

GROWTH

HOWARD COUNTY



A supplement to

THE DAILY RECORD

February 2008

HOWARD COUNTY GOES GREEN



Think Strategically.

HOWARD COUNTY Maryland

HOWARD COUNTY, Maryland is the strategic location of choice for many because it is centrally located between Baltimore and Washington, DC. We are nationally recognized as . . .

- ▶ Best Educated (Adults over 25) by the *U.S. Census Bureau*
- ▶ First among "Great Public Library Systems" by *American Libraries*
- ▶ Second Most Technologically Advanced Community in the U.S. by *USA Today*
- ▶ Fourth Best Places (Columbia/Ellicott City) to live by *Money Magazine*
- ▶ Seventh Best High Performance Education at Low Cost by *Forbes Magazine*
- ▶ One of the Top Eight Good Sports Communities by *Sports Illustrated*

**HOWARD
COUNTY**
MARYLAND
Economic Development Authority

For more information, contact:

Howard County Economic Development Authority
6751 Columbia Gateway Drive, Suite 500 ■ Columbia, MD 21046
Phone: 410-313-6500 ■ Fax: 410-313-6525
E-mail: hceda@hceda.org ■ Web: www.hceda.org

A Letter from the County Executive
February 2008

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 2007, Howard County was recognized by American City Business Journals as the fourth wealthiest American suburb; Forbes Magazine recently ranked Howard County seventh nationally for delivering high-performance education at low cost. We have a thriving business community and a strong nonprofit sector.

During my first year in office, we addressed two of the most pressing issues facing our society — public health and the environment. We announced “Healthy Howard,” an innovative program designed to make Howard County a model public health community. The new initiative teaches individuals, families and businesses how to incorporate simple wellness and prevention strategies into everyday life to improve overall health. Healthy Howard also includes a component that brings government, business and citizens together in an effort to offer affordable health care access to uninsured county residents.

We introduced what I believe to be first-of-its-kind legislation in Maryland, designed to encourage “green” building in Howard County. Referred to as “business friendly,” the legislation establishes environmental standards for future commercial construction, incentives for those who go above and beyond the established standards, and includes a unique “Green Neighborhoods” allocation program.

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 through quality high-paying jobs and continued growth of the commercial tax base. I promise to do my best to ensure that Howard County residents continue to enjoy the benefits of a strong economy and a superior quality of life.

Sincerely,

Ken Ulman
Howard County Executive



Economic Development Authority

Table of Contents

New Spec Construction to Provide Space for a Diverse Industry Base to Grow.....4

Fort Meade Growth: Transforming Impact into Opportunities.....5

The National Situation: Much of the Sky is Not Falling.....6

Green Building: Investing in “Green” Leads to an Environmentally Stable and Economically Green Future7

The Center — Dynamically Supporting Entrepreneurial Growth8

Howard County Launches New Technology Council8

Environmental Incentives Available to Agriculture Industry9

Locally Grown is Best10

Howard County Farmers’ Markets10

Select Openings and Expansions11

Under Construction and Proposed Projects11

Economic Profile11

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- Kathy L. J. Zimmerman**
Agriculture Marketing Specialist

Cover designed by Erin V. Alexander



On the cover (clockwise from top left): Manekin LLC Headquarters, The EnviroCenter, COPT’s Gateway Exchange III and Southridge I, Howard County’s fleet of Prius hybrids, and MetroVenture USA’s Meridian Square.

New Spec Construction to Provide Space for a Diverse Industry Base to Grow



RENDERING COURTESY OF TRAMMELL CROW

An artist's rendering of Franklin Center, Trammell Crow Company's new signature seven-story office building with 200,000 square feet of rentable space.

Commercial real estate continues to be a “driver” of Howard County’s economy. With corporate expansions, the BRAC movement and over 1 million square feet of speculative space soon to be ready for lease, Howard County is positioned as the location of choice.

Many corporate executives have chosen Howard County as their strategic location of choice. Companies such as Merkle and FlavorRX have chosen Howard County for their corporate headquarters.

In addition to this growth of new space, and the new and expanding companies, Howard County is experiencing a surge in job growth. In 2006, the number of jobs was 143,487 in Howard County — an increase of 4,709 over 2005 or a growth of 3.3 percent. Over the past 10 years (1997-2006), 35,445 jobs have been created in Howard County — a 32.8 percent increase. Howard County’s job base has grown by an average of more than 3,500 jobs each year since 1997.

Commercial Real Estate Activity for 2007:

Arbitron, a radio ratings and media research firm, expanded by leasing 50,000 square feet in the Patapsco Valley Business Park in Hanover. The space will house the mail operations center currently located at Arbitron’s corporate headquarters in Columbia. The vacated space will accommodate nearly 100 new positions expected at the headquarters. **(EXPANSION)**

B&E Storage and Transfer renewed its lease for more than 243,000 square feet in Jessup. B&E is a Howard County home-grown company specializing in the distribution of paper products. Approximately 58 employees will be retained. **(RENEWAL)**

Barton Cotton, a marketing agency specializing in the nonprofit sector, announced plans to relocate to Columbia, leasing approximately 27,000 square feet of office space in the Patuxent Woods Business Park. More than 90 new jobs will be created in Howard County. **(NEW)**

C-Systems International has relocated from Anne Arundel County — taking occupancy of a 50,000 square-foot flex building in the Patapsco Valley Business Park in

Hanover. The company is an outsourcing and technology solutions company, and has added approximately 85 new jobs to the county. **(NEW)**

Carday Associates, a leader in the administration of all types of multi-employer benefits, has relocated their corporate headquarters from Beltsville to the Columbia Gateway Business Park. The company leased nearly 20,000 square feet and relocated 80 new jobs to the county. **(NEW)**

