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HARFORD COUNTY

HERE WE GROW

BARRY GLASSMAN
Harford County Executive

LEN PARRISH
Director, Community & Economic Development
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HERE WE GROW // WHO WE ARE

Barry Glassman  
HARFORD COUNTY EXECUTIVE

Harford County, Maryland is a premier American defense community on the I-95 corridor with easy access to more than one-third of the U.S. population. Our highly skilled workforce, business-friendly policies and exceptional quality of life drive our growing economy. With this report as our introduction, my administration’s Office of Community & Economic Development is eager to help your businesses in Harford County – Here we grow!

Len Parrish  
COMMUNITY & ECONOMIC DEVELOPMENT DIRECTOR

The Office of Community and Economic Development strengthens business and community development through a focus on jobs, transportation, and housing. Having recently incorporated Harford Transit and Housing, our office serves the business community by delivering the labor force from home to work and back. We seek to enhance the quality of life for our citizens now and for future generations. – How can we help you?

www.harfordcountymd.gov

THE DAILY RECORD

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HOW CAN WE HELP YOU?

THE OFFICE OF COMMUNITY & ECONOMIC DEVELOPMENT
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QUESTIONS ABOUT …

Business Attraction • Relocation • Permitting Assistance •

Defense • Technology • Cybersecurity •

Enterprise Zones • Healthcare • Site Selection • Hospitality •

Loan Programs • Workforce Technical Training Grants • Guidance for Entrepreneurs •

Manufacturing & Distribution • E-Commerce • Energy Financial Incentives •

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HERE WE GROW // WHO WE ARE
FINANCING PROGRAMS

1. ENTREPRENEURIAL GROWTH LOAN
   Designed for businesses that have passed the start-up phase and need assistance to be eligible for loans from banks and credit unions.

2. REVITALIZATION AREA IMPROVEMENT LOAN
   Provides funds for façade improvements for companies facing U.S. Route 40 in Harford County.

3. TECH ATTRACTION FUND
   Provides financial incentives for growing and stable technology companies to relocate to Harford County.

4. ECONOMIC DEVELOPMENT OPPORTUNITY FUND
   Complements traditional lending programs to provide funding for new equipment and operations.

WORKFORCE TECHNICAL TRAINING GRANTS

Harford County provides matching funds to businesses to accelerate technical training for employees that expands or improves production capabilities.

COMMUNITY DEVELOPMENT

FREE counseling to promote economic mobility, family self-sufficiency, and financial literacy. Call 410-638-3045.

ENTERPRISE ZONES

Harford County encourages development in its two enterprise zones by providing tax credits to businesses that invest in the area. There are two types available: real property tax credits and income tax credits.

1. Real property tax credits: Available up to ten years on capital investments, with a credit of 80% on increases in assessed value of real property for the first five years. The credit decreases by 10% annually for the remaining five years.

2. Two types of income tax credits: (1) A one-time $1,000 tax credit per new job created; and (2) A tax credit for businesses that hire economically-disadvantaged employees. This credit reaches up to $6,000 per eligible employee, dispensed over three years.

ABERDEEN/HAVRE DE GRACE ZONE

This 9,600-acre zone in Aberdeen/Havre de Grace includes land and properties along U.S. Route 40 on the I-95 corridor.

EDGECWOOD/JOPPA ZONE

The Edgewood/Joppa Enterprise Zone has nearly 4,000 acres of property eligible for business development along the U.S. Route 40.

BRAC ZONE

Contained in the Aberdeen/Havre de Grace Enterprise Zone is the Aberdeen BRAC Revitalization Zone. This BRAC Zone designation makes the area eligible for state funds that specifically support public infrastructure.

For more information on our tools for success, visit harfordcountymd.gov/OCED
SUCCESS STORY: DUNLOP EXPANDS WITH WORKFORCE TRAINING GRANT

Leading global manufacturer Dunlop Protective Footwear recently announced a workforce training initiative aimed at increasing production. The United States headquarters in Havre de Grace received a $100,000 training grant through the Maryland Commerce Partnership for Workforce Quality Program. Employees will be trained in software development and integration, expanding the county’s skilled workforce.

Aberdeen Proving Ground is Harford County’s largest employer, with 21,400 military and civilian personnel.

