

# the **AUTHORITY**

HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY



***Howard County is ready for globalization!***

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# MESSAGE FROM THE CHAIR MICHAEL GALEONE

As Chair of the Howard County Economic Development Authority, I am continually impressed with the major strides in the economic growth and quality of life in Howard County.



household income in the state (\$94,296) and is ranked the third highest in the U.S. This makes Howard County the place to be! We have great schools, libraries, and a sustainable work force. So, it's no wonder that we call Howard County "The Center of the Universe," uniquely positioned as the gateway for globalization.

Howard County continues to grow. Strategically positioned for business success, we are at the center of the fourth largest market in the nation – Baltimore and Washington, D.C. Our county is a state leader in the creation of new jobs with more than 35,000 new jobs added over the last decade. In addition, new and expanding companies have absorbed over 4.3 million square feet of commercial real estate since 2004. We have the lowest unemployment rate in the state. Add to that the fact that Howard County has the highest median

Recognizing that the world is flat, we're working with the County Executive to make Howard County part of the global forefront, by importing jobs into the County. We've organized the County's first India Marketing Mission to Bangalore. The County Executive, his Chief of Staff, Dick Story, and seven Howard County Indian businessmen participated in this trade mission to India. You will find out more about this mission within this newsletter.

The Economic Development Authority works to make all this possible. 

## Howard County meets Bangalore, India's Silicon Valley



"... we unquestionably have a global economy, one that depends upon businesses in the US and India partnering and working seamlessly. We have to acknowledge this and identify opportunities in both locations," County Executive Ken Ulman said recently in his Blog from Bangalore, India.

The Government Center for the State of Karnataka in Bangalore.

In a quest to explore the expanding economies of the world, the County Executive, his Chief of Staff, Aaron Greenfield, the CEO of the Howard County Economic Development Authority, Richard Story, and a delegation of seven Howard County Indian businessmen went on an international marketing mission

(February 22-28, 2008) to Bangalore, India's Silicon Valley.

The delegation met with several Indian businesses, including leaders from the Indian Space Research Organization Leadership Satellite Center, where the (Cont. on Pg. 3)

Cover Photos (clockwise from top): Inspecting the MiniSAR just before shipping it to India are (left-to-right): Dr. Richard Roca, Director, Applied Physics Laboratory, Ken Ulman, Annette Dolbow, APL MiniSAR Test Lead, and Richard Story, CEO of the Howard County Economic Development Authority; the Government Center for the State of Karnataka in Bangalore; and the 2008 CBED Awards honorees.

Want to learn more about the Authority?  
Visit [www.hceda.org](http://www.hceda.org)!

## New to The Authority

Larry O. Collins, Executive Director of the new Howard Technology Council, has made many connections since joining the Authority in January.



Collins networked with many people, organized four workshops so far this year, and is working hard toward the creation

of the Howard Technology Council.

Collins comes to the Authority from L-Soft International Inc. where he was the U.S. Sales Manager responsible for sales of e-mail management software to Commercial, Federal, State and Local business segments. As the manager for Microsoft E-Business Engineering, Collins developed and implemented standards, whitepapers and

best practices for Microsoft Net Products. He also spent several years as a software specialist where he delivered on-site consulting services to national businesses.

Collins has received numerous awards such as the Special Achievement Award Digital Equipment Corporation, Star Award Digital Equipment Corporation, Outstanding Achievement Award Digital Equipment Corporation, and the Special Recognition Award Compaq Computer Corporation. He is a member of the Howard County Chamber of Commerce, Black Data Processing Association (BDPA), and the AFFIRM - Internet Technology Committee.

**Katrina Carroll, a new Business Development Specialist who joined the Authority in March, will administer the Howard County Incentives Program as well as the retention and attraction of businesses to Howard County.**

Bringing over 15 years of finance, project management, law, affordable housing and real estate development experience to this position,



Carroll comes from a diverse finance background which includes working with the Baltimore City Housing Authority as a Contractual Development

Manager. She also provided project management and finance specialist support to affordable housing projects while employed with Enterprise Social Investment Corporation through the use of low income tax credit programs. At the Law Offices of Bryon L. Huffman, P.C., she was a paralegal assisting in litigation cases, real estate transactions, foreclosures and other duties.

