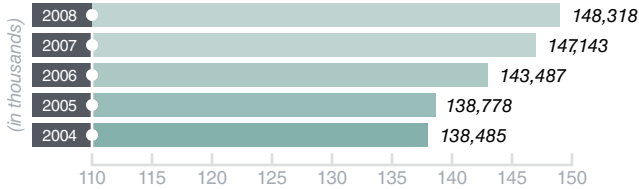
Peter J. Rogers, Jr., Chair (MICROS)

Catherine M. Ward, Vice Chair (Corporate Office Properties Trust)

Christopher J. Myers, Secretary / Treasurer (Super Book Deals)

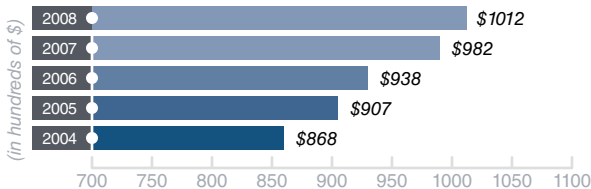
Highlights

Job Growth



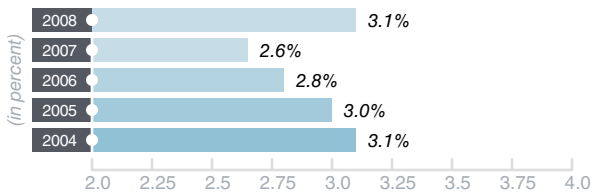
More than 1,175 jobs were created during Calendar Year 2008, nearly 30% of all net new jobs created in the state of Maryland. Howard County's job growth ranked second highest in the state.

Average Wage Growth



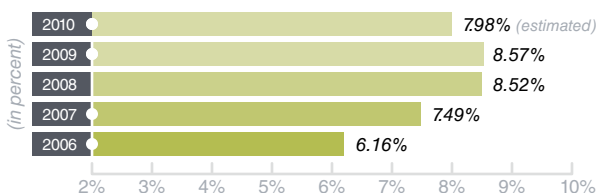
Over Calendar Year 2008, the Howard County Average Weekly Wage was \$1,012 per week, an increase of 3% or \$1,500 annually.

Unemployment Rate



During Calendar Year 2008, Howard County's unemployment rate of 3.1% was the lowest in the state. Howard County unemployment was more than 1% below the state average and 4% below the national average. For Fiscal Year 2009, Howard County's unemployment rate grew to 4.3%, well below the state average of 5.9% and the national average of 7.6%.

Commercial Tax Base Growth



In Fiscal Year 2009, Howard County's commercial tax base has grown by 8.57% totaling more than \$6.4 billion in Assessable Tax Base. The commercial tax base is estimated to grow 7.98% during Fiscal Year 2010 to \$6.9 billion in Assessable Tax Base.

Major Projects

Integral Systems moved its corporate headquarters to Gateway Exchange III. Federal government contractor SAIC announced the consolidation and expansion of their programs to support the National Security Agency into 170,000 square feet of space in the Franklin Center, a new signature building in Columbia Gateway Business Park. Also, in Fiscal Year 2009, idX Corporation, a manufacturer of retail display fixtures, announced its plans to relocate to 435,000 square feet of space, Rhee Brothers consolidated its corporate headquarters and distribution operations into a 215,000 square foot facility on Coca Cola Drive, and Cel-Sci (a cancer treatment research and development firm) opened a 33,000 square foot testing and Phase 3 trials facility in Elkridge. Continued expansions of The Johns Hopkins University Applied Physics Laboratory facilities added an additional 460,000 square feet of development for the County.



[Top] Cutting the ribbon to the Franklin Center are Mark Corneal, Senior Vice President of the Trammell Crow Company; Larry Cox, Senior Vice President and Business Unit General Manager, SAIC; and Ken Ulman, Howard County Executive. [Bottom] The Johns Hopkins University Applied Physics Laboratory's new Space Department building – "Building 200"

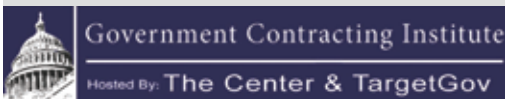
Entrepreneurship and Business Development



Business Resource Center

In Fiscal Year 2009, the Business Resource Center (BRC) provided in-depth counseling and/or training assistance to 688 clients with its partners SCORE and SBDC. The types of assistance provided included general startup and registration guidelines, sources of financing, government procurement opportunities, minority certifications, business plan development, and product/service marketing.

The Center for Business and Technology Development developed and hosted the Government Contracting Institute in partnership with TargetGov. A series of ten half-day seminars managed by the Business Resource Center, the Institute provided businesses with in-depth information and instruction from professionals in government contracting.



