

# the **AUTHORITY**

HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY



## ***Howard County: The Central Location with a Vibrant Economy***

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**Cover Photos:** Top Row from Left: Senator Benjamin L. Cardin at town hall meeting regarding the Congressional Economic Stimulus Package; Ribbon cutting at SAIC's new facility at the Franklin Center (top right); Bottom Row from Left: Integrated Systems new headquarters in Columbia Gateway Business Park; Howard Technology Council monthly seminar on Twitter; and a Howard County farm in Poplar Springs, Maryland.

# MESSAGE FROM THE CHAIR AND THE IMMEDIATE PAST CHAIR

This issue marks a transition in leadership at The Authority. On July 1, 2009, Peter Rogers succeeded Mike Galeone as Chair of the Board.



*Peter J. Rogers, Jr.*  
Chair



*Michael T. Galeone*  
Immediate Past Chair

As the leaders of the Howard County Economic Development Authority, we are 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.

Howard County continues to have the second lowest unemployment rate in the state, and we continue to remain the third wealthiest county in the U.S. with a median household income of \$101,672. Add to that Howard County's libraries were ranked first in the nation among great public libraries twice, in 2005 and 2008. Children in Howard County schools continue to earn the best MSA scores in Maryland, the state whose public schools were recently ranked the best in the nation by two organizations, Education Week and the College Board's Advanced Placement Program.

There's no doubt that this nation has undergone hard economic times, but Howard County remains strong because of our central location to Baltimore and Washington, D.C., and its educated workforce. Recently, SAIC made the decision to consolidate six of its locations into the Franklin Center in Columbia

Gateway Business Park, Integral Systems moved into its new location in Gateway, and others have decided to expand their operations.

The Howard County Economic Development Authority has worked to retain existing businesses through coordinating the County's annual Business Appreciation Week, and the County Executive's CEO Breakfasts. We work to enhance small business growth through The Center for Business and Technology Development's three core programs, the Business Resource Center, the NeoTech Incubator, and the Howard Technology Council. The Authority's Agricultural Marketing Program is working to educate today's youth about the many occupations that require knowledge of agriculture, and the importance of buying locally-grown, fresh produce from the County's three farmers' markets and on-farm stands.

As we make a transition in The Authority's leadership, you can be sure our focus on strengthening an already good economy will be as strong as ever. 🌐

Want to learn more about the Authority and how it can help your business thrive?

Visit [www.hceda.org](http://www.hceda.org) today!



## INSIDE THE AUTHORITY Interns Rise to Success

Starting in the spring of 2007 with Kristin Brillantes, a business communications major at Villa Julie College (now Stevenson University), The Authority has been fortunate to host several communications and marketing interns. After their internships with The Authority, they have moved onto successful positions.

Kristin Brillantes has been the marketing communications director for Visionary Healthcare in nearby Baltimore County for just over two years.

Last summer, Rachel Cieri, a communications/journalism major at North Carolina's Elon University, helped The Authority produce a variety of features and news releases. She also wrote two features for the August 2008 issue of *The Business Monthly*. She is now a summer intern at *Smart CEO Magazine* in Baltimore.

During December and January, Aarone Huggins, a student from Howard Community



Top Row from Left: Kristin Brillantes, Rachel Cieri, Aarone Huggins, Chelsey MacBride-Gill, and Lindsay Flis; Bottom Row from Left: Ali Kelley and Jill Maxham

College worked on a number of items including marketing the Government Contracting Institute series and continues to perform freelance work for TargetGov. Aarone graduated from HCC in May 2009 with an Associates of Arts in Multimedia Design.

Chelsey MacBride-Gill, a communications major from University of Maryland University College, bolstered The Authority's Agricultural Marketing Program. In addition to other positions Chelsey has held, she has worked in the agricultural community at Larriland Farm, Sharp's at Waterford Farm, and Sun Nurseries. Her family owns Falcon Ridge Farm in nearby Carroll County from which they sell fruit at local farmers' markets.

