

HARFORD COUNTY GROWTH

2016 REPORT

MARYLAND'S NEW CENTER OF OPPORTUNITY



RETAIN

GROW

ATTRACT

BARRY GLASSMAN
HARFORD COUNTY EXECUTIVE



KAREN HOLT
DIRECTOR OF ECONOMIC DEVELOPMENT

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Nearly one out of two households in Harford County belongs to APGFCU. Here's why. We've been an active part of the Harford County community for 78 years and we offer:

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*Open to all who live, work, worship, attend school or volunteer in Harford or Cecil Counties.
No APG affiliation or military service necessary.*



Harford County's unique assets form a strong foundation for economic prosperity, and the driving force behind our progress as Maryland's new center of opportunity.

Our prime location on the I-95 corridor provides easy access to major markets including Philadelphia, Baltimore and Washington D.C. Remarkably, a single overnight drive provides access to one-third of the U.S. population.

Building on these strengths, our Office of Economic Development is cultivating business activity from its new location on the Route 40 corridor, near the hub of innovation at Aberdeen Proving Ground. Our proximity to this U.S. Army mega-base also offers global growth potential for the private sector, fueled by leading-edge science and technologies being developed in and around the installation.

Enhancing Internet access countywide, our Harford Metropolitan Area Network project will soon offer gigabit broadband to commercial entities, complementing the existing connections for all of our public facilities, including schools and libraries.

These assets combined with our skilled workforce, first class education systems and vibrant communities are attracting a growing list of diverse businesses to Harford County. They include distribution centers, manufacturers, retailers, technology companies, farming enterprises, and energy projects. They also include the award-winning Netflix series "House of Cards," which recently announced plans to produce its fifth season in Harford County.

To further economic development in Harford County, my administration has been changing the way local government does business.

We are continuing to shift the culture to focus on customer service. By now, every county employee who interacts with the public has received intensive customer service training to enhance their skills. Customer satisfaction surveys and a new series of informal "brown bag" lunches with business and community groups hold us accountable and help to ensure continuous improvement.

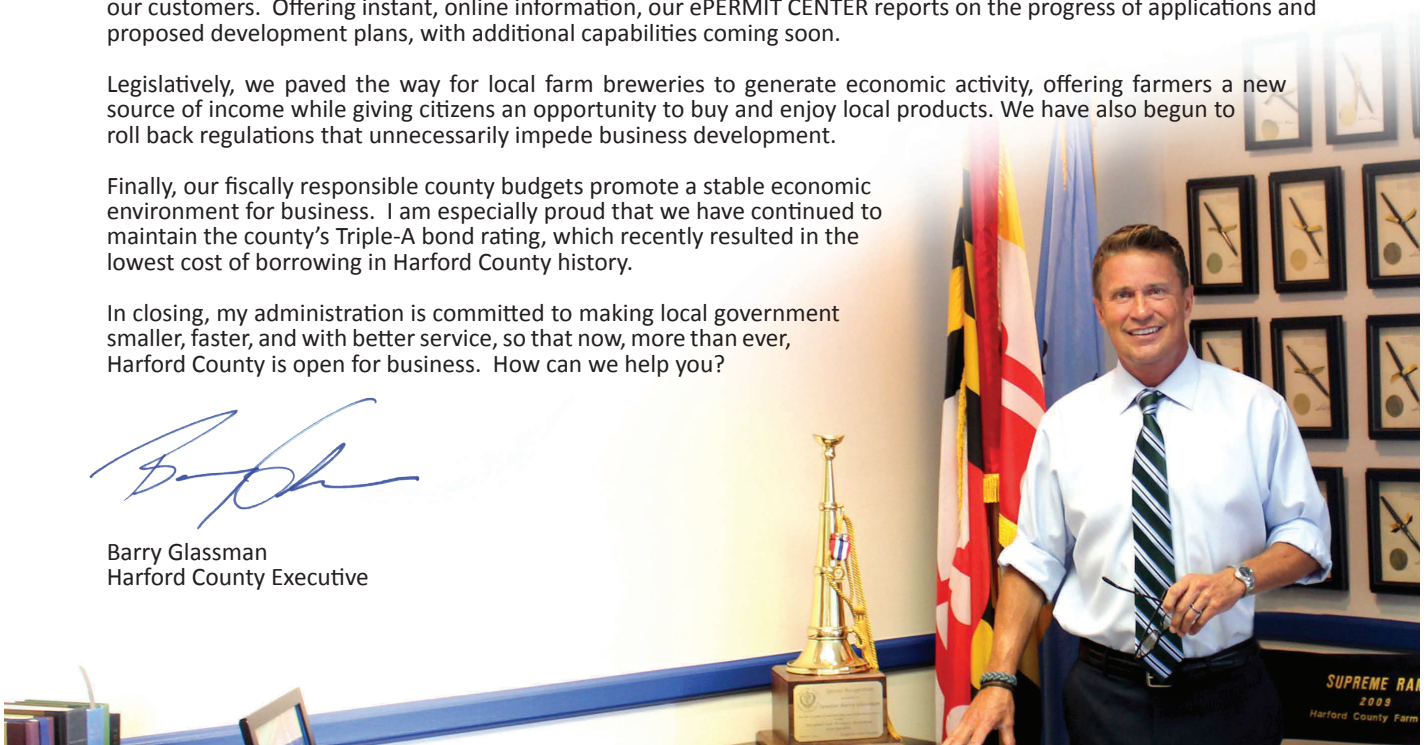
Doing business with Harford County government has also been streamlined with our new Permit Center. Designed for efficiency, the new center for permits, licenses, and inspections expedites our workflow and personalizes services for our customers. Offering instant, online information, our ePERMIT CENTER reports on the progress of applications and proposed development plans, with additional capabilities coming soon.

Legislatively, we paved the way for local farm breweries to generate economic activity, offering farmers a new source of income while giving citizens an opportunity to buy and enjoy local products. We have also begun to roll back regulations that unnecessarily impede business development.

Finally, our fiscally responsible county budgets promote a stable economic environment for business. I am especially proud that we have continued to maintain the county's Triple-A bond rating, which recently resulted in the lowest cost of borrowing in Harford County history.

In closing, my administration is committed to making local government smaller, faster, and with better service, so that now, more than ever, Harford County is open for business. How can we help you?

Barry Glassman
Harford County Executive



ECONOMIC DEVELOPMENT DIRECTOR KAREN HOLT

The theme for the Office of Economic Development for 2016 is simple but purposeful: “**Retain, Grow and Attract!**” Here in Harford County we are seeing that happen — thanks to improved customer service, streamlined permitting processes, and a high-tech, high-touch focus on business interactions by our talented OED staff committed to “enhancing quality of life for those who live, work, play, learn, invest, serve and stay in Harford County.”

RETAIN: Aberdeen Proving Ground is Harford’s largest employer and Maryland’s third largest workforce center by population. A premiere research, development, test and evaluation epicenter with more than 21,000 employees (97 percent civilian), APG is now home to six Centers of Excellence and 93 organizations supported by a defense contractor community of more than 110 companies. The community and installation will collectively celebrate the history and heritage of APG’s Centennial in 2017. Will BRAC be back? Not in the immediate future, but due diligence of groups like the Army Alliance and the Chesapeake Science & Security Corridor (CSSC) continue to ensure synergized growth opportunities with APG’s mission and commercialization capabilities within regional markets.

GROW: Harford County has experienced growth and expansion of its existing business base from manufacturing to auto auctions to healthcare. Bizerba USA combined its label solutions division with its retail and food processing divisions into a 110,000 square-foot facility making this new U.S. headquarters one of the largest within the Bizerba group. Frito Lay’s recent announcement of a \$60 million, 42,700-square-foot expansion to accommodate two more Cheetos manufacturing lines follows a completed 160,000 square-foot warehouse expansion making the plant on Hickory Drive one of Frito Lay’s largest nationally. BSC America, established in 1947, recently celebrated its last anniversary in Bel Air as it makes its way to its new 175-acre Riverside location with expanded services in automotive dealer wholesale auctions, power sport, truck, equipment, real estate and financial services management. Currently offering 2,000 vehicles per auction, the new site, slated to open this fall, will feature a 75,000 square foot, 10-lane auction house. The University of Maryland’s Upper Chesapeake Health Systems recently secured its independent medical facility certificate to embark on an extensive new site near Bulle Rock Parkway in Havre de Grace, and announced plans for several new urgent care facilities. MedStar opened a new 100,000 square foot facility of specialty suites in Bel Air. Other growing success stories include Spartan Surfaces, a commercial flooring sales and consulting firm, formerly of Forest Hill, and its acquisition of the former Aegis building in Bel Air; Automated Motion, Inc., a solutions provider of robotics systems, and Dave Wheatley Enterprises, a plastics engineering and manufacturing company that services medical, defense and biotechnology industries, are both expanding in the Riverside Business Park; and Kiddie Academy, a Harford-based family business with a franchised network of more than 147 locations nationwide, celebrated the grand opening of its flagship location in Abingdon.

