HOWARD COUNTY
MARYLAND
Economic Development Authority

2011 Annual Report

Fiscal Year 2011 Board

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Photos on Front Cover:
Main St. Ellicott City, courtesy of Jeremy Kipp Clark
Maple Lawn
SAIC Ribbon Cutting; Farmer's Market; Cathy and Danny Bell, Brdancat Enterprises (McDonalds)

Our Vision

Howard County, Maryland will be widely recognized as the best place in the U.S. to live, work and operate a business.

Who We Are

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

2011 Center for Business and Economic Diversity Award Winners

Mission

To promote economic growth and stability in Howard County by supporting existing businesses, attracting targeted new businesses and attracting corporate and/or regional headquarters; to serve as the liaison between public and private economic development and planning organizations; and to recommend policies to county government that support the achievement of planned economic goals.

How We Do It

To achieve its mission, the Howard County EDA will focus on four key areas:

- **MARKETING...**
  to drive business retention, expansion and attraction success
- **PROMOTING AND SUPPORTING...**
  entrepreneurship and small business growth
- **ADVOCATING...**
  policies to ensure an ever improving business climate
- **PROMOTING AWARENESS...**
  of critical economic development issues and priorities within the community, including business, government, not-for-profit, education partners, and local residents.

FROM THE CHAIR

As my tenure as Chair of the Authority ends, I would like to thank the Board Members, Investors, Staff and a highly supportive County Government, led by Ken Ulman, and County Council who have supported the Economic Development Authority with their time, money and talent. We all worked together with a common goal of promoting economic development for the citizens of Howard County. We accomplished much over my two year term with a strategic plan written and being implemented, created a Catalyst Loan Program, started a new funding base, and helped provide valuable information to our elected leaders and public for deciding on a downtown Columbia redevelopment plan. We also managed the transition to a new CEO, Laura Neuman with the retirement of our long time, world class CEO, Dick Story.

I am pleased that the Authority has an outstanding person to be the new Chair, Cathy Ward of Corporate Office Properties Trust. She has the intelligence, passion, talent and personality to lead the Board to continue building Howard County as a premier place for companies to grow and prosper.

I am proud of the work we have accomplished and I look forward to the accomplishments yet to come as the organization continues to grow the economic base of Howard County.

Peter J. Rogers, Jr., Chair 2009-2011, Howard County Economic Development Authority

FROM COUNTY EXECUTIVE ULMAN

The true test of leadership comes during times of adversity. As the nation and our region emerge from an economic depression, we are demonstrating that Howard County leads the way in innovation and intellectual capital.

From building a broadband infrastructure that will serve as the information highway for a new generation of businesses, to embracing the opportunities created by BRAC, the U.S. Cyber Command, healthcare and biotechnology, Howard County is combining public-sector resources and private-sector ingenuity to stay ahead of the competition.

We're working to make our already vibrant Economic Development Authority even better. I am excited about the vision and energy of new CEO Laura Neuman. She, like you, is a business leader committed to making Howard County the best it possibly can be. Laura is building on past successes and creating new programs to grow a business-friendly environment for the future. A strong business base is essential for maintaining our nationally recognized schools, libraries and recreational programs. And those qualities, in turn, entice businesses to grow and relocate here.

I would like to thank the Board members and volunteers who give their time to the organization. Howard County's partnership with the Economic Development Authority is a model that brings together the best of government and the private sector to create an alliance that ensures our continued vitality.

Ken Ulman, County Executive

Farewell to a Friend: Dick Story moves on

Richard Story has been a leading force behind economic development in Maryland for more than 34 years; he spent 18 of those years building the Howard County Economic Development Authority as Chief Executive Officer. He had many accomplishments and successes and we appreciate all he did for the local economy and wish him all the best in his new endeavors.

FROM THE CEO

The first week I joined the Authority in April 2011, I had the pleasure of cutting the ribbon at Ancile Solutions — a high-tech business new to the county — and each week since has been as exciting as the first. As I look at the economic development opportunities of Howard County, I am energized by the chance to apply my private-sector background to capitalize on the current assets in the county. I look forward to building an environment that promotes entrepreneurship and business development to grow and attract more companies like Ancile.

