New Business and Development
Notable New Business

• NAFCO Wholesale Seafood has signed a lease for 70,000 square feet at the Maryland Food Center Authority in Jessup, MD. NAFCO brings with it $25 million in capital investment and 50 new jobs.

• Giant Foods is beginning construction on a 95,000 square foot distribution center, making a $17.5 million capital investment and creating 50 new jobs to serve the Maryland, Virginia, Delaware and DC markets.

• VersaTech, a minority and veteran owned cybersecurity firm, purchased a 30,000 square foot building with plans for $3.5 million in capital investment and 95 jobs.

• Long Roofing, a roof and fence manufacturer is expanding by 40,000 square feet. The relocation will result in $1.6 million in capital expenditure 165 new jobs.
Notable New Business

**Tenable (Phase II)**
- Worldwide publicly-traded cybersecurity firm headquartered in Columbia.
- Moving to 150,000 square feet of offices in Downtown Columbia.
- 580 retained jobs
- 340 new jobs
- Payroll over $100,000,000/year
- County and state investment leveraged over $320 million in infrastructure and construction from Howard Hughes Corporation

**Intralytix**
- Biotech research and development company that manufactures bacteriophage-based products
- Moving headquarters and operations to Columbia
- 33,000 square foot building purchased
- $100 million of capital expenditure
- 45 new jobs

**BTS Biofuels**
- International headquarters of manufacturer and operator of closed loop anaerobic bio-digester
- $20 million capital expenditure
- 15-20 new employees
- Note: BTS Bio-digester to be installed in the Maryland Food Center Authority to handle organic waste

**Marra Forni**
- Global provider of woodfire ovens
- Moving into 26,000 square feet of flex space
- $5.5 million capital expenditure
- 50 new jobs

**ARA (Antenna Research Associates)**
- Boston-based military research company
- 60,000 square foot lease
- $1 million capital expenditure
- 80 new jobs

**Freedom Consulting Group**
- Software engineering, cloud computing, and data engineering/analytics supporting the development and management of software and web application projects.
- 24,000 square feet
- Relocated to Howard County with 100 jobs
- Plans to add 50 additional jobs through new location.

**TeamWorx**
- Veteran-owned cybersecurity spinoff from the Johns Hopkins Applied Physics Lab expending
- Relocating to larger space at the Maryland Innovation Center
- $500,000 capital expenditure
- 12 retained jobs
- 15 new jobs

**Amero Foods**
- A recipient of loan through HCEDA’s catalyst fund
- 20,000 square feet
- $1 million capital expenditure
- 40 new jobs
Future Development
Downtown Columbia: Merriweather District

Source: Baltimore Business Journal
The Evolution of Downtown Columbia

Twenty Year Development Program:

- Residential: 6,244 units
- Retail: 1,250,000 sq ft
- Office: 4,300,000 sq ft
- Hotel/Conference Center: 640 rooms

Vision For The Future
Columbia Gateway Innovation District

The County vision is to:

- Transform a vintage 1980’s Office Park into an Innovation District.
- Leverage great existing tenants with startups, incubators, research organizations.
- Create a more compact, mixed-use environment with more amenities and transit to foster collaboration and innovation.
- Maryland Innovation and Security Institute (MISI) opens DreamPort - a five-year, $10M contract with US Cyber Command – a 20,000 sq. ft. facility for private cyber firms, entrepreneurs and academics to develop new technologies for federal cyber warriors.
The County as a Catalyst for Innovation

• The Maryland Innovation Center has launched to serve as a nexus of resources for innovation and small, minority, woman, and veteran-owned business creation and support. Strategically located between Washington, DC and Baltimore, in the 920-acre Columbia Gateway Innovation District, the Center itself will occupy nearly 50,000 square feet.

• The industry sectors the Center will focus on include: cybersecurity technologies, healthcare IT and medical technologies, agricultural technologies, and government solutions providers.