HARFORD HAS IT: BUY IN
Buy local campaign promotes jobs

- 1 county gas fill-up/month = +118
- 2 special occasion gifts/year = +283
- 2 professional services/year = +583
- 1 major appliance purchase/year = +654
- 1 county meal out/month = +1,802

Potential Job Increase: +3,438

HARFORD HAS IT: BUY IN CAMPAIGN TO SUPPORT LOCAL BUSINESSES
Harford Has It encourages Harford County residents to focus their spending within the community to stimulate local economic growth. As a partnership between county government and the Harford County Chamber of Commerce, this campaign promotes local businesses and demonstrates how shopping locally benefits both business owners and consumers.

“HARFORD HAS IT: BUY IN” CAMPAIGN TO SUPPORT LOCAL BUSINESSES
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ONE-STOP-SHOP FOR BUSINESS AND WORKFORCE RESOURCES
Resources for businesses and potential employees are now centralized for ease of access in Havre de Grace. The Susquehanna Workforce Network, the DeFtTech Center, the Maryland Procurement Technical Assistance Center, and the Small Business Development Center are now co-located with the Office of Community and Economic Development. Visit harfordcountymd.gov/2370/Partners-Co-Located-at-OED.
DEVELOPMENT AT EASTGATE YIELDS PROSPECTIVE TENANTS

Located within an overnight drive of 120 million people, Eastgate is a 2.3 million square-foot industrial park in Perryman. This exciting project is perfectly positioned for distribution centers and is expected to bring up to 2,000 new jobs to the area. Two of the three planned facilities are nearly complete, totaling 1.25 million square feet.

BEHAVIORAL HEALTH CENTER OPENING IN BEL AIR

The Harford County Behavioral Health Crisis Center for mental health and opioid addiction will open in summer 2018 as an expansion of the University of Maryland Upper Chesapeake Medical Center in Bel Air. The new treatment center will offer 24-hour walk-in services, a crisis hotline and, eventually, inpatient beds. The project is a collaboration between Upper Chesapeake, the Harford County Health Department, the nonprofit Healthy Harford, and Harford County government.

SUCCESS STORY: INFECTION PREVENTION SYSTEMS, LLC

Harford County-based Infection Prevention Systems, LLC provides industrial hygiene and safety consulting services to healthcare, construction and other industries. By using the resources provided through the Office of Community & Economic Development, the company has grown substantially, opening its own training facility in 2018 for teaching clients how to prevent infection.

FILM-MAKING IS AT HOME IN HARFORD

Harford County is home to the award-winning Netflix series “House of Cards”, produced mainly on a soundstage in Joppa, but also filmed on-location throughout the area. Statewide, the film industry brought $129 million in economic activity in 2017. In Harford County, the industry has drawn thousands to Bel Air for casting calls, and brought new business to more than 325 local companies.

Plans are underway through an unprecedented partnership among government, industry and academia to spur breakthroughs in advanced manufacturing in a facility located at the interchange of I-95 and MD Route 22 in Harford County. The National Center for Manufacturing Sciences (NCMS), in collaboration with Aberdeen Proving Ground’s U.S. Army Research Laboratory, will operate the center for Advanced Manufacturing, Materials & Processes (AMMP) in Harford County’s University Center, formerly known as the HEAT Center, in Aberdeen. This collaboration will create the nation’s epicenter for research and development of new manufacturing materials and processes to meet the Army’s demand for complex parts for advanced weapons systems. The AMMP center will bring major defense contractors and academic institutions to the region, while offering commercialization opportunities for businesses large and small, along with a hands-on education/training center.

Expected to launch in the summer of 2018, AMMP sprang from the NCMS mission to make North American manufacturing more competitive and the Army’s need for novel designs and materials that can be rapidly produced to meet warfighter needs in the next five to 20 years. Maryland’s Commerce Department and Harford County’s Glassman administration are proud to support AMMP, which will boost economic growth and bring new high-tech research development to the state and the region.
Harford County has award-winning public schools, special programs in engineering and biomedical sciences, and a student body that consistently outperforms state and national averages, reflecting 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.

Harford Community College has recently increased its transfer rate to four-year institutions to 30.4%, the third highest transfer rate in Maryland. This includes transfers to its partnership program with Towson University, Northeastern Maryland. This partnership allows students with an associate degree to earn a bachelor’s degree from Towson University without leaving Harford County.

