



2020 THRiVE

HARFORD COUNTY GROWTH REPORT

BARRY GLASSMAN
Harford County Executive

LEN PARRISH
Director, Community & Economic Development



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HOW CAN WE HELP YOU?

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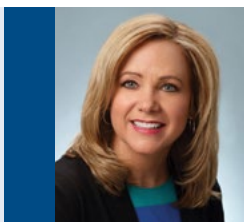
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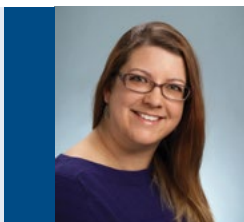
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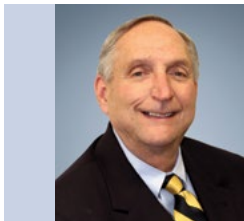
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HARFORD COUNTY EXECUTIVE

Harford County is a premier American defense community on the I-95 corridor in Maryland, located within an overnight drive to one-third of the U.S. population. Our strong economy is enhanced by our highly skilled workforce, business-friendly policies and exceptional quality of life. As you read through this annual growth report, feel free to contact us to learn more about Harford County – Maryland’s New Center of Opportunity!



Len Parrish

COMMUNITY & ECONOMIC DEVELOPMENT DIRECTOR

The Office of Community and Economic Development continues to strengthen business and community development with a focus on jobs, transportation, and housing. We enhance the lives of our community members through these important services and offer new approaches to creating opportunities for business. We have the tools ready to help your business thrive. How can we help you?



WWW.HARFORDCOUNTYMD.GOV



COMMUNITY & ECONOMIC DEVELOPMENT

BARRY GLASSMAN, COUNTY EXECUTIVE
LEN PARRISH, DIRECTOR



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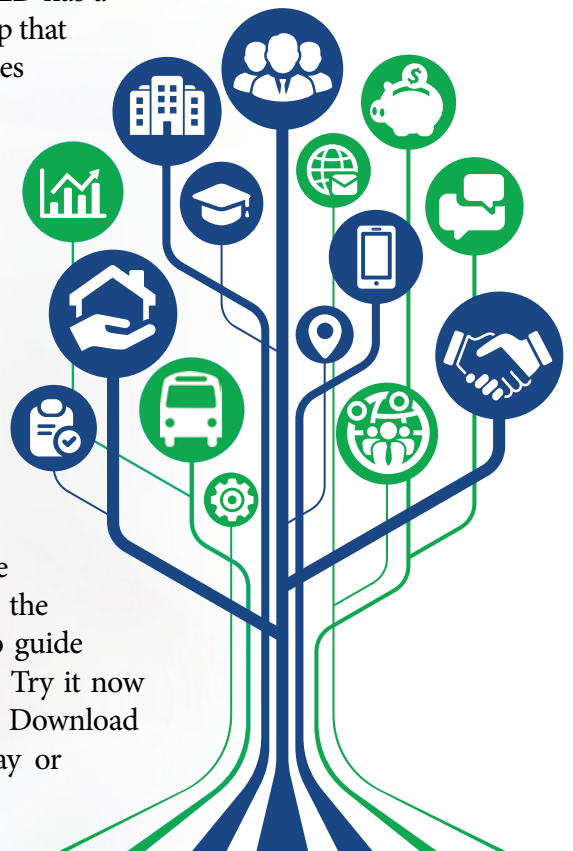
MODERN TECHNOLOGY

BRINGS ECONOMIC RESOURCES TO LIFE

Harford County's Office of Community & Economic Development (OCED) is using modern technology to streamline customer service, attract new businesses, spark economic growth, and thrive.

“Branching Out” with Augmented Reality

Harford County's OCED has a new, augmented reality app that literally makes its services jump off the page! The app is activated by OCED's logo – a tree with graphic icons on each branch representing different resources, such as bus routes or tax incentives. To bring any one of these to life, download the free app, point your smartphone at the tree's image and watch the 3D video that pops up to guide you to more information. Try it now with the tree on this page. Download the app from Google Play or the Apple App Store by searching “AppAR8.”





invites tourists to actual locations throughout the county where they will find colorful, 8'x8' quilt designs painted on barns and other structures, nestled among county parks and even dairy farms selling sweet homemade ice cream. Details about the trail are online, highlighted in a video posted on social media, and airing on the Maryland Public Television program at www.mpt.org/programs/farm, "Maryland Farm & Harvest."

Every Picture Tells a Story

Harnessing the power of visual storytelling, Harford County's OCED has created a toolkit of videos geared to the business community.