The Center provided meeting, networking and conference facilities on 72 occasions to various small businesses and public/private organizations in support of entrepreneurial activity. An additional 174 clients registered use of The Center's *Ochoa Business Resource Library*.

1 Howard Technology Council

The Howard Technology Council showed steady growth during Fiscal Year 2009, ending the year with 65 members and 11 sponsors. The Tech Council produced eight monthly seminars for the technology business community, an Executive Breakfast Series featuring access to high level corporate and government speakers, focused Affinity Groups, two general networking events, and the Inaugural Technology Awards Program. At the Annual Awards Program, six companies and two individuals were recognized for their exceptional performance and leadership in the technology business community.

NeoTech Incubator Update

During Fiscal Year 2009, the NeoTech Incubator had an active year, maintaining 100% occupancy for most of the year while assisting 28 different emerging technology firms. At the end of Fiscal Year 2009, NeoTech was home to 26 client companies and had a 96% occupancy rate. In addition, NeoTech supported six affiliate companies throughout the year. NeoTech management developed and implemented a year-long Leadership Development series for its entrepreneurs, run by the Center's Entrepreneur-In-Residence.

2 15th Annual Committee for Business and Economic Diversity (CBED) Awards Program

Howard County recognized three outstanding business leaders at its 15th Annual CBED Awards Program held on April 24 at Ten Oaks Ballroom. In addition, two scholarships were awarded at the event, the Howard County General Hospital Rising Business Star scholarship, and the Howard County Chamber of Commerce's Earl H. Saunders Entrepreneurial Scholarship. The honorees were: Stanley Crump, Owner, Ellicott City Fitness and Karate; John M. Kane, President and CEO, The Kane Company; Matthew Erlandson, Wilde Lake High School - Matt's Lawn Care; Shara Patty Darden, Studio Inspire; and Vir Mirchandani, River Hill High School (not shown in photo).

Business Outreach



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1 Business Appreciation Week

The Authority coordinated the 18th County Executive's annual Business Appreciation Week during the week of May 18. EDA Board members, County department heads, and regional marketing partners, visited 101 companies representing all industry sectors to thank them for their contributions to the economy of the County.

2 CEO Breakfasts

In Fiscal Year 2009, Howard County CEOs gathered at two CEO breakfast forums held at W.R. Grace on October 23 and Merkle, Inc. on April 28. These forums focused on the impacts of the economy on local companies as well as possible economic stimulus funding opportunities.

3 CoRE Tour

On October 22, the Howard County Economic Development Authority's CoRE Tour (Commercial Real Estate Tour of Howard County) drew over 165 attendees as it highlighted 27 of the County's premier properties. Following a kick-off breakfast featuring an overview of the Base Realignment and Closure (BRAC) activities, the half-day tour started from the Franklin Center and provided an opportunity for attendees to view a selection of premier office, flex, and warehouse space.

4 Women in Agriculture Forum

Thirty-five women joined together at the 2009 Central Maryland Women in Agriculture Forum at the Howard County Fairgrounds. The event offered these women educational and networking opportunities, and included sessions focusing on grant and loan opportunities, farm business planning, transitional farming, and women's health and well-being.

5 Farmers' Markets

The Authority's Agricultural Marketing Program supported the 2009 Farmers' Market Season at three Howard County locations: East Columbia Library, Glenwood Library, and Oakland Mills Village Center. Offering the season's freshest, locally-grown produce, baked goods, fruits of the season, flowers, organically grown produce and specialty items, these markets draw patrons from throughout the region.

Marketing & Communications

1 Newsletters & E-News

The Howard County Economic Development Authority released one issue of The Authority, a newsletter in print which is now published twice annually, and five issues of the EDA E-News, a periodic E-Newsletter that includes news about what's happening in the Howard County business and economic development arena, including related conferences and events.

2 New Marketing Materials for The Center for Business & Technology Development

New informational brochures were designed detailing the services provided by the three components of the Center, the Business Resource Center, the Howard Technology Council, and the NeoTech Incubator.

Howard Jobs

The Second Annual Howard Jobs campaign was designed to reach the 100,000 Howard County residents who leave the County daily and commute to jobs elsewhere. In Fiscal Year 2009, this three month multi-faceted campaign began on August 29 with commercials on four Comcast Channels and signage on Howard Transit buses that directed viewers to HowardJobs.com. The program sported a renewed, user-friendly website that featured 29 local employers across a broad range of industries. From September 2, 2008 through January 26, 2009, the Howard Jobs site received over 10,807 unique visitors who viewed 87,153 participating companies' pages.