She received her Bachelor of Science Degree in Finance and Business Management from the University of Maryland - University College. Currently, she is completing dual Masters degrees from the University of Maryland - University College, an MS in Finance Business and Administration and an MBA in Procurement and Contracts. 🌐



Photos from Left: (1) Visiting Mindtree, pictured from left-to-right are : Front Row - Saurabh Naik, Ken Ulman, Raju Dani (General Manager, IT Services, Mindtree), Mukesh Majmudar, Back Row - Kirit Parmar, Jay Parekh, Aaron Greenfield, and Richard Story; (2) Inspecting the Mini-SAR just before being shipped to India are (left-to-right) Dr. Richard Roca, Director of the Applied Physics Lab, Ken Ulman, Annette Dolbow, APL MiniSAR Test Lead, and Richard Story; and (3) Mr. Annadurai (far right), Chanrayaan-1 Project Manager, and his team, at ISRO explain the Lunar Mission to Ken Ulman (center).



County Executive learned more about the Miniature Synthetic Aperture Radar (MiniSAR). The MiniSAR was built in Howard County by the Johns Hopkins University Applied Physics Laboratory (APL) in a project funded by NASA; it will be one of two US scientific instruments on board India's first mission to the moon, the Chandrayaan-1. The delegation also visited the site of Prism Microsystems new building in Bangalore where County Executive Ken Ulman planted a tree to commemorate the groundbreaking.

Prism is a leading integrated Information Technology solutions provider whose U.S. office is located in Columbia, Maryland. In addition, the delegation met with Fast VDO, Jaypar, Mindtree, Infosys, TATA Consulting Services, U.S. Commercial Service representatives; the Regional Director of the National Association of Software and Services Companies; U.S. Department of Commerce's Commercial Services Division, and the IT Secretary for the Government of Karnataka. 🌐



Kneeling, Ken Ulman plants an Indian cork tree to commemorate the groundbreaking for a new office building for Prism Microsystems. From left: Richard Story, S. Srinath, Managing Director, Prism's Bangalore Operations, and A. N. Ananth, President, Prism Microsystems, Inc., look on.

# The Authority Holds Forum on U.S. Routes 1 and 40 Revitalization Loan Programs

On January 18, County Executive Ken Ulman joined the Howard County Economic Development Authority at a forum for bankers to discuss the U.S. Routes 1 and 40 Revitalization Loan Programs.



*Mina Hilsenrath, Chief of Howard County's Division of Environmental and Community Planning, presented the background and history of the plans to revitalize Routes 1 and 40.*

To revitalize and redevelop U.S. Routes 1 and 40, the Howard County Economic Development Authority coordinates the revitalization loan programs to encourage businesses to improve building and site conditions initially along U.S. Route 1 and later the U.S. Route 40 Corridor. Participating banks offer at or below market rate financing based upon their own internal criteria.

County Executive Ken Ulman encouraged every bank that has participated in the past to renew its commitment and then invited all banks to join the program and offer incentives to businesses that improve these corridors.

Mina Hilsenrath, Chief of Howard County's Division of Environmental and Community Planning, presented the

background and history of the plans to revitalize Routes 1 and 40. Guidelines for revitalization loans include location and land use criteria, redevelopment criteria, and proposed building and site improvements that are encouraged as part of new development or redevelopment projects. 🌐

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## County Executive's CEO Breakfast focuses on the Region

Top executives from Howard County's major employers were in attendance at the County Executive's quarterly CEO breakfast held at General Growth Properties on Tuesday, February 19.