To attract new businesses, OCED developed a humorous video that highlights Harford County's major assets: strategic location, highly-skilled workforce, and quality of life. The video, titled "Come Find your Future in Harford County" features movie-quality production and stunning visuals, without taking itself too seriously: "We're not just cows and trees, we're cutting edge!" Another video, "Greatness Awaits", is a one-minute overview that packs plenty of specifics: Harford County is home to Ripken Baseball and to Aberdeen Proving Ground (APG) which has the nation's highest concentration of advanced degrees of any military installation. Both videos are used to market the county to business prospects, and are posted on social media and the county website.

A series of four videos produced by OCED raise awareness about APG, Harford County's largest employer, and promote Harford as a Great American Defense Community. The videos use

high-definition imagery, drone footage, and animation to offer insight about life in and around the Army installation. All four videos are posted on a new website that was also created as a result of the JLUS project, <https://apg-chesapeakejlus.com>.

Mapping Technology

Harford County's OCED is also using modern technology for one of its timeless industries - agriculture. The Harford Farm Finder is a map of county agri-businesses that uses GIS technology to identify participating farms. Clicking on the icons generates links to available products, business hours and websites. The Barn Quilt Trail of Harford County

Keeping in Touch

Harford County's OCED also uses social media to promote economic activity and stay connected with community members. Business milestones, ribbon-cuttings, and company visits by local officials are posted regularly, along with upcoming events. Follow the "Harford County Office of Community & Economic Development" on Facebook and on LinkedIn to keep in touch.

Last, but not least, Biz Bytes is OCED's monthly e-newsletter filled with updates, activities and previews to help you stay ahead of the curve. Sign up today by emailing oed@harfordcountymd.gov. ■



Harford County's video series can be found at bit.ly/HarfordVideos.



HAVING FUN MAKING MONEY

TOURISM BRINGS REVENUE, JOBS TO HARFORD COUNTY

One million dollars a day. That's the economic impact of Harford County's 2 million annual visitors - and it's no wonder given the county's exciting and diverse attractions.

"Harford County has the waterfront in historic Havre de Grace, international cuisine, craft wine, beer, and spirits, farmers markets, and unique boutiques," Greg Pizzuto, executive director of the nonprofit Visit Harford, said. "Outdoor enthusiasts will find more than 80 county parks and three state parks, with hiking, biking, and birding adventures."

The county's most popular attraction is Ladew Topiary Gardens in Monkton, drawing 45,000 people annually to its world-renowned flower gardens and larger-than-life topiary forms. The county's most popular annual events are the Maryland BBQ Bash in Bel Air and the Darlington Apple Festival, celebrated

along Main Street in Harford's most charming rural towns. Harford's scenic views also make it a popular wedding destination; top quality playing fields make it a hotspot for youth sports, and new attractions are always on the horizon.

An Overnight Destination

Harford County has a variety of options for guests to relax and stay awhile. Visitors can choose everything from historic, waterfront bed and breakfasts to more modern accommodations. Under the administration of County Executive Barry Glassman, these overnight stays also help to fund the attractions that draw visitors to Harford in the first place.

Funded with a 6% hotel lodging fee, the county program is dedicated to nonprofits that directly support tourism activities, especially those that will



attract overnight hotel guests. This competitive funding program directly supports cultural, historical, museum, eco-tourism, and sports-tourism activities.

More than 30 organizations have received awards through the program in the last four years, totaling more than \$6 million dollars for tourism-related activities since inception in 2015. In 2017, hotel stays increased to 909,700, a 2.8% increase from the prior year.

Among the drivers of these hotel stays is Harford County's reputation as a popular wedding destination. Picturesque venues, including the Liriodendron Mansion, Swan Harbor Farm, Rockfield Manor, and Top of the Bay, among others, attract couples to exchange their vows and celebrate with their families and friends. A couple's big day, and their guests, also generate a ripple effect for local vendors, restaurants, and shops.

Small Players, Big Business

Harford County's central location and first class sports tourism amenities have made it one of the region's premier sites for large-scale youth sports tournaments.

For weekends at a time, youth sports tournaments draw athletes, their families, and fans to make Harford County their "home away from home." With an abundance of post-game activities and easy access to regional amenities, these tournaments also bring big business to the local economy. In each of the past three years, sports tourism has created a nearly \$50 million economic impact and has supported 650 jobs in Harford County, according to a recent study commissioned by Visit Harford.

The study delved into the economic impact of youth sports tournaments in the county, primarily the youth baseball, lacrosse, and soccer tournaments that were played at Cedar Lane Regional Park, Ripken Stadium, and the Harford Polo Grounds from 2016-2018 (see chart below).

The total economic impact of youth sports tournaments over the three-year period averaged \$49.4 million, the study said. Of that amount, \$33.2 million was direct spending, including hotels, food, recreation, and transportation. The average annual tax revenue in the county from the tournaments' hotel stays was \$224,000.