CEL-SCI, a cancer treatment research and development firm, announced plans to open a 50,000 square-foot operation in the Route 100 Industrial Park in Elkridge. The company will conduct Phase III trials in Elkridge for CEL-SCI’s neck and head cancer product, Multikine. CEL-SCI will create 15 new jobs in Howard County. **(NEW)**

CR International relocated operations to Laurel earlier this year, moving approximately 40 jobs to Howard County. CR International specializes in high-density electronics design and assembly for defense and government agencies, as well as high-speed communications equipment. **(NEW)**

FlavorRX, a developer of medically designed and scientifically tested flavorings to enhance the taste of behind-the-

counter medicine, announced plans to consolidate in Columbia. The company has leased 26,000 square feet and will move 52 jobs from around the country to Howard County. **(NEW)**

GE Healthcare, a manufacturer of infant care equipment, renewed its lease for a 141,000 square-foot warehouse on Gorman Road in Laurel. The transaction will keep 220 employees in Howard County and create 100 additional positions. **(EXPANSION)**

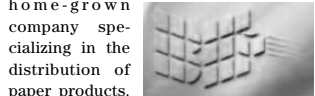
Spectera/United Healthcare Dental leased approximately 50,000 square feet at Liberty Place at Columbia, relocating approximately 200 new jobs to the county. The managed health care company offers dental health benefits to providers nationwide. **(NEW)**

Merkle plans to relocate its corporate headquarters in the spring of 2008. The database marketing firm will relocate approximately 382 jobs and create an additional 250 positions. Construction is under way on Merkle’s new 120,000 square-foot, build-to-suit class-A office building in the Columbia Gateway Business Park. **(NEW)**

PHOTO COURTESY OF HOWARD COUNTY EDA



Under construction: Merkle’s new 120,000 square-foot, build-to-suit Class-A office building in the Columbia Gateway Business Park.



Fort Meade Growth: Transforming Impact into Opportunities

By **KENT MENSER, EXECUTIVE DIRECTOR**
Howard County Base Realignment and Closure (BRAC) Office

BRAC has become one of the most widely recognized acronyms in the State of Maryland! Three years ago, not many Marylanders had even heard of the term "Base Realignment and Closure." For those who had heard of BRAC, the term was usually associated with closure and loss of local jobs.

That's not the case in Maryland now. Thanks to the dedicated work of our elected officials and the residents of Maryland, our state is the recipient of BRAC-driven growth at five of its military installations: Fort Meade, Andrews Air Force Base, Fort Detrick, Bethesda Naval Medical Center and Aberdeen Proving Ground. Howard County will be most directly affected by the growth at Fort Meade.

BRAC is only part of the 22,000 new jobs that Fort Meade is bringing to the region starting in 2010. This growth includes 5,700 BRAC positions, plus a potential of 10,000 Enhanced Use Lease positions, an estimated 4,000 National Security Agency positions and an additional 2,000 positions from other agencies on post at Fort Meade.

The growth of Fort Meade is obviously a very significant event for the Fort Meade region, which includes Anne Arundel, Baltimore, Carroll, Howard, Montgomery and Prince George's counties — as well as the cities of Baltimore and Laurel. But, surprisingly, Fort Meade growth makes up less than 10 percent of overall projected job growth in this region. According to the Baltimore Metropolitan Council's Round 7 Projections, jurisdictions in the region expect approximately 430,000 new jobs between 2005 and 2020!

To respond to BRAC and overall Fort Meade growth, four new organizations have been created to address growth impacts and opportunities. They are:

Maryland BRAC Subcabinet: The Governor appointed Lt. Governor Anthony Brown to chair the Maryland BRAC Subcabinet, which is made up of 11 Cabinet Secretaries or their equivalent. The Subcabinet coordinates State activities and works with the federal and local governments to prepare for incoming households and jobs, while sustaining and enhancing the quality of life throughout the State. The Subcabinet's initial effort is focused on the development of a State-level BRAC Action Plan. The first version of this plan was presented to the Governor on December 17, 2007.

Local Government Subcommittees: A committee was formed under the Subcabinet to act as an interface between the Subcabinet and the counties/local communities that will be affected by BRAC. This committee is further subdivided into four functional Subcommittees: Transportation, Public Safety, Education and Work Force Development, and Land Use. Howard County is represented on this committee and I am the co-chair of the Transportation Subcommittee.

Fort Meade Regional Growth Management Committee (FMRGMC): This organization includes the jurisdictions mentioned above, and is expecting three more counties from the Eastern Shore to join in 2008. The FMRGMC is focused on the regional impacts and opportunities afforded by the 22,000 new

jobs. The counties and cities on this committee have met regularly over the past eight months, with a focus on awareness, communications and prioritization of tasks. The regional committee has identified a "Meade Coordination Zone" that includes the area within a five-mile radius of the installation. This zone includes all of Fort Meade and sections of three counties: Anne Arundel, Howard and Prince George's. This coordination will be accomplished through:

- Increasing public awareness of current and projected growth in the zone
- Identifying current and future stake/zone holders
- Identifying ongoing and projected actions in the zone
- Designating responsible agents, establishing accountability and articulating the consequences of action or inaction in response to specific activities within the zone

An initial FMRGMC survey reveals that upward of 20,000,000 square feet of commercial space and over 9,000 family units are being considered for construction within the zone.

Howard County BRAC Task Force: This is the core Fort Meade growth planning organization in Howard County, and in terms of analytical capability, the region. Appointed by the County Executive in 2006, it started with BRAC Executive Director Kent Menser, three committees and 26 members. Today, the BRAC Task Force consists of 11 committees and over 170 members!