This community has so much to offer, and benefits by having dedicated professionals willing to contribute to its success. I truly appreciate the warm welcome I have received by the Board and business community. My vision is to build the Authority so it is driven by results and is relentless in its pursuit of providing excellent customer service. I believe that by adding value and building our reputation, we will foster a friendly business climate and ensure that Howard County will continue to prosper.

Laura Neuman, Chief Executive Officer

Our Business Community:
Connecting through Business Outreach

Catalyst Loan Program

The Catalyst Loan Program, administered by the Howard County Economic Development Authority, made loans this year to two companies: Highland Restaurant and Pita & Rye.

CoRE Tour

In October, brokers, site selectors and others set out on a three-hour bus tour that featured 19 properties within Howard County. Led by the Authority, the tour was attended by 121 guests and 12 sponsors.

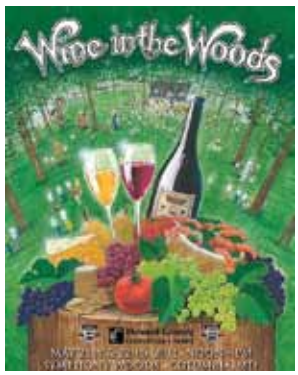
20*th* Annual Business Appreciation Week

The Authority coordinated the County Executive's business appreciation week. During the week, 52 ambassadors from state and county agencies, HCEDA Board Members, and staff visited 83 companies within the county.

County Executive CEO Breakfast

The CEO Breakfast provides an opportunity for top executives from Howard County to share their insights and concerns about issues and challenges facing today's business leaders. The breakfast has been hosted by a variety of the County's leading businesses and organizations.

Wine in the Woods



The Authority participated as a sponsor for the third year with the County Department of Recreation and Parks to host resident businesses for Wine in the Woods. Approximately 45 guests, representing 17 companies attended the Hospitality Tent over the 2-day period.

County Executive Brokers' Breakfast

The Brokers' Breakfast provides an opportunity for the commercial real estate professionals to share their insights and concerns about current issues and challenges facing commercial real estate. The breakfast was hosted by HCEDA and the discussion focused on the Inter-County Broadband Network (ICBN) Initiative.

Business Match Making Forum

A business match-making session was held at the Sheraton Columbia Town Center. Seven cyber technology companies from Canada presented an overview of their companies followed by one-on-one meetings with Howard County and regional cyber technology firms. The purpose was to build business to business relationships and foster business development.

International Council of Shopping Centers

The County Executive and CEO of the Authority attended the Global Retail Real Estate Convention in Las Vegas. Approximately 30,000 retail estate professionals attend this conference each year. This venue provided an excellent opportunity to meet several large regional and national corporations to attract upscale retail to the county.

The Maryland Economic Development Association Award (MEDA)

MEDA introduced a new awards category in celebration of its 50th year anniversary. Howard County was awarded for its submission of "A Tale of Two Cities" which provided historical perspective on the formation of Columbia in contrast to the redevelopment plans for the new Downtown Columbia. This award marked the first time that the Howard County Economic Development Authority was recognized in any of the award categories.

On behalf of the city of Columbia, Laura Neuman accepts the 50th Anniversary *Economic Impact Development Award*

Howard County Agriculture: *Connecting through Partnership*

Working in Partnership with state and local agencies, the Authority's Agricultural Marketing Program provides assistance in promoting products, diversifying activities, and expanding markets for agri-business within Howard County. In Fiscal Year 2011, the program partnered to produce:

▲ *Top: Film Feastival Supporters*
Bottom: Farmers Market at HCG Hospital

Farm and Services Directory: Outreach to the community and providing the agriculture industry the opportunity to promote their farming enterprises and commodities is a goal of the Agricultural Marketing Program. The new Farm and Services Directory brings the community the ability to easily find those farms that are direct marketing their products and commodities.

Central Maryland Women in Agriculture: With a growing number of women becoming owners and managers of agricultural enterprises the need to educate those women on business planning, financing and marketing has grown as well. By providing the tools and opportunities for women to grow and develop their niche markets, the agriculture industry continues to grow.