Len Parrish, Director of the Harford County Office of Community & Economic Development, said he is energized by the county's expanding tourism industry and expects its economic impact will pay dividends for years to come.

"With overwhelming regional support and positive growth trends year after year, it is clear the future of tourism activities in Harford County is bright," Parrish said.

To learn more about tourism in Harford County, go to Visit Harford's website at <https://visitharford.com> or call 410-838-7777. ■





AMMP PLANTS ROOTS IN HARFORD COUNTY

FOR ADVANCED MANUFACTURING EPICENTER

The science of next-generation manufacturing arrived in Harford County in October 2018, as leaders in government, industry, and academia welcomed the National Center for Manufacturing Sciences (NCMS) and the launch of its Advanced Manufacturing, Materials, and Processes (AMMP) program. Through agreements between NCMS and the U.S. Army Research Laboratory - known as Other Transaction Authority (OTA) and a Cooperative Agreement (CA) - plans are in place to deliver advanced manufacturing technology that fortifies foundational components in defense and aviation critical to our national security.



In March 2019, representatives from NCMS, ARL, and Harford County’s Office of Community & Economic Development co-presented the AMMP initiative at the Association of Defense Communities Installation Innovation Forum in



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Miami FL, which recognized AMMP with their nationally known Innovators Award. In September, NCMS also hosted an NCMS Technology Showcase at Aberdeen Proving Ground, attracting more than 60 companies to spotlight innovative technologies and capabilities.

Throughout 2019, in-depth, customized space considerations were closely examined, and a partnership grew among Maryland Department of Commerce, Harford County Government, the Maryland General Assembly, and U.S. Senator Chris Van Hollen's office to support NCMS in its effort to plant roots in Harford. The goal of this endeavor is to develop a physical location to support the right combination of demonstration and lab space conducive for teaching the digital ecosystem and facilitating infrastructure for, and access to, non-commercially

available 3D printing equipment. Upon consideration of numerous alternatives, NCMS is pursuing a multi-year, private investment within Harford County to establish

the Advanced Manufacturing Collaboration Center (AMC2). An official opening for AMC2 is anticipated in the summer of 2020. ■

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DEFENSE & TECHNOLOGY:

A YEAR OF INNOVATION AT WORK

JANUARY

The Office of Community & Economic Development (OCED) partnered with the MD Department of Commerce in expanding the **Maryland Defense Technology Commercialization Center (DefTech)** program. DefTech is an endeavor that promotes tech transfer and commercialization of technology developed on Aberdeen Proving Ground (APG). After a successful one-year pilot, DefTech now has locations near APG, Ft. Meade, and Ft. Detrick. OCED continues to host DefTech in Havre de Grace.

FEBRUARY

The **Chesapeake Science and Security Corridor (CSSC)** consortium, comprised of partner organizations across Maryland, Delaware, and Pennsylvania, convened at in Harford. The meeting was to formalize the re-signing of a Memorandum of Understanding confirming CSSC's **commitment to support Aberdeen Proving Ground** and economic vitality for the surrounding communities. Harford County serves as the lead agency in the 50+ organizations in the CSSC.



MARCH

OCED hosted a **Defense Contractors' Breakfast** at Water's Edge Events Center, which focused on **connecting defense-related companies with business resources**. 14 federal, state, and local government officials and non-profit representatives provided subject matter expertise.

SUMMER & EARLY FALL

- A series of **ribbon cuttings for Harford County defense and IT companies** occurred: ANSER and GSI Technologies in Belcamp; and Ad hoc Research Associates and ITekFed in Havre de Grace.
- Harford Community College, with Harford County Public Schools and APG, was awarded the **Pathways to Technology Early College High School (P-TECH)** program, the first to garner support from a federal agency.
- The **Joint Land Use Study (JLUS)** completed its second phase with three studies: the Susquehanna River Impacts & Accretion Study; an Economic Impact Analysis of the Army's chemical, biological, radiological, nuclear, and explosives (CBRNE) mission activities located on APG South in Edgewood; and a Transit-Oriented Development Study. A JLUS website launched to showcase the study's findings and the corresponding four-part video series.

SEPTEMBER

Harford County was featured in the **Economic Alliance of Greater Baltimore's** Region on Point video series, spotlighting the county's defense sector and advanced manufacturing partnerships.



BUSINESS SUPPORT

Defense and IT companies may be eligible for three cyber tax credit programs as well as the HireVets program. At the local level, there are workforce technical training Grants (WFTTG), Enterprise/Opportunity/Hub Zones, tech attraction loans and, for those on the Route 40 corridor, revitalization loans. Contact the Office of Community & Economic Development and find out how we or one of our many partners can assist you with your business goals!