ATTRACT: Harford’s robust logistics (roadways, rail and Port of Baltimore access) and qualified workforce serve to attract new business to the County. Maines Paper & Food Service, a paper supplier to fast food companies, recently came to the Perryman Peninsula. United Foods, custom food manufacturing of sauces and seasonings is now in the Riverside Business Park. Planet Fitness and Retro Fitness have come to Aberdeen and Bel Air. Craft breweries are also cropping up, including Independent Brewery in Bel Air and Ocean City Brewing Company in Abingdon. The BRAC 2005 transformation of APG, and its scientific and technical workforce, brought a change in demographics—higher weekly salaries, increased income tax revenue, and an elevated consumer spending index. These demographics have shaped the landscape of retail and services in Harford which is now a viable contender for shops and eating establishments comparable to more urban centers. Read more inside this publication to learn about the dining and entertainment options that appeal to millennials and boomers alike!

Privatizing Harford’s tourism efforts in 2015 through VisitHarford allowed Harford County to implement a hotel lodging fee and augment financial support for tourism-related organizations through a competitive grant process. In FY2016, 24 organizations were awarded \$1.4 million for operations and activity to ensure Harford County’s standing in the State as a premiere tourism destination drawing upon its cultural and historical roots while expanding eco- and sports tourism opportunities.

Retain, Grow and Attract. We invite you to join us and see firsthand how a diversified ecosystem keeps Harford County on the cutting edge of technology and innovation, supportive of startups and entrepreneurial efforts, respectful of our natural resources, mindful of our agricultural and defense heritage, and open for business to serve you!



KAREN HOLT



HARFORD COUNTY GROWTH

2016 REPORT

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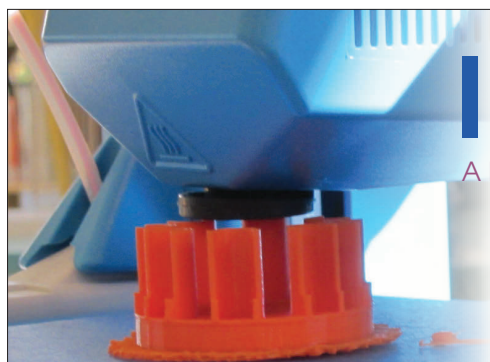


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Innovation LAB

A Digital Media Lab located at the Abingdon Library

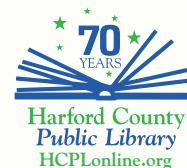
Be a creator of electronic video,
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Your guide.
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ECONOMIC DEVELOPMENT ADVISORY BOARD

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EDAB
HARFORD COUNTY
ECONOMIC
DEVELOPMENT
ADVISORY BOARD

GRANT FUNDING OPPORTUNITIES THROUGH EDAB

Attracting, engaging and retaining a multigenerational “world class” workforce is a key factor to any company’s decision to relocate or expand in Harford County. Workforce development is a partnership among many stakeholders who are all seeking to foster a productive, skilled and competitive workforce. Developing “in demand” skills is critically important in an ever-changing business environment.

The **WORKFORCE TECHNICAL TRAINING GRANT** (WFTTG) program is a competitive grant program that helps companies pay for employee technical training. The grants are subject to funding availability and final approval comes from the Economic Development Advisory Board’s Workforce Committee and the Harford County Council. By offering matching grants, the WFTTG program in 2015 assisted 14 companies, both large and small, and within a broad range of industries. Since 2009, training assistance supported 2,249 individuals. In many cases, training assistance created a better opportunity for advancement as well as fostered job retention and creation. <http://md-harfordcounty.civicplus.com/1285/Technical-Training-Grants>.

The **ECONOMIC DEVELOPMENT OPPORTUNITY FUND** (EDOF) fills the financing gap between private debt financing and private equity. Funds are provided to create economic benefit through increased revenues, the creation of new jobs and the retention of “at risk” jobs. The Finance committee of the Economic Development Advisory Board (EDAB) oversees applications for the EDOF. To date, there have been 28 EDOF loans funded. Capitalized with \$2.6 million in County and State Funds, the program has created 303 new full-time jobs and leveraged over \$36.5 million in private capital investment for the county. <http://md-harfordcounty.civicplus.com/1284/Financial-Services>.

While not administered through EDAB, The **VIDEO LOTTERY TERMINAL FUND** (VLT) program is available to all Harford County businesses that qualify. Maryland’s casinos contribute to the State’s Small, Minority and Women-Owned Business Loan Fund. The program receives 1.5 percent of video lottery terminal revenue and has already approved 77 loans totaling \$7.8 million, state-wide. <http://business.maryland.gov/fund/programs-for-businesses/vlt>.



Eric McLaughlin
Chair, EDAB

The **ECONOMIC DEVELOPMENT ADVISORY BOARD** (EDAB) serves as the private sector response to the County’s efforts to enhance and grow its local and regional economies. It is a platform for consensus building and advocacy. Originally chartered in 1978, the Board now uses five primary committees – Technology, Land Use, Workforce, Finance, and Marketing/Attraction – to support the economic development efforts of the Office of Economic Development, the County Executive, and the County Council. Through EDAB and the hands-on work of its committees, those responsible for making economic decisions have access to the diverse industry sectors that their actions impact – from labs to lacrosse, home-based to high-tech. EDAB’s recent efforts have advised and assisted with the County’s medical industries, its tourism industry, the arts, transportation, commercial development, fiber-optic cable infrastructure and the funding of a robust workforce action plan. As the County moves forward with its HarfordNEXT planning initiative, EDAB looks forward to offering continued advice and assistance on the shaping of Harford County’s future.



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HARFORD COUNTY DEMOGRAPHICS

TOTAL POPULATION	252,473	OWNER OCCUPIED HOUSING	72,008
TOTAL HOUSEHOLDS	91,452	MEDIAN HOUSEHOLD INCOME	\$81,016
AVERAGE HOUSEHOLD SIZE	2.64	AVERAGE HOUSEHOLD INCOME	\$95,858

Data from Harford County Planning & Zoning and American Community Survey

TOP HARFORD COUNTY EMPLOYERS

Aberdeen Proving Ground	20,900
Harford County Public Schools	5,231
University of Maryland Upper Chesapeake Health	3,129
U.S. Army Research Laboratory	2,000
Harford County Government	1,541
Kohl's E-Fulfillment Center	1,140
Rite Aid Mid-Atlantic Customer Distribution Center	1,095
Harford Community College	1,011
Klein's ShopRite of Maryland	1,000

Walmart	900
Jacobs Technology, Inc.	874
Adams Communication & Engineering Technology	600
Jones Junction	563
Target	500
Wegmans	499
BSC America- Bel Air Auto Auction	475
American Infrastructure	445
Macy's	431
Booz Allen Hamilton	430
McDonald's	420



In 2015 Harford County's Office of Economic Development partnered with:

OVER 28 new and expanding companies, resulting in

OVER \$35 million in capital investment

OVER 445 new jobs

OVER 1.5 million square feet of leased space.

SELECT 2015 NEW & EXPANDING HARFORD COUNTY COMPANIES



Aberdeen XChange
Alchemy Elements Restaurant
Alcore, Inc.
Bizerba USA, Inc.
Boston's The Gourmet Pizza Restaurant & Sports Bar
CadmiumCD, LLC
Coakley's Pub
Greene Turtle Sports Bar and Grille
Harford Vineyard & Winery
Independent Brewing Company
Joseph's Department Store
Maines Paper & Food Service
Medline Industries Inc.
NextGen Federal Systems
Ocean City Brewing Company

One Eleven Main
Perryman Logistics Center
Pier 1 Imports Inc.
Planet Fitness Aberdeen
Retro Fitness
SafeNet, Inc.
Santini's Restaurant
Stone's Cove KitBar
Tacos Tolteca Fresh Mex Grill
Tutto Fresco
United Foods International USA
Vintage Cafe
Waffle House Fallston
Wilkes & Riley

RETAIN, GROW, ATTRACT: HARFORD COUNTY OFFICE OF ECONOMIC DEVELOPMENT CELEBRATES NEW AND EXPANDING COMPANIES



Ameriprise Financial Services, Inc. opened an office on N. Washington Street in Havre de Grace to allow for expansion of financial advisory services. In addition to providing financial and retirement planning services, the office also offers strategies for charitable giving, domestic partner planning and financial strategies for women.