The mission and goals of the Task Force have remained unchanged:

- **Mission:** Identify and evaluate the impacts and opportunities presented by Fort Meade growth on Howard County
- **Objective:** Ensure that solutions adopt-



BRAC is regional.

ed by the Task Force protect and enhance Howard County's quality of life

- **Approach:** Use fact-based analysis to measure the impacts of various assumptions and

SEE BRAC PAGE 6

Commercial Deposits and Lending

Acquisition, Development and Construction

Cash Management

Business Online Banking Services

International Banking

You're more than just an account number to us.

Since the founding of The Columbia Bank in 1988, our guiding principle has remained simple and unchanged—to deliver the highest level of personalized service with the most competitive and innovative banking products available. Our experienced business banking professionals take a personal interest in the success of your company. Your success is our success. And because we're local, you have access to our senior management team. Decisions are made quickly so you won't get lost in the shuffle.

Building Relationships with you and your business.

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The National Situation

Much of the Sky is Not Falling...

By ANIRBAN BASU
AND BRAEDYN WOODRING
Economists, Sage Policy Group, Inc.

No one quite knows why, but many economists delight in bringing bad news to others. And of course one could easily write an entire article filled with negativity regarding the state of the housing market, the plight of domestic auto manufacturers, America's trade deficit, the plummeting dollar, sagging consumer confidence, adjustable-rate mortgage resets, mortgage delinquencies, defaults and foreclosures, volatility on Wall Street, \$90 oil, the soaring price of food and, of course, the ever-expanding national debt.

But one could also write an article with just about as much ease focused upon everything that's right with the U.S. economy. For instance, the nation's unemployment rate stands at just 4.7 percent, a level consistent with full employment. In Maryland, it has been below 4 percent for much of the year and stands precisely at that level now. In Virginia, the unemployment rate stands at a paltry 3.1 percent — hardly a number consistent with the doom and gloom pervading consumer sentiment and CEO confidence surveys or the tenor of discussions in many media outlets. In five states, the unemployment rate is below 3 percent.

Exhibit 1: Unemployment Rates for Select States, October 2007

State	Unemployment Rate October 2007
Virginia	3.1%
Delaware	3.4%
Maryland	4.0%
New Jersey	4.1%
Pennsylvania	4.5%
United States	4.7%
West Virginia	5.0%
District of Columbia	5.8%

Source: Bureau of Labor Statistics

Despite the prevalence of tight labor markets and difficulty locating enough people to fill all of the nation's job openings, there are approximately 1.5 million more people working nationwide today than there were a year ago. Maryland has added 29,000 net new jobs over the past year, and the corresponding number in Virginia is 56,000.

What's more is the gross domestic product, the broadest measure of economic performance, expanded at a heady 4.9 percent annualized pace in the third quarter even as many economists continued to speculate that a recession is already under way. The American economy is now on pace to generate \$14 trillion in output in 2007, which is more than any other society has produced in the history of the world in a single year.

If one decomposes growth into its various components, then one notices that nonresidential growth added as much to the third quarter's GDP expansion as the con-

traction in residential construction subtracted. In fact, commercial construction is booming.

As an example, in the Washington metropolitan area, there is now over 16 million square feet of office space under construction according to CB Richard Ellis — enough to accommodate approximately 80,000 white-collar employees. In the Baltimore area, there is currently a respectable 2.6 million square feet of office space under construction, and next year will likely usher forth an acceleration in building activity as Base Realignment and Closure-related construction kicks off in earnest.

Productivity, which is arguably the single most important factor with respect to determining our nation's future level of prosperity, expanded at a 6.3 percent annualized pace during the third quarter of 2007 — the fastest rate of productivity growth since first quarter 2002. Also, the Commerce Department recently announced that retail sales rose in November by the largest amount in six months, and a separate Labor Department report indicates a drop in initial unemployment claims.

Thanks to a weakening dollar, our nation's exports have become more competitive, and export growth is now surging. Overall, exports have grown 13.7 percent over the past year, with exports to India up 71 percent year-to-date and up 16 percent to the EU.

Given this momentum and the Federal Reserve's ongoing efforts to deal with the credit crunch and subprime mortgage situation, one could easily conclude that the chances of recession in 2008 are quite low, and that only the occurrence of presently unforeseeable events could twist America's economy into its next downturn.

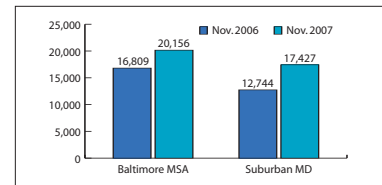
Of course, market dynamics within the housing sector remain alarming. As many as 2 million adjustable-rate subprime mortgages, worth \$350 billion, are due to reset to higher interest rates in the United States over the next 18 months. At the same time, home prices are tumbling, which makes it difficult for people to refinance into fixed-rate mortgages.

While policymakers in Washington, D.C., Sacramento, CA, and elsewhere search for ways to minimize the harm of the impending foreclosure crisis, the current market is already under considerable duress. Average home prices are now falling on a year-over-year basis in much of the region, including Baltimore City (-0.4 percent), Harford County (-5.0 percent), Howard County (-6.3 percent) and Prince George's County (-8.8 percent).