This summer, The Authority is honored to have two dynamic communications and marketing interns: Ali Kelley, a communications/public relations major from Hood College, and Jill Maxham, a corporate communications major from Elon University, both are rising seniors.

In addition, Lindsay Flis, a graduate student from South Carolina's Clemson University, is focusing on the entrepreneurial activities at The Center for Business and Technology Development. In August, Lindsay will obtain two graduate degrees—a Masters in Business Administration and a Masters in Marketing.

These interns, and others to follow, add much value to The Authority's communications and marketing program. 🌐

## Senator Cardin Talks about the Economy with Howard County Small Business Owners at Town Hall Meeting



On Friday, March 20, 2009, U.S. Senator Benjamin L. Cardin (D-MD) held a town hall meeting at the Gateway Building with Howard County small business owners to discuss the economic downturn and provisions in the recently enacted economic recovery package and omnibus appropriations bill that could provide them with some relief.

Over 60 of Howard County's small business owners crowded into the room to listen as Senator Cardin articulated how the American Recovery and Reinvestment Act (ARRA) could assist Howard County's small businesses in competing for larger contracts.

Senator Cardin, introduced by Howard County Executive Ken Ulman, spoke about what the economic stimulus package could mean to Howard County's continued growth and sustainability.

"Our nation's economic recovery is dependent on the growth of small businesses," said Senator Cardin, a member of the Senate Committee on Small Business and Entrepreneurship. "My top priority is to ensure that small businesses get the support and capital they need to remain in business and succeed."

The town hall meeting was facilitated by the Howard County Chamber of Commerce and the Howard County Economic Development Authority. 🌐



Senator Benjamin L. Cardin (D-MD) discusses the Congressional Economic Stimulus Package and what it could mean to Howard County's small businesses.

# Howard County Recognizes 101 Local Companies during its 2009 Business Appreciation Week

Howard County Economic Development Authority coordinated the 18th Annual Business Appreciation Week on behalf of the Howard County Executive during the week of May 18.

County department heads, local and regional marketing partners, and Authority Board members visited 101 companies representing all industry sectors to thank them for their contributions to the economy of the County.

During Business Appreciation Week, a certificate of appreciation on behalf of the County Executive, is presented to each of the businesses visited.

These visits provide each company a chance to showcase their operations and give valuable feedback to the County. The feedback is compiled and referred to the appropriate County departments so that any issues may be resolved. 🌐



Photos courtesy of Rhee Bros.

Top: Howard County Executive Ken Ulman presents a 2009 Business Appreciation Certificate to Steve Syngman Rhee, Founder & CEO of Rhee Bros. Bottom: 2009 Business Appreciation Week visit to Rhee Bros. Pictured are Richard W. Story, CEO, Howard County Economic Development Authority; Steve Syngman Rhee, founder and CEO of Rhee Bros.; Howard County Executive Ken Ulman; Phillip Ahn, Project Manager, Rhee Bros.; and Tom Butler, Howard County Department of Planning & Zoning.

## County Executive's CEO Breakfast Forum Focuses on Congressional Economic Stimulus Package

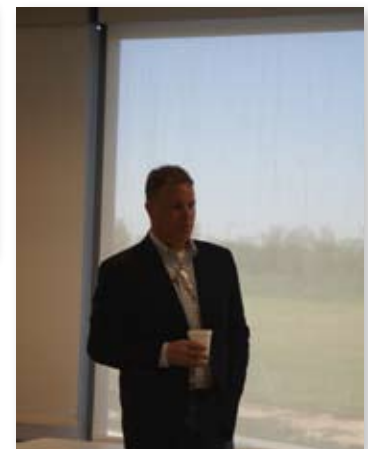
Top Executives from Howard County's major employers were in attendance at the County Executive's quarterly CEO breakfast on April 28, 2009.