*County Executive Ken Ulman and Brad McDearman of the Economic Alliance of Greater Baltimore discuss the Region - The New Greater Baltimore. Gregory Hamm (lower right), the new Regional Vice President and General Manager of Columbia, General Growth Properties hosted the breakfast.*

Coordinated by the Economic Development Authority, each breakfast forum is hosted by a corporate citizen in the business community. Gregory Hamm, the new Regional Vice

President and General Manager of Columbia, General Growth Properties hosted the February breakfast. Previous breakfast forums

have been hosted by Ascend One, COPT, Howard Community College, Dreyer's Grand Ice Cream, and The Columbia Bank. In addition to focusing on the Greater Baltimore region, the breakfast opened dialog of topics including the Downtown Columbia Plan, Employment Fairness Laws, and on an economic update from the Howard County Economic Development Authority. 🌐

## Two International Headquarters Now Call Howard County Home

On April 15, the County Executive welcomed two international technology company headquarters to the County: Intercontinental Export Import, Inc. (IEI), a leader in environmental solutions, and Prism Microsystems, an internationally successful company which provides security monitoring and management of critical IT infrastructure.

Leaders of both companies traveled to Bangalore as part of the delegation (see related article) and will be headquartered in the same building at 8815 Centre Park Drive in Columbia. In addition, the County Executive announced plans for the formation of a Howard County-India Trade Committee which will promote increased cross-investment between the County and India, while providing firsthand market information and business contacts to businesses looking for opportunities in both locations.



*A. N. Ananth (left), President of Prism Microsystems and Jagat Shah, president of Prism Communications announce their relocation and expansion into new space in Columbia.*

# Commercial Real Estate Activity

## New & Expanding

- American Dynamics Flight Systems, an advanced technology and developer of unmanned aircraft systems relocated to Jessup from Calverton, NY. The company leased approximately 14,000 SF on Preston Court in the Baltimore-Washington Industrial Park.
- Capitol Office Solutions announced plans to relocate its corporate headquarters from Beltsville to Columbia. The printer and copier dealer will relocate about 50 employees to the new facility on Guilford Road later this year.
- CentreTEK, an information technology solutions provider recently relocated and expanded into new office space in Historic Ellicott City. CentreTEK will more than double its presence in the county relocating more than 30 jobs from Northern Virginia.
- GANTECH, Inc., an information technology consulting company with offices in Baltimore City recently expanded to Columbia. An estimated 30 new jobs were created in the county with the expansion.



CentreTEK's newly expanded offices are now located in a beautifully restored building at 8318 Forrest Street in Historic Ellicott City.

- Iowa Foundation for Medical Care (IFMC) has leased 24,000 SF relocating from Owings Mills, MD to Meadowridge 95 in Elkridge. The company will add nearly 120 new jobs to the county. IFMC specializes in health care quality improvement and medical information management.
- Sleepy's Mattress, a mattress retailer has leased 119,000 SF of warehouse at the Gateway Commerce Center in Columbia for regional distribution. The company has plans to create up to 125 new jobs.

## Three Howard County Companies named to 2007 Deloitte Fast 500 List

**SOURCEfire** Sourcefire, Inc. (Nasdaq: FIRE) ranked 72 with 2,263% growth in revenue over the last five years. Sourcefire is a world leader in intrusion prevention, transforming the way organizations manage and minimize network security risks and threats. Sourcefire's ground-breaking 3D approach—Discover, Determine, Defend—is a unified defense system that combines intrusion and vulnerability management technologies to provide customers with some of the most effective, real-time, network security available. Sourcefire is headquartered in Columbia with approximately 140 employees. [www.sourcefire.com](http://www.sourcefire.com)