Automated Motion, Inc. relocated and expanded its operations in the Riverside Business Park, increasing its space to 26,000 square-feet. Founded in 1994 as a solutions provider of robotic systems, it also provides other material handling equipment like pallet dispensers, case packers, case lifts, intelligent vacuum grippers and a wide array of end-of-arm tooling products.



Bizerba USA expanded its Joppa facility to accommodate the Bizerba Label Solutions Division, the Bizerba Retail Systems and Food Processing Divisions, making this new U.S. headquarters one of the largest facilities of its kind in the Bizerba group. The expansion brings the facility to 110,000 square-feet and includes state-of-the-art printing equipment, art and digital departments, retail equipment, and distribution. This larger facility is also home to the Executive Offices, Customer Service Division, Accounting Department and Printing Production.



Bogdan Computer Services/Bogdan Contracting opened their new offices on Continental Drive in Abingdon. County Executive Barry Glassman participated in the ribbon cutting and welcomed the companies to their new space. Bogdan Contracting provides construction solutions for the commercial construction industry and Bogdan Computer Services offers a range of IT business solutions, support and services.

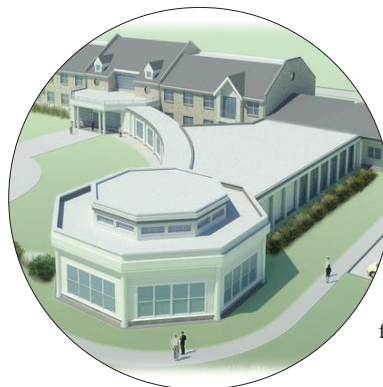


BSC America, the parent company of Bel Air Auto Auction, Inc. and Tallahassee Auto Auction, LLC, recently held a celebration honoring 69 years of doing business in Harford County. Currently located on Belair Road, the business will be moving operations in late 2016 to their new, larger location in Belcamp making it the largest auto auction in the state of Maryland.

Edward Jones Investment opened an office in Harbor Shops on Pulaski Highway in Havre de Grace. The office is easily accessible by residents in Cecil and Harford counties and also personnel at Aberdeen Proving Ground. Offering retirement solutions, life insurance, long term care and disability insurance, Edward Jones also partners with local CPAs, attorneys and lawyers for estate planning.



Bill McCool, of **McCool Insurance**, is joined by family, staff and community representatives, as he cuts the ribbon for a second Harford County location, this one located in Bel Air.



Ashley Addiction Treatment, previously Father Martin's Ashley, opened Skip's Hall for Integrated Addiction Treatment on its current campus. The 44,000 square-foot building serves patients who require mental health or other specialty health treatments in addition to addiction recovery, and adds 15 beds to the facility's overall capacity.



The Greene Turtle opened a new 8,300 square-foot location in the Harford Mall. They were also recognized as an outstanding Harford County business by Harford County Executive Barry Glassman and county officials. The Greene Turtle has a total of 42 restaurants on the eastern seaboard with two locations here in Harford County. Between these two locations, they employ as many as 200 associates at any given time.

Since its start in 2003, **Harford Vineyard and Winery** has been a scenic tourist attraction and a part of the rural fabric in Harford County. This winery not only produces award-winning local wines, but also offers wine making supplies for home wine makers throughout the region. They recently added a new 5,000 square-foot tasting room to accommodate larger events.



Located on St. John Street in Havre de Grace, **Integrity Real Estate**, opened its first Harford County office. The firm also offers real estate services at their North East office.



Jarrettsville Barber, a full-service men's and boy's barber shop is located on Federal Hill Road in Jarrettsville.



Kiddie Academy, a Harford County-based family business with a franchised network of more than 147 locations nationwide, opened a 10,000 square-foot Abingdon flagship location. The new Kiddie Academy of Abingdon facility offers early educational child care to families in the greater Bel Air and Abingdon areas, including child care for military and civilian families employed at Aberdeen Proving Ground and at other nearby military contractor companies.

Located in Forest Hill, **My Happy Place Massage** offers an array of massage treatments, packages and special programs for frequent customers. The team is committed to the citizens of Harford County and to becoming a leading provider of massage therapy in the community.



Rainbow International opened its new 15,000 square-foot state-of-the-art facility in Hickory. Dedicated to insurance mitigation and restoration services, the new office includes a classroom to support continuing education courses.



The Rustic Peddler's new store is located in Whiteford in the Penn Marr Shopping Center. They offer quality home decor and gifts, evening painting classes, and other DIY classes.

RETAIN, GROW, ATTRACT: NEW AND EXPANDING COMPANIES, CONTINUED



Southern Sol, located in Whitehall, is a local home and garden shop. They offer a variety of merchandise including unique gifts for all occasions and exclusive outdoor furniture brands, as well as plants, produce, mulch, stone and sand.

Spartan Surfaces a commercial flooring sales and consulting firm moved into their new home on Hayes Street in Bel Air. The 2.14-acre commercial property contains a 93,281 square-foot building, paved parking lots and has frontage on five streets. They specialize in commercial flooring alternatives and work with customers all over the United States.



Edel Patterson celebrates the opening of **Edel's Bridal Boutique** with a ribbon-cutting ceremony. The full-service bridal boutique is located on the waterfront historic city of Havre de Grace.



Main Street in Bel Air is the new home of **Streett Hopkins Real Estate**. The firm is a full-service real estate agency that offers residential, commercial and property management expertise.

BUSINESSES FEATURED ON OUR COVER



The new **MedStar Health Bel Air Medical Campus** is a 100,000-square-foot healthcare facility offering primary care, women's health, urgent care, rehabilitation, a comprehensive cancer center, and experts in cardiology, bariatric surgery, endocrinology, gastroenterology, orthopaedics, sports medicine, neurology, neurosurgery, radiology, and more.



Frito-Lay is expanding its manufacturing and distribution center in Aberdeen and adding 140 new jobs to the Harford County company, a Plano, Texas-based convenient foods business unit of PepsiCo, plans to construct a new automated distribution center as well as two additional manufacturing lines. Frito-Lay has been a staple in the Aberdeen community since 1994 and has undergone several expansions over the years.

Wash-N-Fold Express is a new laundry concept located in Edgewood. The 2,500 square-foot state-of-the-art laundromat offers curbside drop-off and pick-up service, self-service washers and dryers, and free cable and WiFi.



Biodetech, LLC signed a patent license agreement and cooperative research and development agreement with the Edgewood Biological Center at Aberdeen Proving Ground. The Fallston-based firm's primary mission is to detect bio pathogens in food. They will work collaboratively with an innovative biological detection software system known as Agents of Biological Identifier or "ABOid." The software can provide automated identification of sample contents in less time than traditional techniques. From viruses to bacteria to toxins, the system will narrow down an undiscovered virus to its family strain. There are several applications for the ABOid in both the military and commercial sectors and the collaboration will be an asset to the food industry, particularly in consumer protection.