Coordinated by the Economic Development Authority, each breakfast forum is hosted by a corporate citizen in the business community. Merkle President and CEO David Williams hosted the April breakfast at the company's headquarters in Columbia Gateway Business



Above: County Executive Ken Ulman discusses the impact of the economic stimulus package on Howard County's business Community at the CEO Breakfast held at Merkle. Right: Merkle President and CEO David Williams tells why he chose Howard County as the company's headquarters location.

Park. Recent breakfast forums have been hosted by Ascend One, W.R. Grace, and Howard Community College. 🌐



# Commercial Real Estate Activity

## SAIC Moves into the Franklin Center

On Monday, April 27, 2009, a ribbon cutting ceremony was held at the Franklin Center—the new location of Science Applications International Corporation (SAIC). The company recently signed a lease with the Trammell Crow Company for 170,000 square feet of the 200,000 square foot building. This lease is considered to be one of the largest leases signed in the Baltimore-Washington corridor this decade. The company is relocating as many as 600 employees from several locations into the building. SAIC also has plans to fill nearly 200 positions in a variety of its locations in Howard County and the surrounding area. 🌐



Top Right: Trammell Crow's Franklin Center, a 200,000 square foot building, located in the Columbia Gateway Business Park.  
Above: Cutting the ribbon to the Franklin Center were 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.

## Aerospace Technology Company, Integral Systems, Moves into New Corporate Headquarters in Columbia

Integral Systems, a leading international provider of satellite ground systems, has moved to Columbia, bringing 300 jobs to Howard County. Founded in 1982, Integral was the first company to offer commercial-off-the-shelf software products for satellite command and control, and it has become a world market leader. Integral now occupies 131,000 square feet of Class A office space at Gateway Exchange III, a Corporate Office Properties Trust Property in Columbia Gateway Business Park.



## New & Expanding



idX Corporation, a retail fixture display manufacturer, will relocate its facility to Columbia later this year. In what is one of the largest industrial transactions in the Baltimore-Washington corridor this year, idX leased 435,000 square feet in the former Sears distribution facility creating more than 125 new jobs to Howard County. The 965,000 square foot building is situated in the 1.9-million square foot Gateway Commerce Center owned and managed by RREEF Real Estate. [www.idxcorporation.com](http://www.idxcorporation.com)



BoxTone has recently taken occupancy of a new office space at 8825 Stanford Boulevard in the Columbia Corporate Park. The global BlackBerry management software and service provider relocated within the same building to a larger 15,000 square foot office. Boxtone plans to nearly double in size adding 42 employees by the end of 2011. [www.boxtone.com](http://www.boxtone.com)



Rhee Bros., Inc. consolidated its corporate headquarters and distribution operations into a 215,000 square foot facility on Coca Cola Drive in Howard County. Rhee Brothers is one of the world's leading Asian food distributors with global affiliates in Korea, Japan, and China and daily operations through the world. More than 140 Howard County jobs were retained. [www.rheebros.com](http://www.rheebros.com) 🌐

# AGRICULTURE NEWS

## Youth in Agriculture Career Development Program Wins an Award

The Youth in Agriculture Career Development program has recently won the "Team Communication Educational Piece" award given by the Maryland Association of Extension 4-H Agents. In conjunction with the program receiving this award and receiving so much praise, it was nominated for a regional award.

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 -



The Youth in Agriculture Career Development Program's educator resource kit includes profiles for the many careers which require specialized agricultural knowledge and a CD containing the accompanying audiovisual presentation.

Howard County Office—was developed to educate students on different career fields of work related to agriculture. On average, between 35,000 and 50,000 agriculture jobs are unfilled by qualified applicants, demonstrating the need for more qualified agriculture employees.