**MARTEK** Martek Biosciences Corporation (Nasdaq: MATK)  
life enriched™

ranked 316 with 488% increase in revenue over the last five years. Martek is a leading innovator in the development of nutritional products that promote health and wellness through every stage of life. Martek has become a leader in fermentation technology and is an innovator in the research and development of products derived from microalgae. Martek has developed and patented two fermentable strains of microalgae which produce oils rich in docosahexaenoic acid, DHA. A similar patented process was developed for a fungus that produces an oil rich in arachidonic acid, ARA. Both DHA and ARA are important nutrients for optimal infant development, while DHA has health benefits that extend throughout life. Martek employs 525

employees worldwide with more than 170 employees at Martek's Corporate Headquarters in Columbia. [www.martek.com](http://www.martek.com)

**Paradigm Infotech** ranked 341 with 427% growth in revenue over the last five years. Paradigm Infotech is a global information technology solutions provider focused on delivering customer value through high quality processes and cost-efficient solutions. Paradigm has been one of the trendsetters in global delivery practices with a Client-Centric Model for customer management and delivery. Headquartered in Columbia with satellite offices in Pennsylvania and Maine, Paradigm has grown to over 800 employees since established in 1998. [www.paradigminfotech.com](http://www.paradigminfotech.com)

Want to learn more about the available commercial real estate in Howard County? Visit [www.hceda.org](http://www.hceda.org)!

# AGRICULTURE NEWS

## 2008 CENTRAL MARYLAND WOMEN IN AGRICULTURE FORUM OFFERED A BRIGHTER TOMORROW FOR THE NEXT GENERATION

On Wednesday, March 12, nearly two dozen women gathered for the 2008 Central Maryland Women in Agriculture Forum, *Building a Better Business Today for a Brighter Tomorrow*, at the Howard County Fairgrounds in West Friendship, Maryland.

The annual forum is committed to offering educational and networking opportunities to women interested in improving their business skills and quality of life by providing

## AREA CHEFS AND FARMERS JOIN FORCES TO PROMOTE "EATING HEALTHY/BUYING LOCAL"

Bringing together local chefs and farmers, the Authority's Agricultural Marketing Program

## BECOME A LOCAVORE

What is a locavore? A locavore is someone who wants to eat locally grown fruits, vegetables, meats and even dairy products. This person is concerned about



leadership, learning experiences, and support to empower them to not only compete but thrive in the challenging and complex industry of agriculture.

Experts in the "fields" of economic development, farm transitioning, finance, credit, agricultural sciences, licenses, permits, zoning, and agricultural land preservation kept their audience captivated about bringing in the next generation, business management, and marketing your new product.

Featured topics and speakers included:

- *Tools for Managing Some of the Other Risks of Your Farm Business You May Have Skipped Over* and *Who Will Be the Next Generation of Farmers*, Dr. Dennis Hall, Pennsylvania Center for Farm Transitioning
- *So You Want a Loan*, William Schrodel, Mid Atlantic Farm Credit
- *The Nuts and Bolts of Effective Marketing*,

## hosted its first Restaurant - Growers Meeting on Monday, April 14.

The forum presented an opportunity for restaurants and growers to come together to find what each has to offer. Through joining forces, chefs and farmers will be able to promote eating locally grown, healthy foods to our community at local

## eating great tasting and fresh produce that has not traveled a thousand miles before reaching their local grocery store.

Thanks to those farmers who participate in on-farm markets, CSAs, pick-your-own and the Farmers' Markets everyone in Howard County can enjoy the great taste of locally grown foods.

With three convenient locations, our Farmers' Markets provide a great variety of fruits, vegetables, fresh baked breads and jellies for your eating pleasure.



Joy Levy, Howard County Department of Planning and Zoning, spoke about Farm Transitioning Estate Planning Issues on Ag Preservation Land.

Ben Beale, University of Maryland Cooperative Extension Service, Co-County Extension

- *Diversification and Marketing Your Products*, Phyllis Kilby, Kilby Cream
- *Estate Planning Issues on Ag Preservation Land*, Joy Levy, Howard County Department of Planning and Zoning

## UPCOMING AGRICULTURAL EVENTS

**Wednesday, May 14 – Friday, May 16, 2008**  
Personal Finance Seminar for Professionals, Annapolis, MD,  
Contact Dr. Jinhee Kim, 301-405-3500

**Saturday, August 2 – Saturday, August 9, 2008**  
Howard County Fair, West Friendship, MD

**September 23 – October 4, 2008**  
Farm-City Celebration, Various locations throughout Howard County

venues. It gives chefs, who often look for a diverse array of quality agricultural products, a chance to build relationships with farmers looking for certain niche markets.