RETAIN, GROW, ATTRACT: NEW INDEPENDENT EATERIES HAVE INVESTED IN HARFORD COUNTY LOCATIONS

10 REASONS RETAIL LOCATES IN HARFORD COUNTY, MARYLAND

1 Average home value — **\$296,000** with more than **49% owner occupied** = higher levels of discretionary spending

2 **More than 252,000 residents** with a consumer expenditure level 18% above the national average

3 Retail expenditures topped **\$2.284 BILLION** in 2015

4 **Abundant and unmet demand** for fashion, full service restaurants, electronics, personal wellness, and specialty merchandise

5 **Prominent lifestyle segments:** Up and Coming Families, In Style, Wealthy Suburbanites, and Sophisticated Squires

6 Nearly **36% of the total population** is defined in the top tapestry segments for retail expenditures

7 Controlled land use **provides stability** to retail market offerings and projects

8 Vast and **well-educated** youth population available for employment

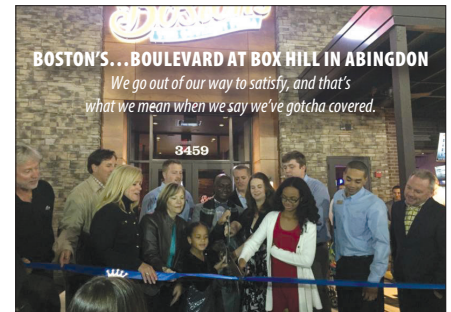
9 **Diverse retail projects** such as the Boulevard at Box Hill, Harford Mall, Festival at Bel Air, Bel Air Towne Center and Aberdeen Marketplace **offer both specific and unique location options**

10 A **low vacancy rate of nearly 4.8%** shows the success of the market, despite the past few years of national economic challenges

~ MacKenzie Commercial Real Estate



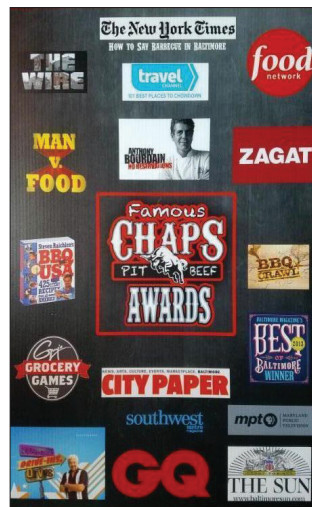
ALCHEMY... BEL AIR TOWN CENTER IN BEL AIR
Where the elements of great food, drink, and people come together



BOSTON'S... BOULEVARD AT BOX HILL IN ABINGDON
We go out of our way to satisfy, and that's what we mean when we say we've gotcha covered.



STONE'S COVE KITBAR...
BALTIMORE PIKE IN BEL AIR
Recess for adults, an entirely new interactive dining experience.



CHAPS... THE CORNER AT BEARDS HILL ROAD SHOPPING CENTER IN ABERDEEN

Chaps Pit Beef proudly serves Maryland's best pit beef, turkey and pork as well as BBQ chicken and ribs.



INDEPENDENT BREWERY...
MAIN STREET IN BEL AIR

Come and check us out, stop in for a pint you will not soon forget.



111 MAIN... MAIN STREET IN BEL AIR

We like food. But we really love good food.

COUNTY KUDOS

Congratulations to the following Harford County companies and individuals who have been in the news. We are proud to call you our very own!

- **Box Hill Corporate Center** in Abingdon, the county's largest mixed-use development, is fully leased.
- **The National Association of Music Merchants** announces Music Land in Bel Air as one of 2016's Top 100 Dealer Awards.
- **Acer Exhibits & Events** was recently featured on the award-winning business and health program, Worldwide Business with Kathy Ireland, to discuss cost effective trade show resources.
- Congratulations to Jay Ellenby, President/CEO of **Safe Harbors Business Travel, LLC** and Mary Ann Scully, CEO of **Howard Bank**; both were recognized in Smart CEO's January/February 2016 magazine, The Future 50 Awards program.
- The U.S. Chamber of Commerce, in partnership with Sam's Club®, is proud to recognize **Laurel Bush Family Dentistry** in Bel Air as one of 100 winners in the 2016 DREAM BIG Blue Ribbon Small Business Awards.
- Mary Hastler, CEO of **Harford County Public Library**, was elected president of the Maryland Library Association.
- Harford County Chamber of Commerce recognizes 2015 Harford Awards recipients in the following categories.: Rising Star - **Abingdon Family Dentistry**, Nonprofit - **Harford Family House**, R&D / Technology - **Leidos**, Retail - **Jones Junction**, Hospitality / Tourism - **Safe Harbors Travel Group, Inc.**, Service - **Beacon Staffing Alternatives, Inc.**
- **Chesapeake Testing Systems** received the Advance Maryland Award, a Department of Commerce and Economic Alliance of Greater Baltimore jointly-run initiative that accelerates expansion of second-stage growth companies.
- Smart CEO magazine honored Harford County businesswomen Stephanie Hau of **Chesapeake Environmental Management, Inc.** and Elizabeth Haven of **TIC Gums** at its Cornerstone Awards ceremony. Winning companies have made a positive impact on job creation and retention, market competition and philanthropy.
- **Graftworx**, a Bel Air company developing innovative medical devices, received \$500,000 in funding from the Maryland Venture Fund (MVF) and was named as a semifinalist in the InvestMaryland Challenge.
- The Maryland Chapter of the Association of Fundraising Professionals recently honored the owners of **The Bayou Restaurant**, Lou and Terri Ward at their "Celebration of Philanthropy in Harford County" event.
- The Daily Record named **Harford County Public Library** and **Integrata Security** winners of their 'Innovators of the Year' award.
- Four Harford County businesses made Baltimore Business Journal's list of Veteran Owned businesses ranked by total number of employees: **IncrediTek, Inc.**, **Ace Electronics Defense Systems**, **GABCO Construction, Inc.**, and **Quicksilver Analytics, Inc.**
- The Daily Record named Mary Hastler of the **Harford County Public Library** and Stephanie Hau of **Chesapeake Environmental Management, Inc.** to their 2015 Top 100 Women list. Joyce Duffy of **Harford Family House** received honors on the same list for 2016 and Sheryl Davis Kohl of **Beacon Staffing Alternatives** received the Circle of Excellence award.
- **Kiddie Academy** was named a winner of SmartCEO's Medium-Size Family Business Awards for 2016.
- During the Economic Development Day in Annapolis, the **Harford County Office of Economic Development (OED)** was recognized by the Maryland Department of Commerce for their work with **TIC Gums**. OED and the Department of Commerce partnered with TIC Gums on their recent expansion. TIC Gums plans to add 50 new jobs and looks forward to utilizing technical training grants to help create these jobs.
- **House of Cards** announced plans to film Season 5 in Harford County.



Maryland State Comptroller Peter Franchot visited several Harford County businesses. Pictured is the Comptroller (second from left) with a group at Mamie's Café in Aberdeen. He also visited the Aberdeen Police Department and the Bel Air-based Vagabond Sandwich Company.



Lieutenant Governor Boyd Rutherford visits SURVICE and discusses the company's diverse technological capabilities and applications with engineering employees.



A select group of Marylanders recently received the prestigious Visionary Award for their contributions to the advancement of Science, Technology, Engineering and Mathematics (STEM) education and technology.



NAIOP, the Commercial Real Estate Development Association, recognized the highest quality and most innovative achievements of regional commercial real estate developers in Maryland. The following Harford County properties were recognized:

Best LEED or "Leadership in Energy and Environmental Design" Warehouse: Mid-Atlantic Distribution Center- Building C, Chelsea Ventures LLC, currently leased to Sephora.

Best Social Impact: The Fallen Star Memorial, The GATE at Aberdeen Proving Ground, St. John Properties (pictured).

Most Creative Transaction: The GATE at Aberdeen Proving Ground, St. John Properties.



Edgewood Chemical Biological Center (ECBC) demonstrates 3-D printing at StartUp Maryland event.

Tucker McNulty from the Office of Economic Development presents an Outstanding Business award to Angelo Monico of Towne Barbers.



La Tolteca owner David Carillo hosts an end of Business Appreciation week Meet & Greet at his Aberdeen location.



The Wargo family celebrates their 35th anniversary with County Executive Barry Glassman in Forest Hill.

TO FACILITATE BUSINESS INVESTMENT, ENTREPRENEURIAL DEVELOPMENT AND JOB CREATION TO FOSTER A DIVERSE ECONOMY AND EXPAND THE LOCAL ECONOMY

Business Appreciation Week in Harford Celebrating Economic Diversity,

Business appreciation is a daily practice in Harford County's Office of Economic Development, but Business Appreciation Events included visits from OED staff and County Council members who presented plaques to over 70 businesses around the county for the Perryman Industrial Area, StartUp Maryland's Pitch Across Maryland tour, The Harford County Chamber of Commerce. "We have so many talented and committed businesses here in Harford County," said County Executive Barry Glassman. "For more reason Harford County is Maryland's new center of opportunity."



OED staff and the Town of Bel Air recognize Richard and Renato Buontempo of Buontempo Brothers.



Three generations of the Layman family from Dee's Flowers & Gifts in Aberdeen.