Harford County is committed to modernizing school facilities, most recently with a $100 million Havre de Grace Middle/High School set to open in time for the 2020 school year. The 250,000 square-foot facility, designed with more classroom space, enhanced security, and modern technology, will serve 1,300 students.

Harford Community College recently secured a National Science Foundation grant to support additive manufacturing and STEM programming. The grant will provide scholarships to help high school students pursue additive manufacturing and engineering and help academically-talented students interested in biology and engineering pursue careers in STEM fields.
Harford County is home to Aberdeen Proving Ground (APG), the U.S. Army’s premier research & development installation employing 28,000 military and civilian workers both at the installation and in subordinate commands. APG, Maryland’s sixth largest employer, had a $6.5 billion national economic impact in 2017.

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 Ph.D.’s.

Harford County invests in housing and community development, including more than $10.8 million in FY17 to improve infrastructure affecting 20,000 citizens and households. Average annual household income is $96,506.

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.

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.

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.

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.

Three major medical centers and an expanding healthcare sector serve Harford County residents, 94% of whom are insured. The result: Harford County is healthy, ranking in the top quartile of Maryland jurisdictions for a range of health factors.
AGRIBUSINESS

HARFORD COUNTY’S ONE-STOP-SHOP FOR AGRICULTURAL SERVICES

To facilitate services for the agricultural community and agribusiness, Harford County has consolidated state and local agriculture-based agencies under one roof for the first time. The new ag center in Street will serve as an educational resource for the agricultural industry, support industry sustainability, and preserve Harford County’s proud agricultural heritage.

HARFORD HAS CREAMY CLAIM TO FAME

Delicious homemade ice cream, milkshakes and locally sourced products are available at numerous creameries and dairies around Harford County, several of which are stops on Maryland’s Best Ice Cream Trail. Dairy farming is a traditional Harford industry, generating $8.7 million in revenue in 2012 according to the USDA’s most recent reports.

AWARD-WINNING CRAFT BREWERIES

Harford County’s craft breweries are on the rise with a recent gold medal for Bel Air-based Independent Brewing Company in the World Beer Cup and a silver medal for Street’s Falling Branch Brewery in the Maryland Beer Competition. Just entering the field are AleCraft Brewery in Bel Air and Slate Farm Brewery in Whiteford, bringing local farm products to an icy-cold glass near you.

SUSQUEHANNA BEEKEEPERS ASSOCIATION

The Susquehanna Beekeepers Association in Harford County works to generate positive “buzz” for bees and the work bees do producing honey, wax, and other products, not to mention pollinating local crops. Those crops mean business for farmers and help supply Harford County’s thriving farmers’ markets in Bel Air, Havre de Grace and Aberdeen.

THE GROUNDFLOOR: A PLACE TO GROW

The GroundFloor is Harford County’s professional work environment for aspiring small businesses. The co-working space offers amenities and resources that meet a variety of needs for small business development. Membership in the GroundFloor includes access to high-speed WiFi, printing and copying capabilities, and thousands of square feet of workspace. The space includes reservable conference rooms and work pods that have state-of-the-art technology for formal presentations, conference calls, and collaborative work.

The GroundFloor functions on a tiered-membership system, with each successive tier offering access to increased resources:

• Tier 1: $100 monthly; access Monday through Friday from 8:00 a.m. to 5:00 p.m.; designed for entrepreneurs, teleworkers, and day office use
• Tier 2: $150 monthly; 24-hour access; designed for businesses that need a dedicated professional workspace but don’t have a physical address
• Tier 3: $300 monthly; 24-hour access, mailing address and reception services; designed for businesses that need consistent workspace and office services

The GroundFloor is co-located with the Harford County Office of Community and Economic Development in Havre de Grace. Members have access to business professionals, mentorship and training opportunities, workshops and networking events, and county partners in a one-stop-shop for small businesses and entrepreneurs.

The GroundFloor at Harford
2021G Pulaski Highway
Havre de Grace, MD
410-638-3059
www.groundfloorharford.com
DEFENSE & TECHNOLOGY

As part of the Chesapeake Science and Security Corridor, Harford County is a Great American Defense Community, so-named in 2018 because of community support for Aberdeen Proving Ground, the military, and our veterans.