Film Feastival: In partnership with Howard County Office of Tourism and Promotion, the University of Maryland Extension and Clark's Elioak Farm, the Agriculture Marketing Program of Howard County Economic Development Authority developed the first "Film Feastival." The "Film Feastival" is a kick-off event for the Howard County Farm2Table Restaurant Weeks and the Buy Local Challenge. It included a Howard County only Farmers' Market, tastings from local restaurants participating in Restaurant Weeks and the film "Ingredients" which highlights the local food movement.

▲ *Top Right: Clark's Elioak Farm, Ellicott City*
▼ *Below: Woodcamp Farm, Mt. Airy*

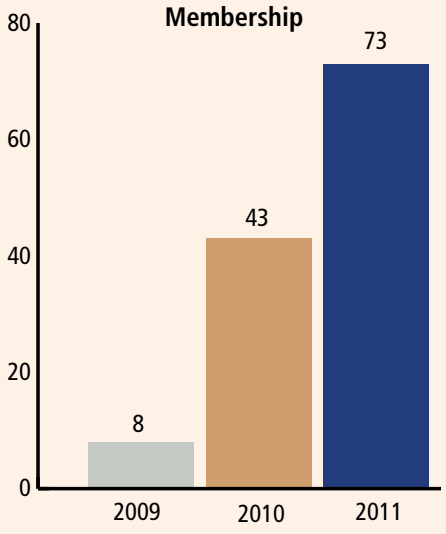
The Center for Business and Technology Development: *Connecting to Howard County's Innovative, Knowledge-Based Community*

Governor Martin O'Malley speaks at Gantech ribbon cutting ceremony.

During Fiscal Year 2011, The Center for Business and Technology Development was active and growth oriented, offering an array of practical services and support as a one-stop resource for Howard County's small business owners and entrepreneurs through its three components: The Business Resource Center, the NeoTech Incubator, and the Howard Technology Council.

Howard Technology Council:

The Howard Technology Council enjoyed tremendous success under the leadership of Executive Director Larry Collins and Advisory Committee Chair Mary Beth Tung. The Third Annual Technology Awards program was held at Howard Community College. The keynote speaker – John Jacobs, of the NASDAQ/OMX - focused on specialized innovation occurring in the business sectors. Businesses are focusing on what they do best and outsourcing other tasks. At a follow up event the Maryland Technology Development Corporation (TEDCO) presented the importance of technology transfer and why it is key to this region.



The Council exceeded the financial goals by 32% and produced 18 events throughout the year, serving more than 700 individuals.

Connecting to Small Businesses

NeoTech Incubator: Currently, the NeoTech Incubator is hosting 30 clients. Nine new companies joined the incubator in 2011:

- Zavda Technologies
- Fixmo
- Belay Technologies
- Fantail Consulting & Technologies
- TargetGov
- Flash Technology Group
- Tower Resource Management
- Johnson-Brome Business Consulting
- ArcSource Group

During the fiscal year, five companies left NeoTech. Two graduated into nearby office space, Audacious Inquiry and Dresner Group and three others transitioned out of the program, Aaski, Palladium, and Systems Security Services.

This year $12,000 was granted to NeoTech for client business assistance. Thirteen companies took advantage of this funding program, leveraging state funding to further their business goals. The program was administered by NeoTech management.

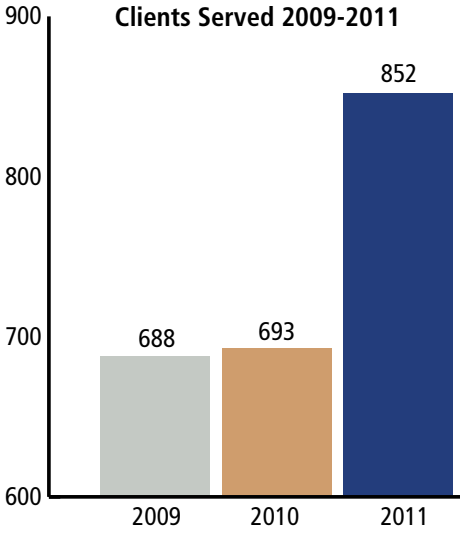
Congratulations to Tenants:

SI Tec Consulting won the Maryland Incubation Association's Technology Services Company of the Year award at its annual awards program. In addition, two other NeoTech companies were selected as finalists this year, Emerald Sky Technologies and Group Z.