Contact **KAREN HOLT** at 410-638-3059 or klholt@harfordcountymd.gov for more information about APG and Harford's Defense Sector.

APRIL

Nearly 800 attendees participated in **APG's Advance Public Briefing to Industry**, which provides an outlook on government contracting opportunities with APG. OCED presented along with the Maryland Department of Commerce on a general session panel, and also supported APG's Office of Small Business Program's one-on-one session with a briefing of local resources.

MAY

Maryland Department of Commerce Secretary Kelly Schulz visited Harford County. Technology was the focus of a visit to Smiths Detection, a global leader in threat detection and security screening. The company's U.S. headquarters is in Edgewood.

JUNE

- The Regional Additive Manufacturing Partnership of Maryland held a **Metals Additive Manufacturing Symposium** to explore where additive technology is going and what resources are currently available to agencies and manufacturers.
- The **Northeastern Maryland Technology Council** launched **TechKey** and **iDisruptor** at the Battelle Eastern Science & Technology Center. These two serial tracks take a deeper dive on disruptive technologies like Google AI, 5G networks, and medical cannabis.
- Maryland's Regional Manufacturing Institute hosted "**Why Maryland Manufacturing Matters**". OCED attended to support a spotlight on Dunlop Protective Footwear, the only maker of polyurethane boots in the U.S., which is headquartered in Havre de Grace.

OCTOBER

Representatives from the **Chesapeake Science & Security Corridor** toured APG and heard from officials about construction, mission growth, workforce opportunities, and innovation happening on the installation.

NOVEMBER

OCED supported one of its co-located partners by attending the **Army Alliance's Annual Breakfast**. Army Alliance serves as Harford and Cecil Counties' arm for defense advocacy. The organization garners support for modernization on APG through demolition of old buildings, funding for an emerging threat center, maintaining APG's status as an innovation hub, and bio-manufacturing expansion.

DECEMBER

The **U.S. Army Network-Cross Functional Team** celebrated a ribbon cutting to operate an office outside the APG gate focused on business resource partnerships, joining the continuum of small business resources at the OCED-run Harford Business Innovation Center.





DEFENSE & CUTTING-EDGE TECHNOLOGY

Harford County is home to Aberdeen Proving Ground (APG), the U.S. Army's premier research & development installation employing 21,000 military and civilian workers both at the installation and in subordinate commands. APG, Maryland's sixth largest employer, had a \$5.1 billion national economic impact in 2018.



HIGHLY-SKILLED WORKFORCE

Within a regional workforce of 1.5 million, Harford County alone has a civilian workforce of more than 137,000; nearly 93% of whom are high school graduates and 34.5% of whom have a bachelor's degree. Aberdeen Proving Ground, the county's largest employer, has the nation's highest concentration of advanced degrees.



STRONG COMMUNITIES

Harford County invests in housing and community development, including more than \$11.9 million in FY19 to improve infrastructure and provide funding for human service programs affecting more than 20,000 citizens. The 2017 median household income is \$83,445.



OPEN FOR BUSINESS

Harford County government is fiscally strong and open for business, with an online permit center, fast-track permitting, financing programs, enterprise zone incentives, site selection assistance, incubator space and easy access to Open GIS data.



WI
HARF
COUN

WHY HARFORD COUNTY?

LOCATION, LOCATION, LOCATION



One-third of the U.S. population is accessible in an overnight drive from Harford County's ideal location on the I-95 corridor. Multimodal transportation options include local and interstate bus routes, rail, global shipping, Baltimore-Washington International Airport, and the Port of Baltimore.

GROWING AGRICULTURE & AGRIBUSINESS



Agribusiness is growing in Harford County, including craft breweries, wineries, creameries, farmers markets and special occasion venues. The county government has protected more than 50,000 acres of farmland from development to facilitate the supply of farm fresh foods to restaurants and shops locally and nationally.

EXCELLENCE IN EDUCATION



With award-winning schools, special programs in engineering and biomedical sciences, and a student body that consistently outperforms state and national averages, Harford County has a tradition of excellence in education. Harford Community College is a designated cybersecurity Center of Academic Excellence, offering more than 80 other degrees and certificates, plus on-campus access to four-year degrees.

HEALTHY HARFORD



Three major medical centers and an expanding healthcare sector serve Harford County residents, 96% of whom are insured. The result: Harford County is healthy, ranking in the top quartile of Maryland jurisdictions for a range of health factors.



EXPANDING HEAL+HCARE

IN HARFORD COUNTY

Harford County offers world-class healthcare in residents' backyard. With University of Maryland Upper Chesapeake Health, Lorien Health Systems, Kaiser Permanente, MedStar Health, and more investing in Harford County, the healthcare sector is thriving. Mental health services are also a priority under the administration of Harford County Executive Barry Glassman, and the opening of The Klein Family Harford Crisis Center signifies the county's dedication to treatment options. Check out some highlights of new and expanding projects in the county's burgeoning healthcare sector.