This initiative has been implemented into the career and development programs of the Howard County Public School System at the high school level and there is now an

During the nine-day buy local challenge, Thursday, July 16 through Sunday, July 26, everyone is asked to eat one locally grown product each and every day. The Buy Local Challenge leads into Howard County Restaurants Weeks (Monday, July 27 - Sunday, August 9), when Howard County restaurants will feature dishes utilizing products from local farms and businesses. You don't want to miss

### UPCOMING AGRICULTURAL EVENTS

August 8-15, 2009  
Howard County Fair, West Friendship, MD

Thursday, August 13, 2009  
Iron Chef Contest  
Howard County Fairgrounds, West Friendship, MD

September 25-October 11, 2009  
Farm-City Celebrations, Various locations throughout Howard County

interest in adding an agriculture program into the ARL certification program. Adding this program has helped to stimulate interest in incorporating agriculture practices into the environmental programs at all high schools as well.

Other counties have also expressed interest to add the program to their curriculums. To view the audio visual presentation, visit: [www.hceda.org/videoGallery.aspx](http://www.hceda.org/videoGallery.aspx).

For more information about the Youth in Agriculture program, please contact Kathy Zimmerman at 410-313-6500 or email [kzimmerman@hceda.org](mailto:kzimmerman@hceda.org).

## Buying Local and Restaurant Weeks

Howard County is once again participating in the statewide "Buy Local Challenge" which kicked off on Thursday, July 16, 2009 at an event held at the Governor's Mansion.

## Iron Chef Cook-Off

The Howard County Fair will be hosting the fifth annual Iron Chef Cook-Off, an event sponsored by the Farm-City Celebration Committee.

This attraction is Howard County's own version of the Food Channel's popular show "Iron Chef." Come join us for fabulous food prepared by the Iron Chefs on Thursday, August 13, 2009 in front of the 4-H building.

Teams of three will be competing to cook up the best tasting dish. The contestants will be using farm fresh produce provided by Hammondale and Tranquility farms, and steaks



provided by Safeway, Inc. In previous years, contestants have been from the Howard County Fire and Rescue Service, Howard County Government, and Howard County farms. Contestants for this year's event will be representing four Howard County high schools: Atholton, Hammond, Oakland Mills, and Marriotts Ridge high schools. This is a fun event, but watch out because the competition can get intense! 🌐



the great taste of locally grown foods. So, get started today by visiting local farms, farmers' markets and restaurants. 🌐



**Eat healthy and buy local from one of the three Howard County Farmers' Markets! Visit [www.hceda.org](http://www.hceda.org) for locations and times.**

# NEWS FROM THE CENTER

*The Center and TargetGov Host The Government Contracting Institute*



This spring, The Center for Business and Technology Development hosted the Government Contracting Institute in partnership with TargetGov and the Maryland Governor's Office of Minority Affairs.

The Institute, a series of half-day seminars, provided businesses information and instruction from experts in government contracting. Topics included: getting registered as a contractor, certifications, business development, market research, proposal writing, accounting and legal issues, project and contract management and security clearances. It will be held again this fall starting in September. For more more information and to register, visit [www.hceda.org/events.aspx](http://www.hceda.org/events.aspx).

## Howard Technology Council Offers Tech Business Community Cutting Edge Seminars and Networking Opportunities

This Howard Technology Council is showing steady growth. The Tech Council produces monthly seminars on topics of interest to the technology business community, an Executive Breakfast Series featuring access to high level corporate and government speakers, focused Affinity Groups, general networking events, and an annual Technology Awards Program.

The Tech Council partners with other organizations to promote awareness of and activities benefiting our outstanding tech

community. Examples include the County's BRAC Business Initiative, the Johns Hopkins University Applied Physics Laboratory Space Industry Day and the Green IT educational

### BUSINESS RESOURCE CENTER CALENDAR

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

*Thursday, July 23, 2009, 6:00 - 9:30 PM*  
Business Financing: Small Business Entrepreneurs

*Tuesday, August 4, 2009, 8:30 AM - 12:00 N*  
Business Financing: Small Business Entrepreneurs

*Tuesday, August 11, 2009, 6:00 - 9:30 PM*  
Writing an Effective Business Plan

*Thursday, September 10, 2009, 8:30 AM - 12:00 N*  
Smart Start to Business Success

component of IT Play Day (see photo below). For information on the Council, contact Larry Collins at [lcollins@howardtechcouncil.org](mailto:lcollins@howardtechcouncil.org) or 410-313-7578.