The Maryland Technology Development Corporation (TEDCO) announced that one of its portfolio companies, Seguro Surgical™, Inc., had taken its medical device to commercialization in record time. Seguro achieved this milestone within four months of receiving a Maryland Technology Transfer and Commercialization Fund ("MTTCF") grant. The Kauffman Foundation announced that Seguro Surgical was recognized as one of the top ten newly launched companies in the United States during its Startup Open Competition during Global Entrepreneurship Week.

Business Resource Center: The Business Resource Center served 852 individuals through its training and counseling programs this year with an exactly equal number of men and women. We continued to strengthen partner relationships with SCORE and the Small Business Development Center. The Authority's 17th Annual Business Recognition Program and Breakfast Gala featured Dr. David A. Anderson as the keynote speaker. He is a nationally syndicated radio talk show host, Founder and President of the Bridge Leader Network, and Founder and Senior Pastor of Bridgeway Community Church.

The Small Business Development Center counseled 127, trained 49 and distributed information to 146 Howard County Businesses.



Entrepreneurs in Action

Steve Wallace, Presentation Media; Earl H. Saunders, Chair CBED; Luke Chow, Prime Manufacturing Technologies, Inc.

Lily's Market

Edwards & Hill Office Furniture

New and Expanding
in Howard County

COMPANY	NEW, EXPANSION, RELOCATION, RETENTION	SQUARE FOOTAGE	NET NEW JOBS	RETAINED JOBS	BUSINESS DESCRIPTION
Wegmans	New	145,000	650		Food Store
Sun Belle Berries	New	63,000	100		Fresh Produce Merchant Wholesaler
NCO Financial	New	50,000	300		Call Center
CEVA Logistics	Expansion	30,000	10		Logistics/Autoparts Warehouse & Distribution
Aramsco	New	23,000	20		Industrial Supplies Merchant Wholesaler
Foundation for Fighting Blindness	New	21,000	51		Social Advocacy
Ancile Solutions	New	20,000	80	0	Developer of Learning and Performance Software
Technica	New	13,000	45		IT Services
Boxtone	Expansion	8,000	40	78	Mobility Software & Services
Colfax	New	7,000	20		Design, Engineering, Manufacturing
Dreyer's Grand Ice Cream	Expansion	100			Ice Cream and Frozen Dessert Manufacturer

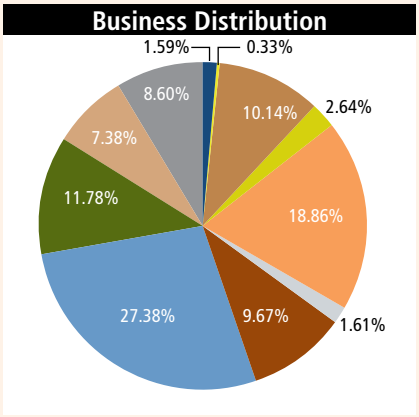
▲ **Ancile Solutions** brought their global headquarters to Howard County, moving into 20,000 square feet of office space and bringing 80 new jobs.

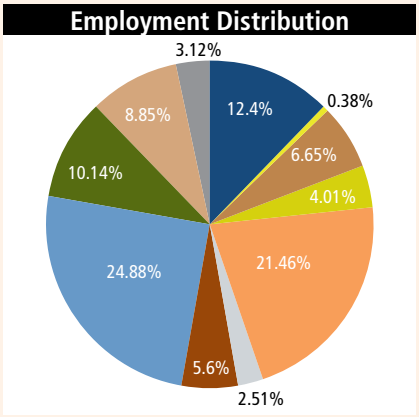
Sun Belle Berries purchased a 62,656 square foot building in Jessup and will bring 25 jobs to the county when renovations are completed in the fall of 2011. ▼

◄ **NCO Financial** moved their call center to a 50,000 square foot building on Montevideo Road, adding 300 jobs.