Leaders from many manufacturing/distribution companies in the Perryman Peninsula attend a Business Leaders' Breakfast hosted by The Clorox Company.



Eleven entrepreneurs pitched their businesses on the StartUp Maryland bus for exposure and the chance to win start up financial support.



Harford County

Entrepreneurs and Established Companies

Week was a marathon of spotlight events and company visits intended to showcase the county's economic diversity. In Harford County, a Kick-Off Breakfast for Economic Development Advisory Board (EDAB) members, a Business Leaders' Breakfast, "Harford Awards", and a week wrap-up Meet & Greet at La Tolteca and Wargo's Forest Hill Inn. From multigenerational, family-owned small businesses to international corporate headquarters; our diverse economy is one



Keeping Your Edge

HARFORD'S
BUSINESS
Edge

Harford's Business

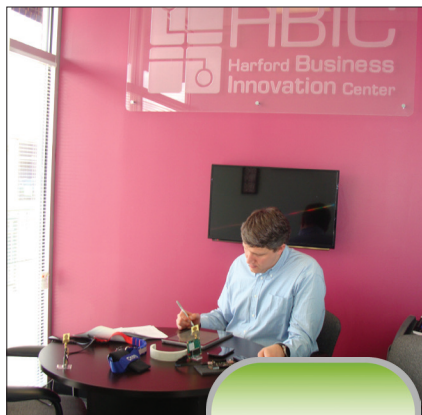
Edge (HBE), supports entrepreneurial spirit and develops programming to cultivate businesses from concept to company to commercialization.

HBE combines the marketing outreach and programming efforts of the Harford County Public Library, Harford Community College, Harford County Chamber of Commerce, Northeastern Maryland Technology Council, and Susquehanna Workforce Network with the Office of Economic Development in order to deliver an effective, coordinated entrepreneurial pipeline without the duplication of services.

On-site resources through the Small Business Development Center (SBDC) and Procurement Technical Assistance Program (PTAP) are available. The Office of Economic Development's Business Navigator not only serves as the liaison to HBE, but also guides each entrepreneur's inquiry and makes referrals to keep them on the path to success.

A board of business leaders, entrepreneurs, community agencies and organizations coordinate tech sessions and start-up workshops while driving innovators to Harford's Business Innovation Center (HBIC), a traditional incubator with six offices.

Let Harford's Business Edge help you keep your edge by bridging the gap between business, private and public sector, and the resources to keep your start-up on track... and growing in Harford County!



Harford Business Innovation Center

HBIC
Harford Business
Innovation Center

The Harford Business Innovation Center (HBIC) is a traditional incubator offering six offices for established start-ups ready to grow. The HBIC is co-located with the Office of Economic Development and the GroundFloor and offers access to a variety of small business resources, including mentoring from small business consultants, procurement assistance, use of many meeting spaces, and support from Harford's Business Edge to help prepare a pitch, seek financing, or execute prototyping. If you're looking for four walls, a door, and a whole lot MORE, this is YOUR space!



GroundFloor at Harford

THE
GROUND FLOOR
AT HARFORD

The GroundFloor

at Harford is a collaborative workspace for entrepreneurs, start-ups, freelancers and those who are self-employed, working from home or just looking for an alternative but professional work atmosphere.

Tiered membership offers WiFi, plug-n-play work stations, pods, clusters, a kitchen and lounge, 24/7 swipe access, business mailing address, print services, automated meeting space reservation, and virtual reception.

Let our space be **YOUR NEW WORKPLACE!!!**

Consolidated resources in an ultra-modern, creative work environment means an opportunity for you and your entrepreneurial efforts to share, pair, or fly solo in great space... at your pace! Conveniently located on US Route 40 just two miles from the Route 22 gate of Aberdeen Proving Ground.

• CORPORATE COMMONS

If your business is up and running, you're staffed and you like the good energy of a collaborative environment at a crossroads of business activity with close proximity to APG, then Corporate Commons is the space for you.

• TRAINING ROOM

A 30-person training room with three integrated flat screens and instructor station is available on site to host half-day through multi-day trainings and workshops. Catering options are available nearby within the complex.

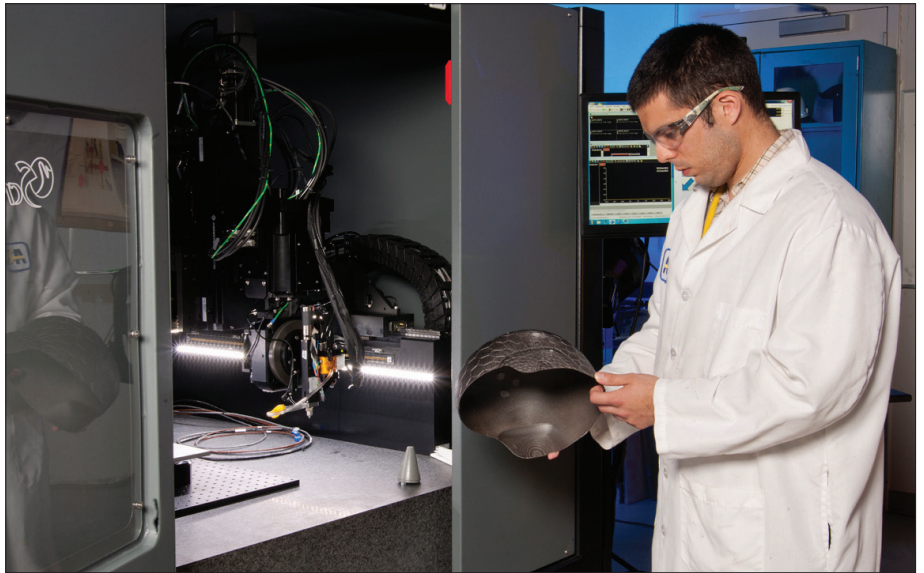
Contact the Office of Economic Development at 410-638-3059 or oed@harfordcountymd.gov for more information about any of the above opportunities or stop in at 2021-D Pulaski Highway, Havre de Grace, MD 21078 and see for yourself why our space should be YOUR NEW WORKPLACE!

RAMP MD RAMPS UP ADDITIVE MANUFACTURING IN HARFORD COUNTY

The Regional Additive Manufacturing Partnership of Maryland or RAMP MD works to help Maryland businesses enter the new industrial age by serving as a liaison to develop public-private partnerships that add new capabilities and capacities to Maryland's manufacturing sector.

A consortium comprised of private businesses, educational institutions, and governmental agencies, RAMP MD to date has facilitated 13 joint statements of work between private businesses and Aberdeen Proving Ground (APG).

These partnerships leverage the pioneering technologies of additive manufacturing (3-D printing) equipment and expertise of the Edgewood Chemical Biological Center (ECBC) which allows the Maryland-based companies to conduct prototyping of items such as medical devices, prosthetics, engines, food, and more that companies otherwise would find cost prohibitive to manufacture.



Researchers, like Ricardo Rodriguez with the Army Research Laboratory, are developing ways to push the boundaries of Additive Manufacturing. Here, Rodriguez holds a prototype helmet, which will one day have sensing technologies embedded in hybrid materials. Photo courtesy U.S. Army.

RAMP MD will be celebrating its second anniversary in early FY 2017 – visit www.rampmd.org for more information.

Additive manufacturing will be an **\$8.4 BILLION INDUSTRY** in 2025. Longer term, it has potential to **RESHAPE** the **ENTIRE** manufacturing ecosystem.

According to Lux Research,
an independent research firm specializing in emerging technologies



RESIDENT ENTREPRENEUR WINS SHARK TANK SUSQUEHANNA

Jared Marmen, a Harford County Office of Economic Development GroundFloor graduate, and current Harford Business Innovation Center (HBIC) tenant took home the winning prize in Shark Tank Susquehanna's April competition. He won over \$31,000 in cash and business services for his patented technology and mobile application that guides and assists in training cats and dogs.

"Jared has utilized the Harford County Office of Economic Development and the Small Business Development resources to strengthen his business plan and maximize efficiency during development and testing," said Karen Holt, Director of Economic Development for Harford County. She also stated, "Jared brings focus, research and innovation with his smart device to a growing pet industry and we are pleased to have played a supportive role in his success."

REGIONAL SUPPORT FOR ABERDEEN PROVING GROUND

The Chesapeake Science and Security Corridor (CSSC) is a regional coordinating entity focused on supporting and growing the mission of Aberdeen Proving Ground (APG).