Contact **JAKE ADLER** at 410-638-3059 or jzadler@harfordcountymd.gov for more information about healthcare, enterprise zones, site selection, hospitality, and retail.



UNIVERSITY OF MARYLAND UPPER CHESAPEAKE HEALTH

- Plans for a **freestanding medical center** in Aberdeen, containing a proposed 24/7 Emergency Department, short-stay medical beds, imaging technologies, medical offices, and a behavioral health facility.
- Projected cost of the entire project is **\$54 million**.
- Purchased an existing, 95,250-square-foot office building for \$18 million to be outfitted and used for medical offices, with an additional 120,000 square-foot building **under construction in 2020**.
- Planned **two-floor expansion** at the Bel Air campus.

THE KLEIN FAMILY HARFORD CRISIS CENTER

- A **24-hour behavioral and mental health and addiction treatment center** with services including a 24/7 hotline, mobile crisis team, a behavioral health walk-in urgent care clinic, and observation patient beds.
- A 15,000-square-foot facility that introduced **15 jobs and \$3 million in capital investment** to Harford County.
- Estimated to treat **2,000-3,000 patients** annually
- Co-funded, **public/private partnership**.
- Opened in June 2019 and crisis residential beds in August.

LORIEN HEALTH SYSTEMS



- **\$7.7 million expansion** into Bel Air location in 2019.
- **66,000-square-foot expansion** included 34 new assisted living apartments, 48 new beds, and a state-of-the-art rehabilitation facility.
- Lorien operates three locations across Harford County with more than **450 skilled employees** in total.



HOW **4** SUCCESSFUL COMPANIES GOT IN ON THE GROUND FLOOR *(AND YOURS COULD TOO!)*

The GroundFloor is Harford County's dedicated launch pad for entrepreneurs looking to start and grow businesses. Located just 1.5 miles outside the gate of Aberdeen Proving Ground and co-located with the Harford County Office of Community & Economic Development (OCED), The GroundFloor is a co-working space and business incubator surrounded by startup support and collaboration opportunities.

Neighbor to the Army's "Home of Innovation"

The GroundFloor has historically been used by defense and tech startups to establish a presence near Aberdeen Proving Ground (APG). These businesses outgrew the GroundFloor space and graduated to their own brick and mortar locations, positively impacting the Harford County defense community with their continued growth. These success stories include TENAX Technologies, Ad hoc Research, NextGen Federal Systems, and ITM4G.

TENAX Technologies

One of the most successful woman-owned businesses in Harford County is TENAX Technologies. CEO Tamera Rush started her business at the GroundFloor in 2014, providing cybersecurity and engineering services

to the Department of Defense. Rush says the GroundFloor was instrumental in helping her business grow.

"The GroundFloor was a great start because we had professional conference room space, an address close to APG, and collaboration with other defense contractors," Rush remarked. "There are experts to help small business in OCED such as PTAC [Maryland Procurement Technical Assistance Center], NMTC [Northeastern Maryland Tech Council], etc. Each of these organizations provides value to small businesses and to have them in one location is ideal."

When TENAX needed to expand, OCED also helped Rush to find her new, larger space at Water's Edge in Belcamp.

Ad hoc Research

Ad hoc Research is a veteran-owned company that got its start at the GroundFloor, specializing in cyber analytics, modeling and simulation, test and evaluation, and systems integration for the Department of Defense. While a GroundFloor tenant in early 2019, the company landed a \$42 million contract to support the U.S. Army Communications-Electronics Command at Aberdeen Proving Ground. Ad hoc outgrew the GroundFloor thanks to this huge deal and moved to its new location minutes away in Havre de Grace.

NextGen Federal Systems

Having grown from one employee in Harford County to 140 nationwide, NextGen Federal Systems is an information technology and professional services company founded to support the Army's C4ISR (now C5ISR) Center of Excellence at Aberdeen Proving Ground. Division Manager Dave Bissett says the GroundFloor helped NextGen get where it is today.

"When NextGen established our business at Aberdeen Proving Ground

**HARFORD OCED
PROVIDED US WITH
RESOURCES AND
FACILITIES THAT
WERE CRITICAL TO
OUR EARLY SUCCESS.**

based on opportunities with the U.S. Army, Harford OCED provided us with resources and facilities that were critical to our early success," Bissett said. "This support helped provide us with a foundation for growth."

In addition to its Havre de Grace office, NextGen has expanded to include multiple U.S. locations providing engineering, operations,

and security support to the nation's military installations.