The number of home sales in Maryland has declined 33 percent over the past year, with the worst year-over-year sales growth reported in Prince George's and Queen Anne's counties. The remarkable thing about this is that mortgage rates, at least 15-year fixed mortgage rates, remain benign and conducive to elevated residential transactions levels. According to Freddie Mac as of November, 15-year fixed-mortgage rates stood at an attractive 5.85

percent. But sales volume continues to slump and, given the significant number of unsold units on the market, prices will continue to be under significant downward pressure throughout calendar year 2008. Based on the level of unsold units, local markets facing the longest periods to recovery include Prince George's County and Baltimore City. However, it should be noted that not all local markets are uniformly weak. Though sales volumes in Worcester County remain far below 2004 levels, unit sales rose 77 percent there between November 2006 and November 2007.

Exhibit 2: Active Inventory, Baltimore MSA and Suburban Maryland (Maryland's DC Suburbs), November 2007 vs. November 2006



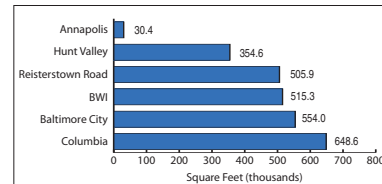
Source: Maryland Association of Realtors

What this means for Howard County in 2008

Though the local economy will remain in reasonably good shape in the year ahead, homeowners and others should not anticipate a major improvement in housing dynamics. Foreclosure activity will be more evident in the upcoming year and credit availability will remain suppressed. Nonresidential construction, however, is likely to remain vigorous. There is presently 2.6 million square feet of office space under construction in the Baltimore area, with Columbia serving as the leading construction market. Institutional construction will remain at elevated levels because of activities at local military institutions, hospitals and academic centers.

Expect Maryland to add about 20,000 jobs next year, which would be its worst performance since 2003. That level of job growth should be enough to keep unemployment well below 5 percent next year, however. Economic activity related to BRAC activities should become more apparent in ensuing years.

Exhibit 3: Office space under construction in the Baltimore MSA, 2007Q3



Source: CB Richard Ellis

BRAC

Continued from page 5

scenarios on Howard County

- Deliver and present actionable information to government leaders, residents and businesses

On Dec. 4, 2007, six functional committees of the Task Force (Education, Transportation, Health and Human Services, Infrastructure and Commercial Development, Work Force Development and Public Safety) gave interim progress updates to County Executive Ken Ulman. Three other committees — Housing, Lessons Learned and Resource Partners — will report in early 2008. The complete presentation, along with information papers on each subject, can be viewed on the BRAC Page of the Howard County Government Web site. Following are the key points presented at that briefing:

General Plan — The current Howard County General Plan can adequately absorb Fort Meade growth

Regional Perspective — Key resources and facilities at or near capacity in four critical areas
Highway congestion
Critical work force skills

Disaster management
Solid waste disposal

Local Needs — Fort Meade growth likely to exacerbate needs in the areas of:

- Affordable housing
- Health and human services for children and seniors
- The Office of Economic Adjustment (OEA) in the Department of Defense awarded the following BRAC-related grants to Howard County:
Regional Highway Corridor Study: \$450,000 (Joint with Anne Arundel County)
Regional Transit Study: \$250,000 (Joint with Anne Arundel County)
Social Services Impact and Transition Study: \$242,000
BRAC Support: \$179,000
Regional Housing Impact Study: \$100,000 (Joint with Anne Arundel County)

Need Help! A tremendous amount of BRAC data can be found across the state. The Howard County BRAC Task Force is meeting the challenge to convert that data into relevant, actionable information for our county government, residents and businesses. If you need information or help related to Fort Meade growth, please call or e-mail us at 410-313-6521/6376/6522 or kmenser@howardcountymd.gov.

Green Building

Why Investing in "Green" Leads to an Environmentally Stable and Economically Green Future

Global warming — the melting polar ice caps, thinning ozone layer and destruction of rainforests — presents just the tip of the iceberg regarding the stability of our ecosystem. More people have become conscious of these and other environmental issues plaguing our planet as the crisis begins to take center stage around the world.

With more and more businesses today coming under scrutiny regarding their environment enrichment practices, going green has emerged as an important factor facing today's business leaders. Companies are expected to be top-notch about economic, social and environmental management. More businesses have recognized their role in reducing their impact on the environment. Making environmentally sound choices not only helps the environment, it could reduce a company's bottom line.

As the shift to constructing more eco-friendly buildings is on the rise, "going green" continues to make its mark in the business world.

Green Buildings: The Benefits

Green buildings are designed to be more efficient in their use of energy, water and building materials. The purpose is to promote the use of renewable resources, reduce waste and pollution, and improve air quality, thus helping the environment.

There are many benefits — as reported by the U.S. Green Building Council — to this new way of building and doing business.

- **Lower energy/utility bills.** By using energy-efficient appliances and renewable sources of energy (e.g. solar), consumption of energy resources decreases and, in turn, utility costs decrease.
- **Increased productivity.** A cleaner office environment will keep employees happier

- and consequentially more productive.
- **Government rebates and incentives.** Depending on where you live, there may be municipal, provincial/statewide or federal incentives designed to reward environmental responsibility.
- **Lower costs on goods, both in the short and long term.** Reduced use of goods and recycling provides an increased supply of goods as well as a decreased demand for them. Simple economic theory teaches us that this increased supply and/or decreased demand leads to lower costs for goods.

Although the long-term benefits are astounding, many businesses find that going green will cost them some green in the short term. To offset the cost of going green, county and state governments have made special allocations for green buildings.