COMMERCIALIZING DEFENSE TECHNOLOGY

The Maryland Defense Technology Commercialization Center, also known as "DefTech", recently opened in Harford County to help commercialize the cutting-edge technology developed at Aberdeen Proving Ground (APG). This collaboration between the Maryland Department of Commerce, Harford and Cecil counties, and APG will bring together innovators and entrepreneurs to facilitate the transfer of technology between the Army installation and the private sector.

SUCCESS STORY: NEXTGEN RISES FROM STARTUP TO SUBCONTRACTOR OF THE YEAR

Information technology company NextGen Federal Systems was recently named Regional Subcontractor of the Year by the U.S. Small Business Administration. Also one of Inc. Magazine’s 500 Fastest Growing Companies, this Department of Defense subcontractor launched from Harford County’s incubator program and is a former tenant of The GroundFloor, the county’s collaborative workspace. NextGen recently opened its own facility in Havre de Grace.

GOOD NEIGHBORS: ABERDEEN PROVING GROUND & HARFORD COUNTY COMMUNITIES

Aberdeen Proving Ground is a good neighbor in the Harford County community, working recently with county government to distribute 10,000 “Deterra Rx” pouches donated by defense contractor Leidos to help citizens safely dispose of unused prescription medications. In addition, County Executive Barry Glassman and Major General Randy Taylor signed an MOU providing a location for media staging outside the gates of APG at a county facility in Havre de Grace to assist the Army in emergency situations.
COMMUNITY

Harford County is developing neighborhoods, growing communities, and connecting people more than ever before.

REDEVELOPMENT OPPORTUNITIES IN EDGEWOOD

With $344K in federal funding, Harford County is planning the redevelopment of Edgewood beginning with a transit-oriented development study near APG South and Edgewood’s Amtrak/MARC Train Station. The Maryland State Highway Administration just completed improvements along MD Route 755 leading to Aberdeen Proving Ground’s main gate, including new sidewalks, crosswalks, and lighting to improve accessibility. Nearby property available for development includes the 28-acre Washington Court.

$6 MILLION AWARDED TO SPUR TOURISM

Harford County has awarded more than $6 million over the past four years to nonprofits that plan and implement tourism-related activities, including the popular Maryland BBQ Bash, Susquehanna Symphony Orchestra, Ladew Topiary Gardens and the Harford County Farm Fair. Revenue for this competitive funding program comes from a modest hotel/lodging fee that is reinvested to support attractions enjoyed by visitors and locals alike.

BUILDING STRONG COMMUNITIES

Harford County builds strong communities - literally - in partnership with Habitat for Humanity. A recent project included sweat equity invested by staff from the Office of Community and Economic Development to build a ramp and other accessibility features for a local veteran and his family.

CONNECTING THE MA & PA TRAIL

For years, local officials and trail enthusiasts sought to unite the two sections that make up the Ma & Pa Heritage Trail, Harford County’s most popular public amenity attracting thousands of visitors annually. Construction is finally underway on the “missing link” that will create one eight-mile trail connecting rural areas and crossing directly through the busy Bel Air business district. Visit mapatrail.org.

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877-615-9536 • TheDailyRecord.com/subscribe

LET CURIOSITY lead you.

At Harford Community College we listen to needs and identify potential. We do everything possible to make aspirations a reality. So walk through our open doors and discover where it leads.

www.harford.edu
TRANSPORTATION

Harford Transit was named 2017 Maryland Transit System of the Year for its modernization campaign to become a leader in innovation and customer service. Harford Transit includes Harford Transit LINK, with fixed and on-demand bus routes, Harford Commute Smart, a transportation program connecting commuters and employers, and a host of state transportation options.

HARFORD TRANSIT LINK BUS SERVICE: IMPROVING SAFETY & RIDER CONVENIENCE

RouteShout 2.0 is Harford County’s free app allowing riders to track buses in real time and stay alerted to schedule and route changes. Other recent upgrades to Harford Transit LINK bus services include advanced video security, improved signage and bus shelters, electronic fare collection, and automated stop announcements.

ABERDEEN AMTRAK/MARC TRAIN STATION REVITALIZED

With a $796,342 grant from the Maryland Transportation Alternatives Program, Harford County recently revitalized Aberdeen’s Amtrak/MARC Train Station with new benches, bike racks, signs, landscaping and improved lighting features. Sidewalk repairs made the station more pedestrian-friendly. This revitalization aligns with Harford’s plans to promote transit-oriented development.