Wegmans began construction of a 145,000 square foot store at Snowden River Parkway and McGaw Road. When opened in 2012, they will provide 650 full and part-time jobs. ▼

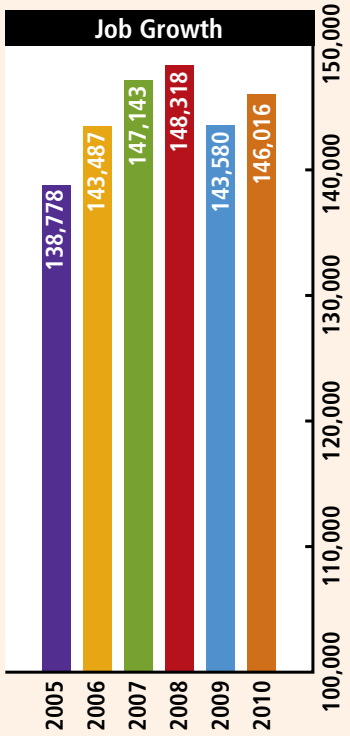
Highlights

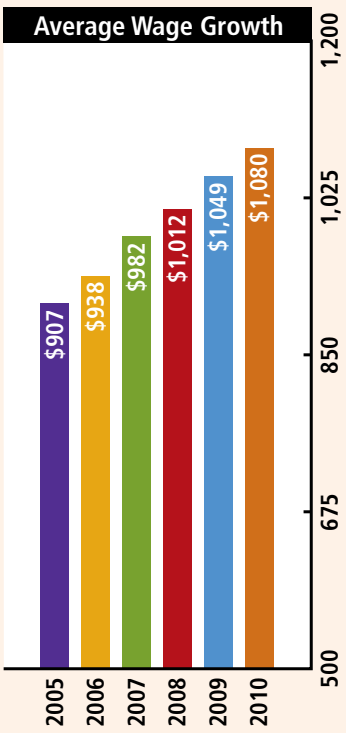


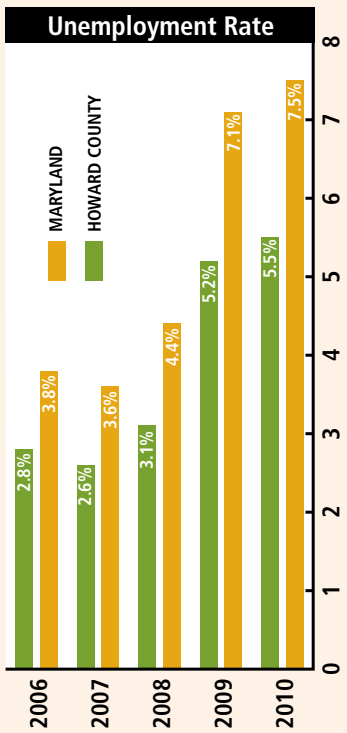


Howard County has a diverse business and employment base.

In addition, the County continues to show positive job and wage growth while leading the state with a low unemployment rate.







Financial Statements

June 30, 2011

BALANCE SHEET	FY2010	FY2011
ASSETS		
CURRENT ASSETS		
Cash	$ 100,387.00	$ 216,520.00
Certificates of Deposit	$ 562,905.00	$ 473,717.00
Prepaid Expense	$ 31,420.00	$ 28,731.00
Total Current Assets	**$ 694,712.00**	**$ 718,968.00**
PROPERTY AND EQUIPMENT, at cost or fair value if donated		
Vehicle, Equipment	121,412.00	126,366.00
Less Accumulated Depreciation	(100,268.00)	(84,610.00)
Net Fixed Assets	**21,144.00**	**41,756.00**
Total Assets	**$ 715,856.00**	**$ $760,724.00**
LIABILITIES AND FUND BALANCE		
CURRENT LIABILITIES		
Trade Payable	$ 110,400.00	$ 101,313.00
Accrued Salaries & Payroll Taxes	129,553.00	99,174.00
Accrued Expense	11,835.00	18,563.00
Deferred Revenue	1,000.00	0.00
Security Deposits	11,497.00	16,002.00
Total Current Liabilities	**264,285.00**	**235,052.00**
BALANCES		
Net Assets	451,571.00	525,672.00
Total Net Assets	**451,571.00**	**525,672.00**
Total Liabilities and Net Asset Balance	**$ 715,856.00**	**$ 760,724.00**