For further information about the Restaurant - Growers program, please contact Kathy Zimmerman at 410-313-6500 or e-mail [kzimmerman@hceda.org](mailto:kzimmerman@hceda.org).

So get your taste buds ready as the Farmers' Markets opened on May 1.

- East Columbia Library: Thursdays, May 1 - November 20, 2:00 - 6:00 PM
- Glenwood Library: Saturdays, May 3 - October 25, 9:30 AM - 12:30 PM
- Oakland Mills: Sundays, May 4 - October 26, 9:30 AM - 1:30 PM

Become a locavore today and savor the flavor of fresh local produce!

# NEWS FROM THE CENTER

## RIBBON CUT TO THE CENTER'S 5,500 SQUARE FOOT EXPANSION

Howard County Executive Ken Ulman celebrated The Center for Business and Technology Development's new 5,500 sq. ft. expansion by cutting the ribbon on Thursday, April 3.

The expansion features 10 new offices to house The Center's NeoTech Incubator companies and two new conference rooms. Four additional companies immediately occupied offices within the new space. Two more residents moved in at the beginning of May and several other companies are exploring coming to The Center.

### HOWARD TECHNOLOGY COUNCIL EVENTS

The Howard Technology Council, a component of the Howard County Economic Development Authority whose purpose is to encourage business growth and develop educational programs for the technology community of Howard County, is hosting the following seminars at The Center for Business and Technology Development, 9250 Bendix Road, North, Columbia, MD 21045. These seminars are free. Pre-registration is required. For further information and to register, please contact Larry Collins, Executive Director, Howard Technology Council at 410-313-6550, e-mail [lcollins@hceda.org](mailto:lcollins@hceda.org), or visit [www.hceda.org/cbtd/busEvents.aspx](http://www.hceda.org/cbtd/busEvents.aspx).

Thursday, May 15, 2008, 8:00 - 10:00 AM  
How to Make an Effective Presentation

Wednesday, June 18, 2008, 8:00 - 10:00 AM  
PISA Security Clearance Process

## TWELVE SOUTH AFRICAN WOMEN ENTREPRENEURS LEARN ABOUT THE CENTER PROGRAMS

On Friday, April 4, The Center for Business and Technology Development hosted a group of 12 South African women entrepreneurs for the afternoon.

Their visit was part of a three week developmental trip to Maryland sponsored by the Maxum Business Incubator in Pretoria, South Africa, the Center for Women and Information Technology at the University of Maryland



The Center's South African women entrepreneur visitors.

Baltimore County (UMBC), and the Meridian International Center. Dr. Jill Sawyers, the Director of the Maxum Incubator, also accompanied the entrepreneurs.

The businesswomen visited The Center to learn about its many successful programs and support services, and to talk with several of its Information and Communications Technology women entrepreneurs about their business experiences.

### BUSINESS RESOURCE CENTER CALENDAR

Howard County's Center for Business and Technology Development's Business Resource Center kicks off 2008 with a variety of business seminars—all to be held at The Center for Business and Technology Development, 9250 Bendix Road, North, Columbia, MD 21045. For further information and to register, please contact The Center for Business and Technology Development at 410-313-6550 or visit [www.hceda.org/cbtd/busEvents.aspx](http://www.hceda.org/cbtd/busEvents.aspx).