BUILT FOR BUSINESS: THE BUSY PORT OF BALTIMORE

One of the nation’s fastest and busiest ports is located just 35 miles south of Harford County, moving nearly 38.8 million tons of international and domestic cargo in 2016. The Port of Baltimore’s superior infrastructure, including a 50-foot-deep berth and Neo-Panamax cranes, fuels the region’s growing manufacturing and distribution sectors.
With so much to see and do, it’s no wonder Bel Air is known as the “Heart of Harford.” As the county seat, Bel Air’s central location makes it home to various county and state agencies, state-of-the-art medical facilities, excellent schools, plus great shopping, dining and entertainment.

A thriving and growing state-designated Arts and Entertainment District, historic downtown Bel Air is a hub for festivals and cultural events. With a vibrant public art landscape, art exhibits, lectures, concerts, dance performances, readings and festivals, the District attracts many visitors. Among its most popular annual events are the Maryland State BBQ Bash in August and the Festival for the Arts in September.

The Town of Bel Air’s economic development program focuses on activities that improve the economic well-being of the community, as well as the quality of life of its 10,000 residents. The town partners with numerous public, private and nonprofit organizations involved in economic development, such as the Harford County Office of Community and Economic Development, The Bel Air Downtown Alliance and the Maryland Small Business Development Center, to sustain and enhance business recruitment and retention, and identify funding sources for small businesses. This helps to attract, create and retain jobs that facilitate growth and provide a stable tax base for Bel Air.

The economic development program also focuses on tourism, cultural arts, and the development of public amenities such as pedestrian pathways, parks, and public art. These efforts provide the economic stimulus necessary to preserve Bel Air’s unique, historic character and contribute to its growth as an economic center for Harford County.

For more information about Bel Air, visit www.belairmd.org, or email economicdevelopment@belairmd.org.

This was an extraordinary year for Aberdeen with major transportation upgrades, public park improvements and significant new business openings. The Maryland State Highway Administration’s road construction project on MD 22 will be completed in the summer of 2018. Reconstruction of MD 132 will begin in 2019, including road resurfacing and sidewalk upgrades.

The Aberdeen MARC/Amtrak Train Station underwent interior and exterior renovations in 2017. In addition to these improvements, the City was awarded an $850,000 grant from the State Highway Administration to make pedestrian and bicycle connectivity enhancements for the areas around the train station. Aberdeen community leaders are also partnering to create the Aberdeen Proving Ground Discovery Center, which will showcase the region’s education, technology, and heritage to develop the science, technology, engineering, and mathematics (STEM) workforce and will be located within the station.

Aberdeen’s investments in public parks continued this year with the city’s first dog park at Victory Street Park, which includes training features and separate areas for large and small dogs. The park also hosts a professionally-designed Frisbee golf course, and the Little Free Library courtesy of Habitat for Humanity Susquehanna. Also, the Festival Park playground was improved with additional play structures. Festival Park is the starting location for many Blue Cheetah 5K running events, and the Bunny Run held in 2018 had more than 600 participants and 250 spectators. Finally, the APG Civilian Memorial at Festival Park, dedicated in 2017, is a tribute to employees who devoted their lives to APG’s mission.

Economic growth is solid with $14 million in new construction and several million more in the pipeline. This includes a 500,000-square-foot warehouse on MD 7; a Starbucks on MD 22; and a new prototype Lidl’s grocery store on U.S. Route 40. The former Moose Lodge is being renovated for the Prost German Restaurant. 2017 was also the first summer for the Aberdeen Farmer’s Market, which will expand this year and operate every Thursday in Festival Park from 4:00 – 7:00 p.m.

For more information about Aberdeen or to locate your new business here please visit our website at www.aberdeenmd.gov.
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. 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. A recognized Tree City with 36 acres of parks, 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 located 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 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.
FUNDING CONNECTIONS  We match you with the right funding resources for your business or idea. Options include loan, finance, and tax credit programs, plus workforce technical training grants, tourism-related funding, and cost-saving energy programs.

RESOURCES AND SUPPORT  Harford County offers fast-track permitting, site selection assistance, fiber optic broadband access, industry data and research, and support through milestone celebrations.

WORKFORCE DEVELOPMENT  Our one-stop-shop connects employers and employees, with workforce development programs tailored to your needs.

GROWTH AND NETWORKING  Opportunities include technology transfers from Aberdeen Proving Ground plus incubator space and collaborative work settings to help your business grow.