STATEMENT OF REVENUES, EXPENSES & CHANGES IN ASSET BALANCE		
REVENUES		
Howard County Government	$ 1,408,429.00	$ 1,370,661.00
Department of Defense OEA, BRAC	$ 286,484.00	$ 293,399.00
Other Grants	19,000.00	13,000.00
Contributed Office Space	350,000.00	350,000.00
Memberships	11,900.00	13,650.00
Private Sector Investments	257,000.00	239,500.00
Incubator Income	251,029.00	229,938.00
Special Events	69,439.00	124,276.00
Miscellaneous Income	3,803.00	41,557.00
Investment Income	10,249.00	5,045.00
Special Programs		
Total Revenues	**$2,667,333.00**	**$ 2,681,026.00**
OPERATING EXPENSES		
Salaries, Wages & Benefits	$ 1,615,365.00	$ 1,627,699.00
Rent Expense	350,000.00	350,000.00
Contractual Services	263,019.00	228,753.00
Supplies & Materials	65,805.00	56,266.00
Business and Education	96,338.00	75,825.00
Non-Capitol Items	7,629.00	11,155.00
Depreciation	18,096.00	18,417.00
Program Expenses		
Partnerships	108,021.00	96,579.00
Special Events	161,554.00	142,231.00
Special Programs		
Total Expenses	**$2,685,827.00**	**$ 2,606,925.00**
Excess of Revenues over Expenses	**(18,494.00)**	**74,101.00**
FUND BALANCE/NET ASSETS-BEGINNING OF YEAR	**470,065.00**	**451,571.00**
FUND BALANCE/NET ASSETS-END OF YEAR	**$ 451,571.00**	**$ 525,672.00**

Partners/Investors

Allen & Shariff Corporation

Apple Ford

Ascend One Corporation

Baltimore Business Journal

Baltimore Gas & Electric Company

Bank of America

BECO Management, Inc.

Bowles Fluidics Corporation

The Business Monthly

CareFirst BlueCross BlueShield

Carney, Kelehan, Bresler, Bennett & Scherr, LLP

Cassidy Turley

CB Richard Ellis Brokerage Services

Chateau Builders

Colliers International

The Columbia Association, Inc.

The Columbia Bank

Comcast Cable Beltway Region

Commercial Insurance Managers, Inc.

Corporate Office Properties Trust

The Daily Record

Davis, Agnor, Rapaport & Skalny, LLC

Dreyer's Grand Ice Cream

Duane Morris, LLP

Eyre Bus, Tour & Travel

General Growth Properties

Giant Food, Inc.

Greenberg Gibbons

Greenebaum and Rose Associates, Inc.

Greenman-Pedersen, Inc.

Harkins Builders

Howard Bank

Howard Community College

Howard County Association of Realtors

Howard County General Hospital

Howard County Government

The Howard Hughes Corporation*

iBiquity Digital Corporation

ITT Corporation

Johns Hopkins University Applied Physics Lab

Katz Abosch

LG-Tek

Liberty Property Trust

Lorien Health Systems

Loyola College

M&T Bank

The Mall in Columbia*

Manekin, LLC

Martek Biosciences Corporation

Maryland Food Center Authority

Maryland Department of Business and Economic Development

Maryland Technology Development Corporation

Merritt Properties, LLC

Miles & Stockbridge P.C.

Morgan Stanley / Smith Barney

National Security Agency

OBA Bank

Patuxent Publishing Company

PNC Bank

Presentation Media

Prologis Management, Inc.

Revere Bank*

RREEF Alternative Investments

SAIC

Sandy Spring Bank

Security Development Corporation

Sourcefire Technologies*

SunTrust Bank

SuperBookDeals

Susquehanna Bank

Sysco Food Services of Baltimore, LLC

Taylor Farms Maryland, Inc.

Turf Valley Resort & Conference Center

UHY Mid-Atlantic MD

W.R. Grace & Company

Wachovia Bank

Whiteford, Taylor & Preston L.L.P.

Wilhelm Commercial Builders, Inc.

*New Investors

HOWARD COUNTY
MARYLAND
Economic Development Authority

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Timothy E. Harwood
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ADMINISTRATIVE ASSISTANT

Marilyn D. Kimmie
EXECUTIVE ASSISTANT