Wednesday, May 14, 2008, 8:30 AM - 12:00 N  
Smart Start to Business Success

Wednesday, June 18, 2008, 2:30 - 4:00 PM  
Passport to International Business

Wednesday, June 11, 2008, 8:30 AM - 12:00 N  
Smart Start to Business Success

Wednesday, July 9, 2008, 8:30 AM - 12:00 N  
Smart Start to Business Success

Tuesday, June 17, 2008, 8:30 AM - 12:00 N  
An Introduction to Federal Government Contracting: Entering the Market\*

Wednesday, July 16, 2008, 8:30 AM - 12:00 N  
Developing Your First Business Plan

Tuesday, June 17, 2008, 1:00 - 4:30 PM  
Advanced Government Contracting: Winning the Contract\*

Thursday, July 17, 2008, 8:30 AM - 12:00 N  
Certifications: The Basics and the Crucial Next Steps

\*Presented by TargetGov, the June 17 seminars are offered in two sessions - beginning and advanced.

## HOWARD COUNTY RECOGNIZES FOUR BUSINESS STARS AT ITS 14TH ANNUAL CBED AWARDS PROGRAM

On Tuesday, April 22, Howard County recognized three outstanding business leaders and awarded two entrepreneurial scholarships at its 14th Annual Committee for Business and Economic Diversity (CBED) Awards Program and Breakfast Gala held at Ten Oaks Ballroom. As the nation celebrated Small Business Week, April 21-25, the Committee for Business and Economic Diversity Awards Program hosted by the Howard County Economic Development Authority honored:

- Business Achievement - CentreTEK
- Business Diversity Achievement - Audacious Inquiry
- Individual Achievement - Doralee Billings, Small Office Solutions
- Howard County General Hospital Rising Business Star Scholarships
  - Leo Carelle Garcia, Reservoir High School
  - Elinor Ruth Oziel, Marriotts Ridge High School



Flanked by Richard W. Story, CEO, Howard County Economic Development Authority (left) and Earl H. Saunders, Chair, Howard County Committee for Business and Economic Diversity (right), are (left-to-right): Howard County General Hospital Rising Business Star Scholarship recipient, Leo Carelle Garcia, and outstanding business leaders, Christopher Brandt Founder and Managing Partner of Audacious Inquiry, Doralee Billings Founder and Owner of Small Business Solutions, and José Maldonado Co-founder and Vice President of CentreTEK. Not pictured is the Howard County General Hospital Rising Business Star Scholarship recipient, Elinor Oziel.

Stay informed . . .  
Visit [www.hceda.org](http://www.hceda.org)



**Save these dates . . . take advantage of these great opportunities!**

*FIRN's Sixth Annual American Success Awards Dinner*

**Wednesday, May 7, 2008, 6:00 - 8:30 PM**

Please join FIRN as it recognizes the economic and civic contributions of Howard County's foreign-born business community at its Annual American Success Awards Dinner. Sponsored by FIRN, in partnership with the Howard County Government, Howard County Economic Development Authority and the Howard County Chamber of Commerce, it's an event you won't want to miss! For more information and to register, please contact the Howard County Economic Development Authority at 410-313-6500.

**Location:** Ten Oaks Ballroom  
5000 Signal Bell Lane  
Clarksville, MD 21029

**Cost:** \$75 per person

*j-ref's Bipartisan Bash, an event to celebrate entrepreneurship*

**Thursday, May 15, 2008, 5:00 - 7:30 PM**

This year, celebrate at the party you don't want to miss, *j-ref's Bipartisan Bash*, an event to celebrate entrepreneurship. Hosted by Howard Community College and *j-ref's* Board of Directors, the bash will be held in Howard Community College's new "Rouse Company Foundation Student Services Hall" and will feature a roving magician, a d.j., light fare, beverages, raffles, and a 50/50. For more information and to register, please contact *j-ref* at 410-313-6170.

**Location:** Howard Community College  
Rouse Company Student Services Hall, 4th Floor  
10901 Little Patuxent Parkway  
Columbia, Maryland 21044

**Cost:** \$50 per ticket

**the AUTHORITY**  
HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

**HOWARD  
COUNTY**  
MARYLAND

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