To date CSSC has received over \$10 million in federal funding to study, analyze and implement community initiatives that either support or sustain our defense community. Most recently, funding was awarded to revamp the CSSC website that launched this year.

County Executive Barry Glassman has recommitted staffing support for this community and installation

partnership. All involved organizations have been engaged in a renewed Memorandum of Understanding (MOU) that will carry the CSSC Consortium through 2018.

The CSSC continues to serve as an active communications clearinghouse and event coordination hub for regional defense-related information and activities... read below and on page 19 for more defense community highlights.

The APG-CSSC Regional BRAC Office is part of the Harford County Office of Economic Development located at 2021-D Pulaski Highway, just one-and-a-half miles from the MD 22 gate at Aberdeen Proving Ground.

THE SPIRIT OF THANKS TOUR

CSSC continued its tradition of thanking our military men and women with the 6th Annual Spirit of Thanks Tour in November. A group of military personnel and local business leaders visited war memorials in Washington, D.C. and the Arlington National Cemetery. These tours have strengthened our rapport with our military and have served as an appropriate way to both educate and commemorate our defense community.

This annual community trek is an ambassadorship of goodwill and demonstrates our appreciation of the soldiers' presence at APG and their commitment to our country. Our business community values the opportunity to interact with active military and help them feel a part of the Greater APG community.



Photo courtesy of Stacy Smith, APG News

APG-CSSC Regional BRAC Office

YOUR ONE-STOP SHOP FOR BRAC NEWS AND INFORMATION

2021-D Pulaski Highway
Havre de Grace, MD 21078
410.638-3059

<http://www.apg-cssc.com/27/About-CSSC>

If you'd like to stay connected and informed on events and news happening in the region, contact CSSC@harfordcountymd.gov and request to subscribe to the CSSC Defense Daily.

THE APG CENTENNIAL CELEBRATION ASSOCIATION

The Aberdeen Proving Ground celebrates its centennial in 2017. Concurrently, the City of Aberdeen will observe its Quasiquicentennial (125th anniversary) and Fort George G. Meade will celebrate their centennial in 2017. The APG Centennial Celebration Association (ACCA) was established to support, focus and help energize the community in recognizing 100 years of achievement by APG.

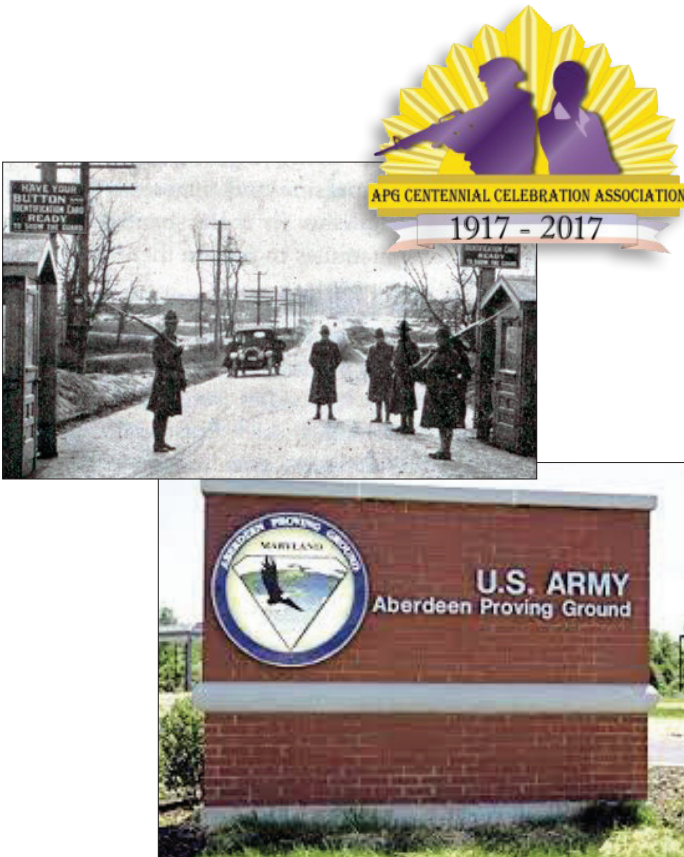
APG is the third largest employer in Maryland by population and is one of three recognized “mega-bases” in the Army.

In an environment of declining budgets and competing funding priorities, it is crucial that our post is recognized for the major ongoing role it plays in Capabilities / Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (C4ISR); Defense Acquisition; Research Development Test and Evaluation; and Cyber Security.

Equally important is the recognition of APG’s past accomplishments in Ordnance, Chemical and Biological research, testing, and training.

The long-term goal is to transition ACCA and the support network built for the APG Centennial and Aberdeen Quasiquicentennial to a Public-Private Partnership (P3). This P3 will, using the displays and exhibits created as part of the 2017 celebrations as a foundation, work to create a permanent APG Heritage, Technology, and Education Center (ATHEC). Learn more at <http://www.apg100.net/>

Images courtesy of U.S. Army

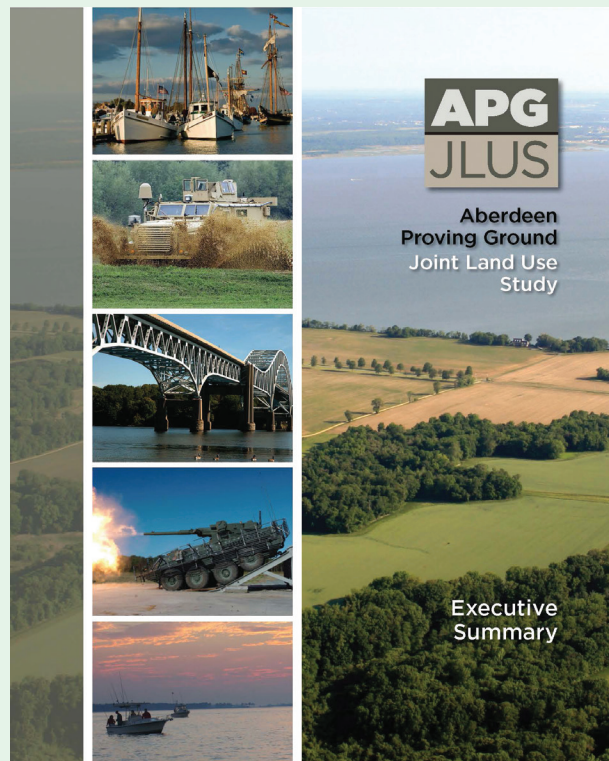


JOINT LAND USE STUDY FINALIZED — IMPLEMENTATION BEGINS

With grant funding from the Department of Defense, APG and the CSSC continue to work collaboratively on the Joint Land Use Study (JLUS). The final document will continue to ensure a cooperative spirit exists between the installation and the community in mitigating any impacts to mission operation or growth.

Held last fall, public workshops included residents of Harford, Cecil and Kent counties as well as residents from the cities of Aberdeen and Havre de Grace. The public portion of the study has concluded and a finalized document has been drafted.

In order to complete the project, a committee acceptance by the Executive Board took place at the end of December. Now with finalization, a Coordinating Committee is being established with the task of implementing the recommendations that were outlined in the study. It is very important to remember that the JLUS is not a regulatory or binding document, but a cohesive playbook to help foster future decision making. Click here for more information: <http://www.apgjlus.com/>



HARFORD COUNTY Wine Festival

The 10th Annual **Harford County Wine Festival** hosted at Rockfield Manor in September 2015 experienced an estimated 18% increase in attendance. This exceeded all expectations drawing attendees from Delaware, Pennsylvania and surrounding counties! We were able to achieve this with the funds provided by the FY2016 TARC to broaden our marketing through print and a variety of broadcast media.

~Rockfield Manor Executive Director Jenny Dombeck



The Bel Air Downtown Alliance was a proud recipient of a FY2016 TARC grant which enabled the Alliance to propel the **Maryland State BBQ Bash** forward by promoting the event to a broader audience. The BBQ Bash hosts over 100 competitive BBQ teams, 35,000 visitors, great entertainment, food, and fun for the whole family and has been voted best event for the 4th year by Baltimore Sun readers.

~Bel Air Downtown Alliance Executive Director Christine McPherson



The FY2016 Tourism grants enabled the Boys & Girls Club of Harford County to host **Valley of the Haunted**, a temporary, seasonal attraction at **Camp Hidden Valley** in northern Harford County. The event drew more than 350 youth to the weekend events, generating revenue and increasing awareness about other Boys & Girls Club programs and activities.