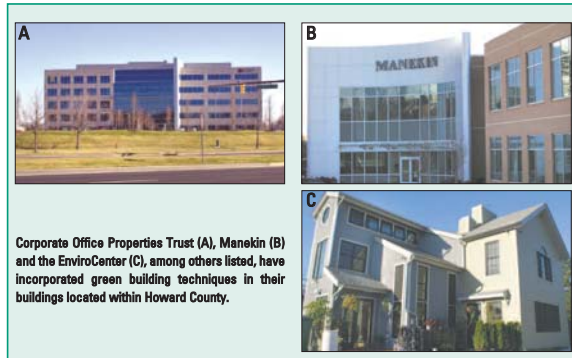
Green Building Requirements and Real Property Tax Credits

In Howard County, most newly constructed buildings larger than 50,000 square feet must apply for a LEED certified rating in Howard County effective July 1, 2008.

Buildings are classified as green by the LEED (Leadership in Energy and Environmental Design) system of the U.S. Green Building Council. LEED certification, a program of the council, provides independent, third-party verification that a building meets green building and performance measures. Candidate buildings must go through an application and rating process. All certified projects receive a LEED plaque, which is the nationally recognized symbol demonstrating that a building is environmentally responsible, profitable, and a healthy place to live and work.

There are both environmental and financial benefits to earning LEED certification.

- LEED-certified buildings:
- Lower operating costs and increased asset value;
 - Reduce waste sent to landfills;



Corporate Office Properties Trust (A), Manekin (B) and the EnviroCenter (C), among others listed, have incorporated green building techniques in their buildings located within Howard County.

- Conserve energy and water;
- Are healthier and safer for occupants;
- Cause a reduction in greenhouse gas emissions;
- Qualify for tax credits, zoning allowances and other incentives;
- Demonstrate an owner's commitment to environmental stewardship and social responsibility.

To encourage higher LEED certification levels within Howard County, any new building can receive a five-year property tax credit. There is a 25 percent tax credit for LEED-Silver, 50 percent for LEED-Gold and 75 percent for LEED-Platinum. Any existing building can receive a three-year property tax credit. There is a 10 percent tax credit for LEED-Silver, 25 percent for LEED-Gold and 50 percent for LEED-Platinum. Buildings can receive the three-

year tax credit after the completion of the five-year credit, if the building is re-commissioned and receives a LEED-Existing Building certification

Howard County also offers a three-year property tax credit for an energy conservation device that receives a LEED credit and is used in a LEED-certified structure, if that structure is not eligible to receive green building property tax credits. This county tax credit ranges from 14 percent to 20 percent of the eligible cost, based on the LEED certification of the building.

For more information on Green Buildings, LEED Certification and benefits, please visit the Howard County Government Web site for Planning and Zoning (http://www.howardcountymd.gov/DPZ/Environment/green_building.htm) and the U.S. Green Building Council (<http://www.usgbc.org>).

List of buildings within Howard County utilizing Green Building practices and/or registered to become LEED Certified

Developer	Building/Address
Corporate Office Properties Trust	Columbia Gateway III 6731 Columbia Gateway Dr., Columbia
	COPT Headquarters 6711 Columbia Gateway Dr., Columbia
	Rivers Corporate Park 7200 Riverwood Dr., Columbia
	Southridge I Columbia Gateway Dr. & Samuel Morse Dr., Columbia
	Southridge II Columbia Gateway Dr. & Samuel Morse Dr., Columbia
Emory Hill	Emerson One 1000 Sterling Dr., Hanover
EnviroCenter	EnviroCenter 7761 Waterloo Rd., Jessup
Howard County Government	Howard County Government Complex - Courthouse 3430 Courthouse Dr., Ellicott City
	Howard County Government Office Complex 3430 Courthouse Dr., Ellicott City
Robinson Nature Center	Robinson Nature Center Cedar Ln. & Harriet Tubman Ln., Columbia
Liberty Property Company	Highpoint 100 Building B 7361 Coca Cola Dr., Hanover
Lancaster Foods	Lancaster Foods Headquarters 7540 Assateague Dr., Jessup
Manekin	Manekin LLC Headquarters 8601 Robert Fulton Dr., Columbia
Merritt Properties	Meadowridge 95 Corporate Park 6518 Meadowridge Rd., Elkridge
MetroVentures USA	Meridian Square 5901 Stevens Forest Rd., Columbia
University of Maryland	Central Maryland Research and Education Center Folly Quarter Rd & Homewood Rd., Jessup

40 years ago

Nixon became president, the Beatles had three #1 albums...



and a business icon was born.



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410 821 8585 MACKENZIECOMMERCIAL.COM

The Center — Dynamically Supporting Entrepreneurial Growth

The Center for Business and Technology Development, located in the Thomas B. Dorsey Building on Bendix Road in Columbia, has an impressive history of supporting startup and entrepreneurial growth.

Based upon its economic development mission — being a part of the Howard County Economic Development Authority — The Center's single focus is job growth through nurturing and support of small business. The secondary goal is increased tax base in the county. These statistics are monitored on a regular basis.

Committed to the success of emerging and growth-oriented companies, The Center offers much more than fundamental support. Between its Business Resource Center, NeoTech Incubator and the Howard Tech Council, The Center offers an array of practical services and educational opportunities, and functions as a one-stop resource for Howard County's small-business owners and entrepreneurs.

The Center's network of corporate and government affiliations allows access to distinguished area technology leaders. In turn, The Center offers many opportunities to share ideas and resources with other innovators within this creative environment.

The Center also provides local entrepreneurial programs through its Business Resource Center, NeoTech Incubator and the developing Howard Tech Council. There are programs specifically for first-time entrepreneurs, emerging companies and established companies. Being a three-time innova-



The Center for Business and Technology on Bendix Road in Columbia

PHOTO COURTESY OF HOWARD COUNTY EDA

tive award-winning entity from the National Business Incubation Association (NBIA), new programs are regularly being developed to keep up with the fast-paced business and technology environment.