ITM4G

Inspection, Testing, and Maintenance 4 Government (ITM4G) is aptly named, as the company focuses on inspection, testing, and maintenance of fire protection systems for government entities. ITM4G is headquartered in Sterling, VA, but was awarded a contract at Aberdeen Proving Ground and needed space to operate locally. The GroundFloor served as a stepping stone while the company sought a permanent Harford County location.

"We began our new contract with a small crew, and our immediate requirement for space was small," Carl Taylor, the site supervisor for ITM4G in Harford County, said. "The GroundFloor provided us a space to get started and work out of as we established just what our need would be for personnel."

Starting with three employees, ITM4G expanded to a crew of 13 while at the GroundFloor and has since moved to a larger office in Havre de Grace.

The good news: every time a business outgrows the GroundFloor, it makes room for the next great business idea ...

COULD IT BE YOURS?



**THE
GROUND FLOOR**
AT HARFORD

THE GROUND FLOOR AT HARFORD

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INVESTING *in our* WORKFORCE

A highly skilled workforce is the hallmark of economic stability and growth. In Harford County, workforce development is a partnership between government, industry, and academia that provides customized programming to meet the needs of local employers and employees.

Strategic Partnerships

To build a strong workforce pipeline, Harford County's Office of Community and Economic Development (OCED) works with strategic partners such as Susquehanna Workforce Network, Harford Community College, and Harford County Public Schools. Connecting employers with funding for technical training is an integral part of OCED's mission. Together these efforts foster growth for a productive workforce for Harford County businesses.

Susquehanna Workforce Network

Susquehanna Workforce Network (SWN), a private nonprofit, coordinates regional workforce development programs and services in Harford and Cecil counties. SWN provides access to jobs for county residents, customized job fairs, and recruiting events that match employers with potential workers. Recently, SWN moved their Workforce Resource Center to Harford County's OCED location in Havre de Grace, creating a one-stop shop for the county's workforce services.

Higher Education

In higher education, Harford Community College offers professional training programs at the main Bel Air campus, and has now expanded programming at the Edgewood Library. The Edgewood location provides better access to career training for residents along the densely-populated Route 40 corridor. Classes offered at the facility include foundational courses, cybersecurity, and an introduction to construction. The

Edgewood expansion was the result of a "skills gap" study commissioned by Harford County government to serve the needs of local employers. Additionally, Towson University in Northeastern Maryland offers a 2+2 program, which allows students to pursue a seamless four-year degree through both institutions.

Harford County Public Schools

Harford County also recognizes the importance of introducing career development pathways early on in a student's education, including technical training. Five Harford County public high schools already have magnet or specialized programs focusing on STEM education. The North Star Pathway program, set to begin in the 2020-2021 academic year, aims for all Harford County students to graduate with some college credit or certification

for a trade. This program is an innovative partnership between the public school system and the community college.

Training Grants

To advance the skills of current employees, Harford County OCED offers workforce technical training grants to qualified employers. Awarded on a competitive basis, these reimbursed matching funds are used to offset the cost of training for intermediate and advanced technical skills that often results in a higher pay grade or job retention. This fund can also serve as a match to secure state funds for business location, retention, or expansion projects. In addition to these grants, OCED provides information about other state and federal training resources. ■



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A LOOK BACK AT 2019





HARFORD COUNTY
HALFWAY TO EVERYWHERE

One-third of U.S. retail sales are now online and customers expect their orders to be delivered quickly – sometimes later the same day. This shift in buying habits means that the location of distribution centers and access to transportation are crucial to retailers' success.

Location & Transportation

Perfectly situated between New York and Philadelphia to the north and Baltimore and Washington, D.C. to the south, Harford County is “halfway to everywhere.” Direct connections to I-95 and other major highways, including U.S. Route 40 and Route 1, provide easy access to one-third of the U.S. population within an overnight drive. By rail the county is served by CSX Transportation and Norfolk Southern for freight, and by AMTRAK and the MARC Train for commuters. A half-hour's drive takes you to the Port of Baltimore, which handled a record **\$59.7 billion** in international cargo last year. Within an hour's drive north is Philadelphia's international airport; less than an hour south takes you to BWI.

With an ideal location and multi-modal transportation options, Harford County is thriving as a magnet for logistics management. The county currently has **24 million square feet of industrial space and a vacancy rate of 7 percent**. In 2018, this sector produced **\$900 million in GDP** for the county.

Moving forward, millions of square feet of e-commerce and manufacturing construction have recently been completed or are in progress.

Growth & Expansion

In the Perryman area, several new industrial projects are underway:

- Tower Logistics Center will break ground before the end of 2019 for a **860,000-square-foot facility on 103 acres**.
- Eastgate Industrial Park is expanding with construction of a third building, which will total 1 million square feet, representing a **\$41.5 million capital investment and a projected 200 new jobs**.