~Camp Hidden Valley Executive Director Dwayne Noe

HOTEL LODGING FEE AIDS TOURISM GROWTH IN HARFORD COUNTY

The hotel occupancy tax, bill 14-035 passed by Harford County Council in 2015, makes Harford the final jurisdiction in Maryland to allow for revenue to be collected from overnight hotel stays. Of the revenue generated, 50 percent goes directly back to the municipalities where the hotels are located (Aberdeen, Bel Air, and Havre de Grace), while the other 50 percent goes to Harford County, dedicated for reinvestment in tourism-related activities and the majority allocated to a competitive grant process for non-profits supporting historical, cultural, ecological and sports-related tourism programs and operations.

“Our tourism grant program supports accountability and directs revenues to support tourism attractions that benefit residents and visitors alike,” said County Executive Barry Glassman. “At the same time, drawing people to these activities generates economic opportunities for restaurants, shops, and other local businesses.”

The Economic Development Advisory Board (EDAB) is tasked with overseeing the application process, utilizing its Tourism Activity Review Committee (TARC) who diligently evaluates applications and makes recommendations for funding allocations. EDAB then endorses this review process and makes the funding recommendation to the County Executive. Funding is awarded for a fiscal year. In FY2016, 24 non-profit organizations received approximately \$1.4M in operating and program support; FY2017 provided nearly \$1.5M for 31 organizations.

The application process, which runs mid-January through mid-April, is open to all 501c3 and 501c6 organizations who demonstrate tourism-related programming or operations focused on drawing participation and attendance from outside the borders of Harford County in an effort to make Harford a premier tourism destination. For more information, visit www.harfordcountymd.gov/oed or email us at oed@harfordcountymd.gov

TOOLS FOR SUCCESS IN HARFORD COUNTY, YOUR CENTER OF OPPORTUNITY



DARK FIBER

Known as the Harford Metro Area Network or HMAN, this fiber-optic cable infrastructure will provide reliable broadband to all of Harford County. For a time line and more information click here <http://www.harfordcountymd.gov/355/Information-Communication-Technology>.

HARFORD COUNTY
BARRY GLASSMAN
COUNTY EXECUTIVE

ePERMIT CENTER

Harford County's online Permit Center offers real-time information on permits, plans and inspections from the convenience of your home, office or mobile device. Learn more here <http://permitcenter.harfordcountymd.gov/EPermitCenter/Public/Main>.

HARFORD NEXT
A MASTER PLAN FOR THE
NEXT GENERATION

We have a vision for a bright future in Harford County. HarfordNEXT is a masterplan for the next generation. Find out more here <http://www.harfordcountymd.gov/660/HarfordNEXT>.

OPEN GIS

	SINGLE FAMILY	TOWNHOUSE	CONDO	APARTMENT
JAN	5	-	-	-
FEB	6	3	-	84
MAR	13	6	-	-
APR	20	-	-	-
MAY	21	12	-	-
JUN	22	17	38	288
JUL	14	14	-	-
AUG	10	19	-	-

BARRY GLASSMAN, COUNTY EXECUTIVE

Search the County's Open Data collections by topic, explore featured data collections or view the full list of available datasets. Search here <http://data.harfordgis.opendata.arcgis.com/>.

INTERACTIVE MAPS

Find out more about zoning and land use designations, election boundaries and the FEMA national flood hazard layer by using our interactive map technology. Click here <http://www.harfordcountymd.gov/1748/Interactive-Maps>.

Track-it

PUBLIC NOTICE

PLANNING & ZONING ACTIVITY TRACKER
BARRY GLASSMAN, COUNTY EXECUTIVE

The Harford County Planning & Zoning Activity Tracker uses interactive maps to show properties that are subject to a public meeting or public hearings as part of the development process, identifying the meeting's purpose, date, time and location. For more information click here <http://www5.harfordcountymd.gov/GISMap/developmentactivitytracker/>.

FREE “ROUTESHOUT” APP LETS RIDERS TRACK HARFORD COUNTY TRANSIT LINK BUSES IN REAL TIME

TRACK HARFORD COUNTY LINK BUS IN REAL TIME



ROUTESHOUT

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www.harfordtransitlink.org.
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Bus arrival times • Bus schedules and stops
Find your nearest bus stop • Make transportation
connections in Harford County and beyond

HARFORD COMMUTE SMART
Smart for your wallet, smart for your world.

FOR MORE INFORMATION:

- www.harfordcountymd.gov/commuter
- www.harfordtransitlink.org
- rideshare@harfordcountymd.gov
- 410-612-1620

HARFORD TRANSIT LINK FY15 STATISTICS

- **327,080** passenger trips
- **38,825** curb-to-curb senior and disabled trips
- **741,767** Service miles traveled
- **42,775** Service hours
- **5%** Growth in ridership over last year
- **OPERATES 45** vehicles in fleet Monday through Friday with seven routes countywide and into Cecil County.
- **THE LINK CONNECTS** with MTA/MARC trains, MTA commuter buses, and regional Greyhound, which then connects with main terminals in Baltimore and interstate travel.
- **KEY SERVICE AREAS** include Harford Community College, the Mary Risteau State Office Building, University of Maryland Upper Chesapeake Hospital, University of Maryland Harford Memorial Hospital, Aberdeen Train Station, Harford Mall, Constant Friendship Shopping Center, and Save-A-Lot Shopping Center.



Photo credit: Robin Sommer

HARFORD COMMUTE SMART

CONNECTING EMPLOYEES AND EMPLOYERS!

Harford County Commute Smart offers advancement of local and regional transportation options and provides information about ride-matching services to both commuters and employers. Promotion across a broad spectrum of media allows Harford Commute Smart to achieve its goals. To that end they also host a number

of community outreach events including Bike to Work Day, MARC Commuter Appreciation Days, and Car Free Day. Harford Commute Smart operates within the Harford County Office of Economic Development and is housed at Harford Transit LINK in Abingdon.

The logo for Bike to Work Day features the words "BIKE TO WORK DAY" in bold, yellow, sans-serif capital letters. To the right of the text is a graphic of a yellow bicycle wheel with a black gear-like center.

BIKE TO WORK DAY

Harford County celebrated May as National Clean Commute Month with Bike to Work Day "pit stops" to promote biking as a fun, healthy, and low-cost transportation option. The pit stops were held at four locations and were hosted by the administration of County Executive Barry Glassman in cooperation with the City of Havre Grace and U.S. Army Garrison APG. Activities included giveaways, light refreshments and bicycle inspections.

TRANSPORTATION IMPROVEMENTS CONTINUE IN HARFORD COUNTY

- US 40 at MD 7/(Old Philadelphia Road) (Phase II): Completion spring 2018
- MD 22 at MD132A (Beard's Hill Road): Completion fall 2017
- MD 22 at MD 462 (Paradise Road): Completion fall 2017
- MD 22 at Old Post Road: Completion winter 2016

COMMUTER APPRECIATION DAY

Commuters at three Harford County MARC train stops were treated to giveaways, on-the-go snacks and commuting information as a thank you for making the choice to commute by MARC!



ABERDEEN “HOME OF OPPORTUNITY”

The City of Aberdeen is the largest municipality in Harford County with a current population of **15,434**.

Two major corporations are expanding their distribution facilities and increasing employment opportunities: **Medline Industries, Inc.** and **Frito-Lay, Inc.**

The City of Aberdeen continues to be the employment center of Harford County with Aberdeen Proving Ground as the largest employer in the County.

We offer new residential construction with single-family developments, such as Eagles Rest, located off Aldino-Stepney Road, and Fields at Rock Glenn, located off Rock Glenn Boulevard; and new multi-family developments, such as The Yards at Fieldside Village, located off Long Drive and Summerlin, located off Beards Hill Road. All of these developments are located in close proximity to schools, employment, parks, and retail venues.

Leidos Field at Ripken Stadium, pictured (top), is the number one tourist attraction in the City and Harford County. The stadium boasts a **6,300 seat** minor league **state-of-the-art** facility; free on-site parking, a variety of delicious food venues, fireworks featured on various nights, and a host to many annual festivals and community events.