• Early programs and partnerships include:
  • MITRE Viking Lab
  • i6 funded Department of Commerce Def-Tech Program
  • International soft-landing program with South Korea
  • Cybersecurity exchange platform with Germany

The County signed an MOU with the Howard County Economic Development Authority (HCEDA), for the Maryland Innovation Center in Columbia which consolidates the business incubator, business resource center, and adds services to form an innovation hub.
Additional Development Projects

Maple Lawn

- A mix of upscale housing, class-A office space and a mix of top line retail space.
- Over 2 million sf of commercial development has now been completed, with 105,000 sf of class-A office and 29,000 sf MOB delivered in 2018.
- A total of 225,000 sf of flex space complete and 200,000 sf of retail is nearing build-out. The 103 room hotel is now complete.

Oxford Square

- Oxford Square is a 122-acre mixed-use transit oriented development with direct access to the Dorsey MARC station.
- Located on Coca Cola Drive in Hanover adjacent to the Thomas Viaduct Middle School constructed on land donated by the developer. Hanover Hills Elementary School opened in 2018.
- At buildout, Oxford Square will have 1,492 residential units, 4,000 sf of retail space and a 7,800 sf community center.
- Nearly 487 residential units have been built or are under construction.
Commercial Base Growth

Source: Maryland State Department of Assessments and Taxation
Commercial Construction Activity

- A total of 1.9 million square feet of commercial space was under construction in 2019.
- At year-end 2019, there was 4.3 million square feet of available commercial space which is down from a peak of 8.4 million square feet available in 2008, suggesting continued healthy levels of growth.

Source: Costar Q4 Data
The Impact of Fort Meade

- Fort Meade is located 1.2 miles from Howard County and is the home to 6 of the 8 Department of Defense Cyber Commands: USCYBERCOM, the National Security Agency (NSA), the Defense Information Systems Agency (DISA), MARFORCECYBER, Fleet Cyber and Joint Forces HQ DODIN.

- Fort Meade is the Army’s 2nd largest Fort by population with 57,000 employees across 119 tenant agencies and a supported population of over 145,000. It is both Maryland and Howard County’s largest employer. An estimated 15,000 Howard County residents work at Fort Meade.

- The Fort currently has 13 major construction projects (totaling $1.8 Billion) planned, with an additional $1.5 Billion of funding obligated in FY17. A series of transportation improvements have been funded to support an additional 3,500 military positions that will be added over the next six years which does not include any expansion of NSA personnel.

- Through an innovative partnership, Howard County provides up to 5 million gallons per day of reclaimed water to cool computer systems on the NSA campus. NSA pays Howard County for the use of the water, in addition to the County saving money on discharge fees.
Maryland Innovation Center

- 50,000 square feet.
- Business Incubator
- Business Resource Center
- International Soft-Landing Space

Industry sectors: cybersecurity technologies, healthcare IT and medical technologies, agricultural technologies, and government solutions providers
Resident Companies

- cheda
- joget
- EPITOME
- AIMSTAR
- BIOENERGY DEVELOPMENT COMPANY
- Anthony Management Group
- SilverStay
- ENS
- Technical Services
- HiPAI
- ADVANCING SYNERGY
- Bricata
- FullCandidate
- Datatech
- ImmerSimap
Resident Companies

- MOS CREATIVE
- impressDIGITALLY
- LDAS
- LENEER DATA ASSURANCE SOLUTIONS
- Tech Treats
- mokxa
- WINNINGEDGE SOLUTIONS
- JastinTech
- OCEAN RIDERS ENGINEERING
- AMVI SOFTWARE INC
- Generosity:global
- NetGlo
- Coxswain Systems
- rfidCollect
- BLACKFOX
- TOTAL CARE
Innovation Center Partners
Soft Landing

Scalable Offices or Co-working Services

- Front Desk Services
- Conference and Huddle Rooms
- High-Speed Internet
- Dedicated Mailboxes
- Management On-Site

Business counseling options to enhance growth potential.
- Tax, Legal and Financial
- Visas and Permits
- Talent Acquisition
- Business development and marketing

Networking & engagement opportunities critical to meeting the key players in the region’s business community.
- Extensive network with private and public sector
- R&D Partners
- Investor relationships
- Education and Research Institutions
Innovation Center @ Howard County

Touch Down in North America at the Innovation Center, in the Heart of a World-Class Region.