Eastgate also has acreage available for a fourth building, which will complete the project expected to total 2.2 million square feet. The first two buildings are already leased and operational; one by The Container Store and the other by Kuehne + Nagel.

Expanding in Edgewood:

- In April 2019, Harford County expanded the Edgewood/Joppa Enterprise Zone by **337 acres**. Enterprise zones encourage development in a specified location by providing tax credits to businesses that invest in the area. The expanded Edgewood/Joppa area includes a proposed project slated for **325 acres, totaling 2,064,800 square feet of industrial space, and 321,544 additional square feet of flex space**.
- Two new facilities on Fulfillment Drive totaling **210,000 and 140,000 square feet** of warehouse space were completed in 2019. The 140,000-square-foot facility is leased to AGCO, an agricultural equipment manufacturer and distributor.

The Last Mile

Demand is increasing for buildings the size of AGCO's, in the 100,000-200,000-square-foot range, known in the logistics management business as “last mile” distribution centers. These operations supplement the larger regional distribution centers by providing same- or next-day delivery of the most commonly ordered products over the “last mile” of their distribution journey.

Workforce Development

There are more than **11,000 jobs** in the logistics management sector in the Harford County region, with hundreds more in the pipeline. Helping to fill that pipeline is the nonprofit Susquehanna Workforce Network, which collaborates with businesses to build a highly skilled workforce and hosts recruitment fairs to connect workers and jobs. Harford Transit LINK, the county's public bus service, helps employees get to work. LINK recently added its Silver Line, serving the Perryman area, and extended weekday service hours countywide.

THE CONTAINER STORE

became fully operational in October 2019 with a **600,000-square-foot** distribution center employing more than **100 full time workers**; the project brought more than **\$29 million in capital investment** to the county.

KUEHNE + NAGEL's space covers **656,800 square feet**, employs nearly **150 full-time workers**, and brought **\$36 million in capital investment**.

TRANSPORTATION &
MATERIAL MOVING



49.4%

OFFICE &
ADMINISTRATIVE



23.5%

SALES &
RELATED



7%

INSTALLATION &
MAINTENANCE



4.6%

MANAGEMENT



4.5%

ALL OTHERS



11%

Jobs in **Logistics Management** in Harford County provide a living wage plus benefits:

AVERAGE SALARY:

\$44,345

MANAGER SALARY UP TO:

\$130,200

SOURCE: *Susquehanna Workforce Network (SWN), 2019*



The **Susquehanna Workforce Network** serves as the regional workforce investment board and is a co-located partner of the Harford County **Office of Community & Economic Development**.

HARFORD COUNTY GOVERNMENT SIGNS MOU WITH ABERDEEN PROVING GROUND FOR SECOND ACCESS ROAD ON PERRYMAN

ABERDEEN HOSTS FIRST ENTREPRENEUR EXPO

NEW "FARM FINDER" APP MAKES IT
EASY TO BUY LOCAL IN HARFORD

HARFORD COUNTY TRANSIT
LINK NAMED OUTSTANDING
TRANSIT SYSTEM OF THE YEAR

HARFORD COMMUNITY COLLEGE IS THE GLUE
FOR WORKFORCE-READY EFFORTS

HARFORD BUILDS ROUNDABOUT AT KEY
PERRYMAN INTERSECTION, ALLEVIATING
TRAFFIC AND IMPROVING SAFETY

HARFORD FARMERS, COMMUNITY CONNECT AT AG SYMPOSIUM

BRIGHTSTAR CARE OF BEL AIR
EARNS THE JOINT COMMISSION'S
GOLD SEAL OF APPROVAL

THREE NEW ABERDEEN
BUSINESSES STAND TO
GET NEARLY \$814,000 IN
TAX CREDITS

HARFORD COUNTY THRIVES!

HARFORD COUNTY, MARYLAND, 2020



Under the administration of Barry Glassman, the newly merged Office of Community and Economic Development (OCED) continues to foster growth in Harford County. The office offers help with services such as workforce development through its Workforce Technical Training Grant and networking with its co-located partner, the Susquehanna Workforce Network. The Office also helps with funding through its loan program, business growth through free educational seminars and partner networking, transportation through its transit system, location services including site selection, and housing services. With two locations, one in Havre de Grace and one in Bel Air, OCED is ready to meet any and all needs of businesses and the community alike. For more information on the services OCED, the services offered, or to make an appointment, please call 410-638-3059, or email the office at loed@harfordcountymd.gov.