The Ripken Experience in Aberdeen delivers a professional level baseball camp experience to players and spectators alike. In addition to the **seven signature**



fields, the Ripken Experience boasts an assortment of training areas and amenities. **Cal Sr.'s Yard**, one of the signature fields at “The Ripken Experience” is a youth-sized replica of Oriole Park at Camden Yards – home of the Baltimore Orioles. The Yard features stadium seating, dugouts, concessions, merchandise stands, and The Warehouse. The Ripken Experience draws approximately **40,000 international** youth baseball players annually to this complex.

We welcome opportunities to work with the Harford County Office of Economic Development, Aberdeen Chamber of Commerce, Economic Development Commission, and our businesses to grow our economy and to provide new employment possibilities for our citizens. For more



information about Aberdeen visit <http://www.aberdeen-md.org/>.

— *Courtesy of the City of Aberdeen*



BEL AIR “HEART OF HARFORD”



With over **700 businesses** in its three square miles, Bel Air is a great place to find whatever you need in Harford County. Bel Air has long been established as a center for thriving retail, service, and government activity in Harford County. The lively historic downtown is complimented by the shopping centers along Baltimore Pike and MD Route 24.

The **University of Maryland Upper Chesapeake Medical Center** (UMUCH), Bel Air's largest employer, established Bel Air as the medical center for the County. UMUH focuses on providing comprehensive healthcare with the latest advances in medical technology in a healing and compassionate environment. The state-of-the-art health care facility incorporates the latest technology that reflects how health care is changing to meet our community's future health care needs. UMUH has garnered much support from the community as well with over **800 volunteers** currently serving in some capacity.

An integral part of the UMUH campus, the Patricia D. and M. Scot Kaufman Cancer Center opened its doors with a focus on multidisciplinary care for each patient. With specialists in medical, surgical and radiation oncology on site, as well as integrated therapy opportunities and support groups, patients in Harford County can rely on this **collaborative care approach** to form the best and most comprehensive treatment plan available.

Bel Air has recently welcomed several new fine dining restaurants as well as more casual eateries furthering its reputation as a great place to dine. The addition of service-focused businesses sustains **Main and Bond Streets** as the heart of the community.

Bel Air is a designated Healthy Eating Active Living (HEAL) community focused on creating opportunities for its residents to eat well and move more. The growth of the **Bel Air Farmers' Market**, which operates April through December and is in its 41st season, provides evidence of the rich agricultural history in Harford County.

The Bel Air Downtown Alliance, a non-profit community revitalization organization, continues to create a vibrant business community and visitor-friendly destination in Downtown Bel Air. Their work with new businesses and also the success of the events they host, including the Chocolate Festival, First Fridays and the annual Maryland State BBQ Bash, encourages residents from other areas of Harford County and all over the region to come to Bel Air to shop, conduct business and socialize.

Now in its sixth year as a state designated Arts and Entertainment District, historic downtown is the **hub for cultural events**. With over a dozen pieces of public art, many art exhibits, lectures, concerts, dance performances, readings and festivals, the District also boasts popular events such as the Festival for the Arts, the Town of Bel Air Film Festival and the Authors and Artists Holiday Gift Sale. The Arts and Entertainment District is a thriving and growing stage for artistic events for all ages.

The Bel Air Calendar of Events is available on the Town's website as well as at Town Hall and at the Visitor's Center, located at 37 North Main Street in the Reckord Armory. For more information about Bel Air and the Downtown Alliance or to locate your business here, visit www.belairmd.org and www.downtownbelair.com.

— *Courtesy of the Town of Bel Air*



DISCOVER YOUR MARYLAND IN HAVRE DE GRACE

Havre de Grace at the top of the Chesapeake Bay is a boater's paradise, as it has been since 1783 when the city was laid out in a grid-like pattern that was popular at the time. Though the city blocks and streets call to mind other East Coast locales, the **city by the Chesapeake Bay** is all Maryland. Indeed Havre de Grace has launched a campaign, "Discover Your Maryland in Havre de Grace."

It's more than a slogan, and through the efforts of a local musician, has become a catchy jingle with a video featuring sweeping views of Havre de Grace from shoreline to hillside, walking trails to promenade, Main Street shops to restaurants and parks.

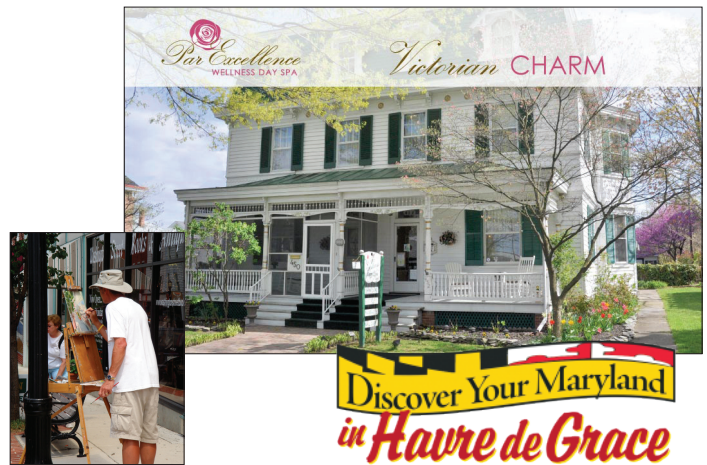
Just off the U.S. Route 40 corridor, close to I-95, Aberdeen Proving Ground and the major metropolitan centers of Washington D.C., Baltimore, Wilmington and Philadelphia, Havre de Grace remains a haven for those who seek a great location with an even better **quality of life**.

Recognized for its charm and amenities, Havre de Grace has recently been in the spotlight! According to USA Today, Havre de Grace is home to the **#5 day spa** in the Baltimore region, Par Excellence Day Spa. Smithsonian Magazine ranked the city **#12 on America's 20 Best Small Towns to Visit** and Best Choice Reviews ranked the Havre de Grace **#11 in the 50 Best Small Town Downtowns in America**.

Since the beginning of 2016, Havre de Grace as a destination for visitors and businesses alike has been self-evident with seven new businesses opening, two businesses expanding to more than double their former space, and three more businesses completing improvements to open in late spring.

A recognized Tree City with **36-acres of parks**, five marinas, five historic marinas and a **five-star golf course** in Bulle Rock, our historic B&Bs welcome guests from near and far. A host of events, from our outstanding Independence Day celebrations, parade, carnival and fireworks to two theater performing groups, live concerts, and art galleries, serve as a beacon of arts and culture much as our Concord Point Lighthouse has been a beacon to mariners since 1827.

Stroll our **2,455 feet of wooden and signature sidewalk promenade** and visit our museums and



historic sites along the way. Enjoy a latte or a handcrafted fountain soda, Parisian flare at the macaroon bakery, a fine meal and impeccable wine list at our award-winning restaurants, or one-of-a-kind finds in our shops and boutiques. Havre de Grace, the city also boasts a **privately owned, public-use seaplane base** one nautical mile east of our downtown business district.

Discoveries are waiting to be made when you Discover Your Maryland in Havre de Grace. Learn more about growing your business in Havre de Grace by calling the Havre de Grace Office of Economic Development at 410-939-1800 or email Adrean Troy at adreant@havredegracemd.com or Erika Quesenbery Sturgill at erikaq@havredegracemd.com. Or find out about all the wonderful events and activities going on every week in our City by the Bay at www.explorehavredegrace.com.

— *Courtesy of the City of Havre de Grace*



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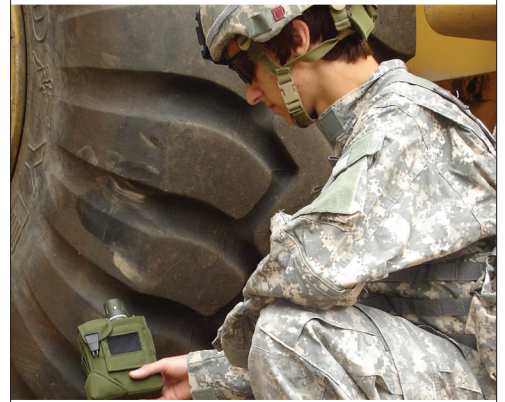


Whether it's for a class, personal enrichment, a degree, or job training, everyone's here to develop something within - the power to do more with their lives.

Right now is the right time to develop your power and Harford is the right place to do it.

HARFORD
COMMUNITY
COLLEGE

smiths
detection



bringing
technology
and high-tech
manufacturing
to Harford County



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