In order for The Center to attract high-potential entrepreneurs, it had to create programs that would be valuable to startup businesses and entrepreneurs. It provides proven business concepts and practices for fledgling entrepreneurs. Located at the heart of the federal lab area, one of The Center's focuses is the Federal Small Business Initiative, which was the latest program to receive national attention from NBIA.

Within this initiative, one cluster of small federal contracting companies was awarded a top value of more than \$65 million over a three to five-year period. The newest cluster, NeoTech Alliance, has

more than 15 companies aligned to begin early in 2008 in their business development efforts.

With an average occupancy of 17 companies at NeoTech, the organization has seen 100 percent occupancy over the last 12 months, the creation of 165 full-time jobs and client revenue this year in excess of \$17 million. For every \$1 of investment in NeoTech, \$22 in salary dollars was generated by client companies giving a solid economic return.

Working with its resource partners, Jim Rouse Entrepreneurial Fund, SCORE and SBDC, the Business Resource Center provided in-depth counseling, business development and training assistance to nearly 900 clients in FY07.

With the renovation of an additional 5,500 square feet due to be completed in March 2008, The Center will grow to over 25,600 square feet. This expansion could enable an additional 10 companies to join the existing 19 resident companies now housed at The Center. In addition to 10 new offices, there will be two large conference rooms. This brings the total conference space to six areas.

To find out more about The Center, visit www.thecenter.biz.



Howard County Launches New Technology Council

In 2007, the Howard County Economic Development Authority began forming a new technology council in Howard County.

The Howard Technology Council is being created to directly support Howard County's growing high technology sector with local events and opportunities for education, networking and business growth. To foster more efficient support within the county, a new position within The Authority was authorized by the county to lead those efforts.

Linda Burger was hired in September to be the first executive director of the Howard Technology Council (HTC). Burger began the process of performing an environmental assess-

ment within the technology business community to learn about local firms, and existing local and regional technology groups. With guidance and assistance from Vic Hess, former Authority Senior Vice President of Small Business Development, Burger met with many county and regional executives, learning about their experiences in the Howard County technology community. These meetings provided her with some initial perceptions about current activities, as well as what might be well received in the future.

Burger recruited volunteers for the new Technology Council's Advisory Board, and produced a few events beginning in mid-November which tested the waters regarding outreach effectiveness, participant response, attendance and satisfaction. Seminars on Raising Equity

Financing, and Deferred and Equity Compensation, and an informational session about the new application of the State's Sales and Use Tax on Computer Services, were held at The Center for Business and Technology Development. All events were well attended and well received by the participants.

For 2008, the HTC will grow and expand its programmatic offerings and membership. Programming and financial structures are in development, and will be established with guidance from the organization's Advisory Board.

In a testament to the adage — the only thing constant is change — Larry Collins will lead the new HTC, in a different manner in the future. Burger was promoted to the position of Senior Vice President of Small Business Development for the Howard County Economic

Development Authority upon Hess's retirement. In this role, Burger will work as the new HTC executive director to continue to develop and grow this exciting new addition to the county's business environment.

Howard County has a wealth of emerging technology companies in the Information Technology and Life Sciences industries. Their contributions to the job growth and overall economic well-being of the county are substantial. The Howard Technology Council will work to provide them with conveniently located, timely and relevant information, as well as valuable networking opportunities within the community and region. It is a good time to be in business in Howard County!

To learn more about the Howard Technology Council, call Larry Collins at 410-313-6550.

Environmental Incentives Available to Agriculture Industry

Both state and federal governments realize the importance of protecting our environment for future generations. Agriculture plays a special role, which is why there are tax incentives, grants and cost-share programs to help the agriculture community to achieve "better management practices."

Federal funding has come in a variety of programs, several of which were expanded in the 2002 Farm Bill. Many of these programs are geared to continue promoting agriculture production while improving environmental quality.

The Environmental Quality Incentives Program (EQIP) is one such program. Sixty percent of EQIP funds must be spent on animal operations and distributed primarily in priority areas with serious environmental needs and resource concerns. It is a cost-sharing program that may pay up to 75 percent of the costs of certain conservation practices.

The Agricultural Management Assistance (AMA) is administered by the Natural Resource Conservation Service of the USDA. It provides cost-share assistance to agricultural producers to voluntarily address issues such as water management, water quality and erosion control by incorporating conservation into its farming operations. The program is available in Maryland and the federal cost-share is 75 percent of the cost of the eligible practice.

The Conservation Reserve Program (CRP) helps preserve wetland and riparian areas by contract and easement. Through contracts, annual payments are made to landowners to take land out of production for 10 to 15 years. An element of the program also allows for reimbursement of costs associated with installing certain best-management practices.

The Conservation Security Program (CSP) is unlike the other programs in that landowners are accepted based on stewardship already undertaken, as well as future activities they agree to undertake to enhance natural resources. The program provides grants of up to 75 percent of the cost of installing or maintaining best-management practices, plus ongoing per-acre payments based on land rental rates. Its focus is on maintaining management practices that address water quality or other resources of concern.

The Grassland Reserve Program (GRP) is utilized by every state in the bay watershed except Delaware. It is a federal program that helps landowners and operators restore and protect grassland, including rangeland, pastureland and certain other lands, while maintaining the areas as grazing lands. Producers in turn agree to limit future use of the land while retaining the right to conduct common grazing, haying and certain other practices.