NEW BUSINESS SNAP
FITNESS IN FALLSTON
WINS INTERNATIONAL
AWARD

HARFORD COUNTY'S
OFFICE VACANCY RATE
DROPS TO RECORD LOWS

NEW U.S. ARMY OFFICE TO FACILITATE
PRIVATE SECTOR ENGAGEMENT WITH
ABERDEEN PROVING GROUND

THE CONTAINER STORE OPENS
NEW DISTRIBUTION CENTER IN
HARFORD COUNTY

MARYLAND NAMED COUNTRY'S
THIRD MOST EDUCATED STATE

HARFORD TRANSIT LINK ANNOUNCES 6 NEW ROUTES

HARFORD-BASED SMITHS DETECTION
INC. WINS \$96.8 MILLION TSA CONTRACT

24/7 HARFORD CRISIS
CENTER OPENS

2 FOREST HILL COMPANIES AMONG
FASTEST GROWING IN AMERICA

HARFORD COUNTY HELPS YOUR BUSINESS THRIVE



WORKFORCE DEVELOPMENT Workforce technical training grants; educational seminars; employee transit services.



FUNDING Loan and tax programs; tourism funding program; financial incentive energy programs.



BUSINESS GROWTH Startup guidance; incubator space; industry data and research; networking events; expert business advice.



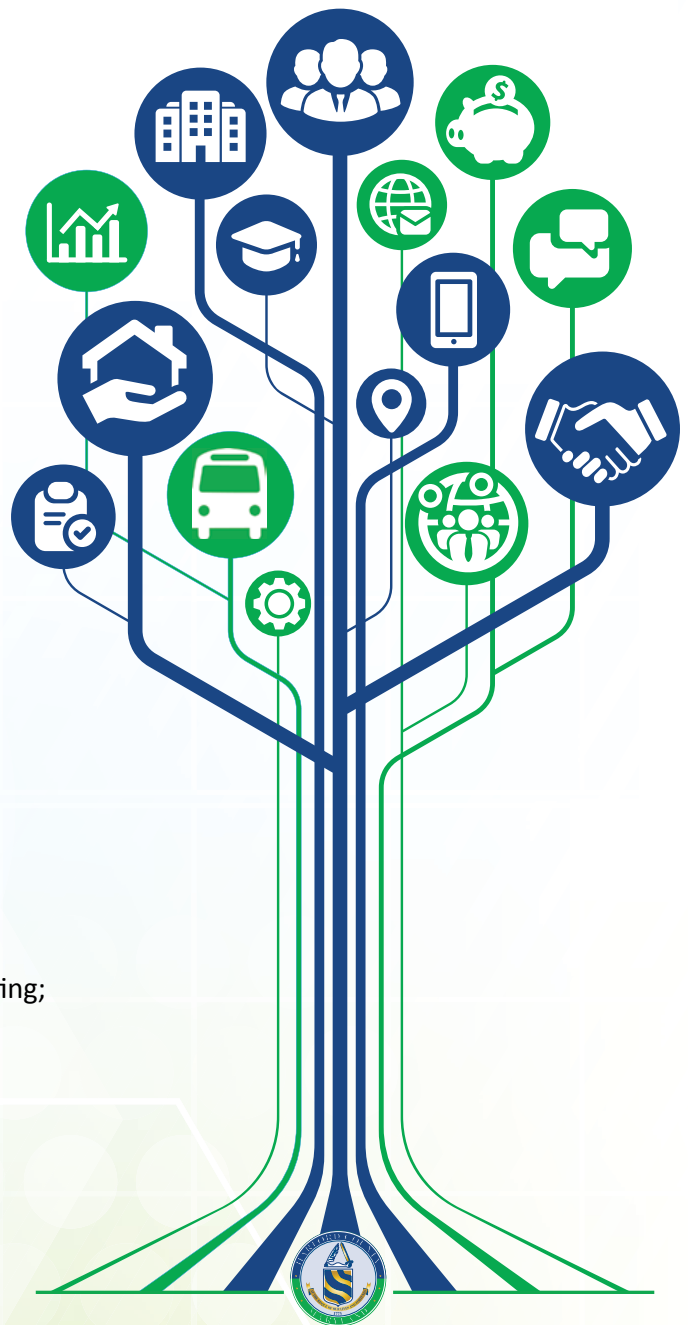
TRANSPORTATION Harford Transit LINK; Commute Smart and Rideshare program; state transit services.



LOCATION SERVICES Site selection assistance; foreign trade zone assistance; fast track permitting; ties to Aberdeen Proving Ground (APG).



HOUSING SERVICES Rental assistance; housing counseling; community development & affordable housing.



2021D Pulaski Highway
Havre de Grace, MD 21078
www.harfordcountymd.gov/OCED
oed@harfordcountymd.gov
410-638-3059



HARTFORD

COUNTY

COMMUNITY & ECONOMIC DEVELOPMENT

BARRY GLASSMAN, COUNTY EXECUTIVE
LEN PARRISH, DIRECTOR