3 Howard Ag

In Fiscal Year 2009, Howard Ag was published three times. The interagency agricultural newsletter highlighted nutrient management information, forest conservation easement opportunities, and information on the Howard County Agricultural Land Preservation Program.

4 Youth in Agriculture Career Program

The Youth in Agriculture Career Development Program, a collaborative effort between the Howard County Economic Development Authority's Agricultural Marketing Program and the Maryland Cooperative Extension - Howard County Office, was developed to educate students on the different career fields related to agriculture. The program won the "Team Communication Educational Piece Award" by the Maryland Association of 4-H Agents.



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(1) idX's new regional facility on Snowden River Parkway. (2) Rhee Bros. expanded and relocated into this facility in Patapsco Valley Business Park. (3) SAIC's new location, Franklin Center, in Columbia Gateway Business Park. (4) Integral Systems new headquarters in Columbia Gateway Business Park.

Selection of New & Expanding Companies

Fiscal Year 2009

COMPANY	NEW, EXPANSION, RELOCATION, RETENTION	SQUARE FOOTAGE	NET NEW JOBS	EMPL. RETAINED	BUSINESS DESCRIPTION
idX Corporation	New / Relocation	435,000	125	0	Manufacturer of retail display fixtures
Feld Entertainment	Expansion / Renewal	216,528	0	15	Storage facility for Ringling Bros. and Barnum & Bailey®, Disney On Ice and Disney Live productions
Rhee Brothers	Expansion / Relocation	215,000	25	140	Corporate headquarters, Asian food distributor
SAIC	Expansion / Relocation	171,000	200	400	Provider of scientific engineering, systems integration and technical services and solutions
Integral Systems	New / Relocation	131,000	300	0	Developer of satellite command and control systems
Bunzl Distribution	Expansion / Relocation	128,841	20	15	Distributor of food packaging, disposable supplies, cleaning and safety products
LagasseSweet	New / Relocation	113,360	20	0	Wholesaler of janitorial and foodservice products
Cybercore Technologies	Expansion / Renewal	73,706	0	75	Computer reseller providing configuration, installation, training and maintenance for successful deployment of IT solutions
Havtech	New / Relocation	72,062	75	0	HVAC manufacturer representative and supplier
Air Cargo Transport Services, Inc.	New / Relocation	63,235	35	0	Worldwide logistics services
Convergence Marketing	New / Relocation	41,553	40	0	Retail marketing and merchandising services
Connections Academy	New	37,400	45	0	Online public school providing a nationally certified K- grade 12 alternative to home schooling curriculum
MedAssurant	New	33,000	110	0	Provider of nationwide medical data abstraction, analysis, and verification solutions for the U.S. healthcare industry
Sanford Kramer Plumbing & Heating	New / Relocation	22,433	40	0	Corporate headquarters, plumbing, heating and air-conditioning contractor
Carrollton Bank	New / Relocation	20,427	68	0	Corporate headquarters, personal and business banking services
Amertox	New / Relocation	20,000	140	0	Pain prescription monitoring services
Aegis Mobile	Expansion / Relocation	17,162	60	10	Corporate headquarters, mobile content services
Walden University - Laureate International Universities	New	16,000	30	0	Accredited university offering bachelor's, master's, and doctoral degree programs
Boxtone	Expansion / Relocation	15,046	45	45	Corporate headquarters, BlackBerry management software and service provider
Agency Properties	New / Relocation	12,332	70	0	Real estate services
KCI Engineering	New / Relocation	10,600	30	0	Multi-disciplined engineering firm

Financial Statement

June 30, 2009

BALANCE SHEET

ASSETS

CURRENT ASSETS

Cash	\$	329,183.00	
Certificates of Deposit	\$	459,677.00	
Total Current Assets			\$ 788,860.00

PROPERTY AND EQUIPMENT, at cost or fair value if donated

Vehicle, Equipment		121,412.00	
Less Accumulated Depreciation		(83,172.00)	
Net Fixed			39,240.00
Total Assets			\$ 828,100.00

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES

Trade Payable	\$	159,658.00	
Accrued Salaries & Payroll Taxes		153,954.00	
Accrued Expenses		13,099.00	
Deferred Revenue		57,268.00	
Security Deposits		10,294.00	
Total Current Liabilities			394,273.00

BALANCES

Net Assets		433,827.00	
Total Net Assets			433,827.00
Total Liabilities and Net Asset Balance			\$ 828,100.00