While Maryland works with the federal government on many programs, it also has programs of its own. The Maryland Agricultural Water



Quality Cost-Share (MACS) Program will pay up to 87.5 percent of the installation costs for eligible best-management practices to allow farmers to continue to farm and protect waterways. Animal waste-storage facilities, grassed waterways, spring developments, stream protection practices, conservation cover, nutrient management services and cover crops are among the best-management practices currently eligible for funding. Farmers can also receive cost-share assistance to transport excess poultry litter off of their farms.

One tax incentive offered to Maryland producers is the Clean Energy Incentive. Individuals and corporations can claim state income tax credits for the production of electricity from qualified sources, including energy produced from anaerobic digestion. The credit is \$0.0085/kWh of electricity produced from waste energy sources.

Not included in this list are Sustainable Agriculture Research and Education (SARE) grants that are available in the areas of research and education, producer grant projects and professional development projects. These grants allow farmers to develop new and innovative ideas to continue sustainable agriculture practices that can be used in their region as well as other regions across the United States.

By working together, we can continue to make agriculture a leader in best-management practices that work to protect the environment that we live and work in. Nutrient management practices are making a difference and Maryland farmers have been a leader in this area. We are making a difference for future generations.

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Locally Grown is Best



The Howard County Economic Development Authority's Agriculture Committee adopted this new logo to promote Howard County's local farms and healthy communities.



PHOTO COURTESY OF HOWARD COUNTY EPA

South Mountain Creamery, among many other local vendors, offers community members the option to buy locally grown and produced agriculture products.

Ask most people where their food comes from today and they will tell you the grocery store. As a culture, we are several generations removed from our agriculture roots and we no longer realize where the food we buy at that grocery store comes from.

Most people today do not have a garden, cow, pig or chickens in their backyard. The idea of harvesting a crop has disappeared from most people's minds. But with outbreaks of e-coli and concern of food safety, it is at least wise to know where your food comes from.

Sustainable agriculture is no longer the wave of the future; it is today's agriculture industry. Local farmers are more concerned with soil nutrition and health, as well as the health of the plant. There is also a definite trend to becoming more organic in raising our food.

Eating local-grown foods means more for the local economy. Every dollar spent locally generates twice as much income for the local economy. Buying local foods also gives us the opportunity

to support responsible land development by giving farmers an economic reason to stay open and undeveloped.

Supporting local agriculture also benefits the environment. Produce sold in supermarkets usually travels hundreds of miles before ending up on the shelf. Eating local food helps to eliminate some of the greenhouse gas emissions caused by shipping food. If food does not travel so far, then we are also protecting ourselves from bio-terrorism; with less distance to travel from the farm to the plate, food has less susceptibility to harmful contamination.

Let's not forget the most important reason for buying local: taste! Food grown locally tastes better as it is usually picked within 24 hours of purchase. It has not been sitting in cold storage for days or even weeks. Freshness does affect the taste and nutritional value of food.

So as you prepare your weekly grocery list, don't forget the local farmers' market or farm stand. Make sure you are providing locally grown food in your diet for a healthier you and community.

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- Drawings

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A Sampling of Our Work Events

- Ed Block Foundation Live TV Auction
- Franklin Square Hospital Center Gala
- GBC Annual Meeting
- Maryland's Top 100 Women Awards
- Paul's Place 25th Anniversary Gala

Multimedia

- Baltimore Blast Commercials
- Baltimore County Chamber Video News Releases
- JDRF Public Service Announcements
- SunTrust Employee Videos
- U.S. Pony Club Anniversary Video

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Howard County Farmers' Markets

<p>East Columbia Library 6600 Cradlerock Way Columbia Thursdays, May-November 3:00 p.m.-6:00 p.m.</p>	<p>Mount Pisgah AM Church 5901 Cedar Fern Court Columbia Tuesdays, June-September 3:00 p.m. - 6:00 p.m.</p>
<p>Glenwood Library 2350 Route 97 Glenwood Saturdays, May-October 9:00 a.m. - 12:30 p.m.</p>	<p>Oakland Mills Village 5851 Robert Oliver Place Columbia Sundays, May-October 10:00 a.m. - 2:00 p.m.</p>

Visit a Farm Stand or Pick Your Own (Call for times)

<p>Clark's Elioak Farm Ellicott City 410-730-4049</p>	<p>Sharp's at Waterford Farm Brookeville 410-489-2572</p>
<p>Larriland Farm Woodbine 410-442-2605</p>	<p>Triadelphia Lake View Farm Glenelg 410-489-4460</p>

SELECT OPENINGS AND EXPANSIONS OF 2007*					
Company	New/Expansion/Renewal	SF	Net New Jobs	Jobs Retained	Description
AC&R Installation	New	30,000	30	0	Residential and commercial insulation contractor
Advanced Technology & Research Inc.	New	24,410	50	0	Engineering firm providing high quality products, engineering, integration and technical support services
Arbitron	Expansion	50,000	100	0	Corporate Headquarters - media information firm - mail operations facility
B&E Storage & Transfer	Renewal	243,895	0	58	Corporate Headquarters - distribution of paper products
Barton Cotton	New	27,214	90	0	Marketing services for nonprofit sector
Carday Associates	New	19,360	80	0	Corporate Headquarters - administration of all types of multi-employer benefit plans
CEL-SCI	New	50,000	40	0	Research and development of drugs and vaccines for the treatment of cancer and infectious diseases
CR International	New	18,000	40	0	Electronics manufacturer of communications and data processing equipment
C-Systems International	New	50,000	85	0	Consulting, relocation services and furniture installation
Fiducial	Expansion	35,000	0	70	U.S. Headquarters - Financial and accounting services
FlavorFX	New	26,000	52	0	Behind-the-counter systems of medically designed and scientifically tested flavorings
Frequentis, USA	New	19,000	22	0	Developer of communication and information systems
GE Healthcare	Expansion	141,000	100	220	Manufacturer of diagnostic imagery equipment
Iowa Foundation for Medical Care - Information Systems	Expansion	24,112	120	0	Health care quality improvement and medical information management
Merkle	New	120,000	382	250	Corporate Headquarters - database marketing services
Rhode & Schwartz	Renewal	39,081	0	100	U.S. Headquarters - test and measurement, information technology and communications electronic products
Southern Sales Services	New	85,000	10	0	Asset recovery services to the building material industry
Spectera/United Healthcare Dental	New	49,100	200	0	Corporate Headquarters - managed health care services
Student Loan Financial Group	New	10,000	60	0	Student loan financial services
TCOM, LP	Renewal	42,250	0	250	Corporate Headquarters - tethered aerostat systems
TECORE Networks	Expansion	24,511	0	60	Provider of wireless network communication equipment