Photo courtesy of The Business Monthly

The Howard Technology Council provides quality networking and educational events to the technology business community. Left: Howard Technology Council partnered with DP Solutions to produce DP Solutions' Second Annual IT Play Day and BBQ. From left are: Simon Tutt of DP Solutions, Larry Collins of the Howard Technology Council, Howard County Executive Ken Ulman, Brian Usher and Jay LaPointe of DP Solutions. Right: Howard Technology Council draws many attendees to the June 2009 monthly seminar "How to Use Twitter to Grow your Business" presented by Tonya R. Taylor, President and CEO of Rising Star Ideas, a Columbia firm.



### HOWARD COUNTY RECOGNIZED FIVE BUSINESS STARS AT ITS 15TH ANNUAL CBED AWARDS PROGRAM

On Tuesday, April 21, Howard County recognized three outstanding business leaders, and two entrepreneurial scholarships were awarded by the Howard County Chamber of Commerce and Howard County General Hospital at its 15th Annual Committee for Business and Economic Diversity (CBED) Awards Program and Breakfast Gala held at Ten Oaks Ballroom. Hosted by the Howard County Economic Development Authority, the CBED Awards Program honored:

- Business Achievement - Studio Inspire
- Individual Achievement - Stanley Crump, Ellicott City Fitness and Karate
- Business Diversity Achievement - The Kane Company
- Howard County General Hospital Rising Business Star Scholarship - Matthew E. Erlandson, Wilde Lake High School
- Howard County Chamber of Commerce's Earl H. Saunders Entrepreneurial Scholarship - Vir Mirchandani, River Hill High School



2009 CBED Award Honorees: 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 Earl H. Saunders, Chair, CBED Committee.

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



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

*Howard County Economic Development Authority's 16th Annual Meeting and Report to Investors*

**Wednesday, September 23, 2009, 5:30 - 9:00 PM**

Join the Howard County Economic Development Authority as it celebrates 16 years of economic development success in Howard County at the Authority's 16th Annual Meeting and Report to Investors at the Kossiakoff Center, Johns Hopkins University Applied Physics Laboratory. The special keynote speaker will be Freeman A. Hrabowski, III, President of UMBC.

For further information about the 16th Annual Meeting and Report to Investors, please contact Alice Settle-Raskin, [asettle-raskin@hceda.org](mailto:asettle-raskin@hceda.org) or call 410-313-6513.

**Location:** Kossiakoff Center  
Johns Hopkins University Applied Physics Laboratory  
11100 Johns Hopkins Road  
Laurel, Maryland 20723

*Howard Technology Council 2009 Technology Awards*

**Tuesday, November 24, 2009, 5:30 - 8:00 PM**

The Howard County Technology Council, in partnership with the Johns Hopkins University Applied Physics Laboratory, cordially invites you to attend its 2009 Technology Awards. The purpose of the awards program is to recognize innovative companies and their contributions to the Howard County community and economy.

For further information about the 2009 Technology Awards, please contact Larry Collins, Executive Director, Howard Technology Council, [lcollins@howardtechcouncil.org](mailto:lcollins@howardtechcouncil.org) or call 410-313-6550.

**Location:** Kossiakoff Center  
Johns Hopkins University Applied Physics Laboratory  
11100 Johns Hopkins Road  
Laurel, Maryland 20723

**the AUTHORITY**  
HOWARD COUNTY ECONOMIC DEVELOPMENT AUTHORITY

**HOWARD COUNTY**  
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