STATEMENT OF REVENUES, EXPENSES & CHANGES IN ASSET BALANCE

REVENUES

Howard County Government	\$	1,452,094.00	
Department of Defense OEA, BRAC		257,500.00	
Other Grants		23,988.00	
Contributed Office Space		350,000.00	
Private Sector Investments		257,400.00	
Incubator Income		289,338.00	
Special Events		102,474.00	
Investment Income		21,444.00	
Special Programs		114,633.00	
Miscellaneous Income		4,650.00	
Total Revenue			\$ 2,873,521.00

OPERATING EXPENSES

Salaries, Wages & Benefits	\$	1,668,919.00	
Rent Expenses		350,000.00	
Contractual Services		236,354.00	
Supplies & Materials		51,822.00	
Business and Education		91,099.00	
Non-Capitol Items		34,594.00	
Depreciation		18,395.00	
Special Programs		117,623.00	
Program Expenses			
Partnerships		105,688.00	
Special Events		265,220.00	
Total Expenses			\$ 2,939,714.00
Excess of Revenues over Expenses			(66,193.00)

ASSET BALANCE, BEGINNING OF YEAR			500,020.00
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ASSET BALANCE, END OF YEAR			\$ 433,827.00
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Partners

Abrams Development Group, Inc.
Allen & Shariff Corporation
Apple Ford
Ascend One Corporation
Atlantic Builders Group, Inc.
Baltimore Business Journal
Baltimore Gas & Electric Company
Bank of America*
BB&T
BECO Management, Inc.
BoxTone Inc.*
Brdancat Enterprise (McDonald's)
The Business Monthly
Cardoni Waddell, LLC
CareFirst BlueCross BlueShield
Carney, Kelehan, Bresler, Bennett & Scherr, LLP
Carroll Mill Farm
Century Alternatives, Inc.*
Chanceland Farm
Christine Martin, Realtor - Re/Max LeReve
Citigroup Global Markets, Inc.
Colliers Pinkard
The Columbia Association, Inc.
The Columbia Bank
The Columbia Foundation
Commercial Insurance Managers, Inc.
Corporate Office Properties Trust
Corridor Reznick LLC
The Creaney & Smith Group, LLC
The Daily Record
Davis, Agnor, Rapaport & Skalny, LLC
Dreyer's Grand Ice Cream
Executive Skillworks, Inc.
Eyre Bus, Tour & Travel*
General Growth Properties
Giant Food, Inc.
Greenberg Gibbons*
Greenebaum and Rose Associates, Inc.
Greenman-Pedersen, Inc.
Harkins Builders
Howard Bank
Howard Community College
Howard County Association of Realtors
Howard County General Hospital
Howard County Government
Integral Systems, Inc.*
Johns Hopkins University Applied Physics Lab
The Kane Company
Katz Abosch
Law Offices Bartunek & Bhattacharyya, LTD.*
Liberty Property Trust
Lingual Information System Technologies, Inc.
Loyola College
M&T Bank
Manekin, LLC
Martek Biosciences Corporation
Maryland Food Center Authority
Merritt Properties, LLC
MICROS Systems, Inc.
Miles & Stockbridge P.C.
MRA Digital, LLC*
NAI The Michael Companies, Inc.
National Security Agency
Optemax, LLC
Optivor Technologies
Patuxent Publishing Company
PNC Bank
Presentation Media
Rising Star Ideas, LLC*
RREEF Alternative Investments*
Sagentia*
Security Development Corporation
Sheraton Columbia Inn
SunTrust Bank
SuperBookDeals*
Susquehanna Bank
Talkin & Oh, LLP
Trammell Crow Company
Turf Valley Resort & Conference Center
UHY Mid-Atlantic MD
Vantage Growth
Verizon Communications
W.R. Grace & Company
Whiteford, Taylor & Preston L.L.P.
Wilhelm Commercial Builders, Inc.

* New Partner

Richard W. Story
Chief Executive Officer

Linda L. Burger
Senior Vice President, Small Business Development

Janice M. Posey
Senior Vice President, Business Development

Deborah L. Bell
Office Manager

Cynetta M. Cardwell
Director, Business Resource Center

Katrina M. Carroll
Business Development Manager

Jack D. Gunther
Business Development Manager

Laurie J. Hedlund
Director, NeoTech Incubator

Jill A. Joubert
Senior Marketing Assistant

Deborah R. Leake
Office Coordinator

Coleen T. Parker
Administrative Assistant

Alice Settle-Raskin
Communications Manager

Tasha N. Taylor
Administrative Assistant / Programs Coordinator



Kathy L. J. Zimmerman
Agricultural Marketing
Specialist



H. Victor Hess
Entrepreneur in
Residence

Larry O. Collins
Executive Director,
Howard Technology
Council

HOWARD
COUNTY
MARYLAND

Economic Development Authority

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[Cover photos]
Franklin Center
Columbia Lakefront