HOWARD COUNTY PROJECTS UNDER CONSTRUCTION*

Park/Project	Details
Columbia Gateway Business - Park Gateway Exchange III 6221 Columbia Gateway Drive	Five-story 146,000 sf office building
Columbia Gateway Business Park Benjamin Franklin Drive and Columbia Gateway Drive	Five-story 120,000 sf build-to-suit office building
Columbia Gateway Business Park - Franklin Center 6821 Benjamin Franklin Drive	Seven-story 200,000 sf office building
Eastgate at Columbia Gateway 6811-6831 Columbia Gateway Drive	Three two-story office buildings totaling 170,100 sf
Elkridge Crossing (Phase II) Route 1 and Montgomery Road	Three-story 17,572 sf office retail building
Emerson Corporate Commons 8935-8955 Stephens Road	Two two-story office buildings totaling 120,000 sf
Highland Crossing 13383-13398 Clarksville Pike	Two retail buildings totaling 15,000 sf
Maple Lawn - Midtown 7815-7825 Maple Lawn Boulevard	Two-story 63,000 sf office/medical building
Patapoco Valley Business Center Coca Cola Drive and Hi-Tech Drive	Four multi-story office buildings totaling 141,129 sf
Patapoco Valley Business Center - Highpoint 100 7381 Coca Cola Drive	126,000 sf flex/warehouse building
Patuxent Square 9902 Route 1	Multi-story residential building with 16,000 sf of retail
Woodlands 9256 Bendix Road	Three-story 71,079 sf office condo building

HOWARD COUNTY PROPOSED PROJECTS*

Park/Project	Details
Bethany Lane Village Center 3238 Bethany Lane	Three-story 42,069 sf office building
Cherry Tree Park Ice Crystal Drive	Two-story 30,000 sf office building
Columbia Gateway Business Park - Southridge Columbia Gateway Drive and Samuel Morse Drive	Two five-story office building totaling 220,000 sf
Columbia Junction (Phase 3) 8810 Route 1	18,000 sf retail center
Corridor 95 Business Park I-95 and Meadowridge Road	Seven multi-story office buildings totaling 500,000 sf
Elkridge Crossing (future phases remaining) Route 1 and Montgomery Road	Multi-story mixed-use development totaling 150,000 sf of office/retail
Elkridge Town Centre Route 1 and Port Capital Drive	Multi-story mixed-use development totaling 150,000 sf of office/retail
Emerson One 1000 Sterling Drive	Four-story 160,000 sf office building
Guilford Industrial Park - Stonewood Business Center 7185-7185 Oakland Mills Road	Two warehouses totaling 66,585 sf
Maple Lawn - Business District (future phases remaining) Maple Lawn Boulevard	Multi-story mixed-use development totaling 1,300,000 sf of office/retail
Maryland Whole Food Center Cocoon Avenue and Assateague Drive	80,000 sf warehouse
Meadowridge 95 Meadowridge Road and I-95	Two office buildings totaling 101,344 sf
Meadowridge Professional Center 5845 Meadowridge Road	Three three-story office buildings totaling 80,844 sf
Medical Pavilion of Howard County History Ridge Road and Charter Drive	Multi-story 163,800 sf office medical building
Meridian Square 5901 Stevens Forest Road	Four-story 58,990 sf office condo building
Mission Place Route 1 and Mission Road	Multi-story mixed-use development totaling 80,053 sf of office/retail
Rivers Corporate Park 1090 Old Columbia Road	Four-story 26,993 sf office building
Rivers Corporate Park 7101 Riverwood Drive	Single-story 20,850 sf expansion
Savage Town Center Dorsey Run Road and Route 32	Multi-story mixed-use development totaling 200,000 sf of office/retail
Shipler's Grant Snowden River Parkway and Route 108	Single-story 28,200 sf retail center
Stanford Overlook Stanford Boulevard	Four-story 43,500 sf office condo building
Town Square at Turf Valley Route 40 and Manneville Road	Multi-story mixed-use development totaling 175,800 sf of office/retail
Troy Hill Square 7180 Troy Hill Drive	Two-story 16,800 office retail building

*Source: Howard County Economic Development Authority

Economic Profile*

Population (July 2007)	279,104
Number of households (July 2007)	103,485
Median household income (2006)	\$94,280
Number of county businesses (2006)	8,477
Commercial tax base (FY 2007)	16,299
Total jobs (2006)	143,487
Average weekly wage (2006)	\$938
Civilian labor force (2006)	159,000
Unemployment rate (October 2007)	2.8%
Residents with high school diploma (2006)	94%
Residents with college/graduate degree (2006)	58%
Residents with graduate or professional degree (2006)	28%
Average price of single-family home (November 2007)	\$496,708

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