

Montgomery County

M A R Y L A N D

Department of Economic Development

***SMART*People. *SMART*Business.**

Montgomery County

Department of Park and Planning (C.A.C)

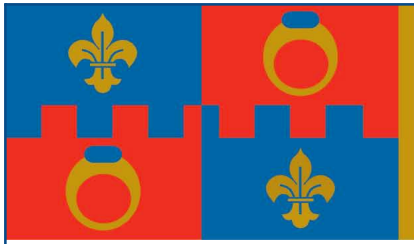
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July 10, 2007



Montgomery County

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Gateway to the Region's Robust Federal & High-Tech Marketplace

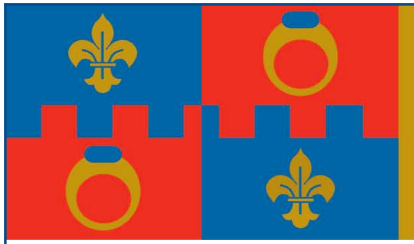
- Home to world-class federal research & regulatory agencies including:



- Located at the epicenter of the Mid-Atlantic's thriving marketplace:
 - 2 hours or less by air from 60% of the U.S. & Canadian population
 - 3 major airports offering 475 weekly non-stop flights to 34 destinations in 29 foreign countries

Home to dynamic industry leaders:



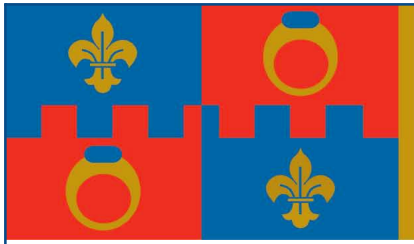


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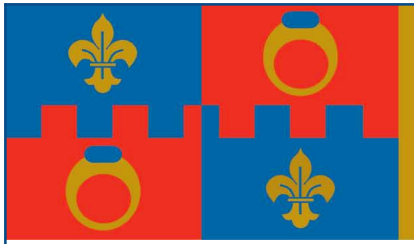
Economic Development Vision

Foster a growing, diversified and innovative economy, providing opportunity and prosperity for businesses and residents alike, while sustaining the County's quality of life.



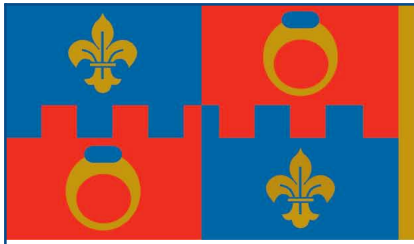
Economic Development Mission

- Create quality jobs within the County
- Increase the County's economic base
- Preserve agricultural land within the County
- Market and Promote the County nationally and internationally



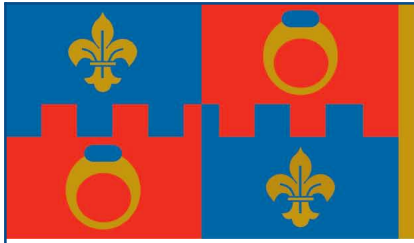
Strategic Programs & Services

- Business Development (Retention, Expansion and Attraction)
- Innovative Business Incubator Network
- Workforce Development Solutions
- Small & Minority Business Services
- Marketing and Promotion
- Financing & Tax Credit Programs
- Agricultural Services & Preservation



Business Development

- Attraction, Retention and Expansion Efforts
 - During FY06, (DED) assisted 156 businesses who remained in or expanded into more than 3.346 million s.f. of office space, resulting in the retention and projected creation of over 7,600 jobs
- Site Location Assistance
- Streamlined Permitting
- Strategic Tradeshows & Welcoming missions both nationally and internationally

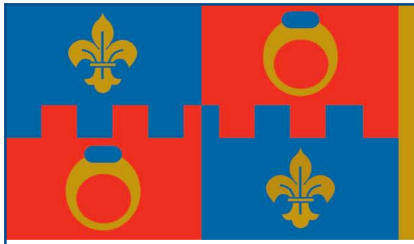


Empowering Small & Minority Owned Businesses



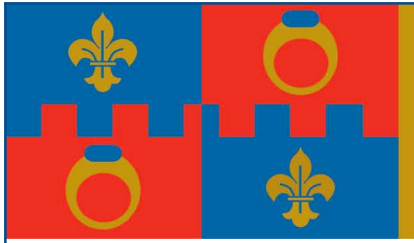
- Award-Winning Mentorship Program
- Local Small Business Reserve Program
- Maryland Small Business Development Center Network
- New Business Empowerment Initiative & Manager
- SCORE – Retired Industry Executives Resource
- Small Business Outreach/Advocacy
- Targeted Networking/Training Events





Our Growing Economy...

- December 2006: 514,559 people employed
- Unemployment rate of 2.6%
- Highest per capita income in the State
- Highest median household income in the State
- 15th highest ranked per capita income in the nation
- Highest Percentage of Ph.D.s of any major jurisdiction in the U.S.
- 67% of workforce has technical or advanced degrees



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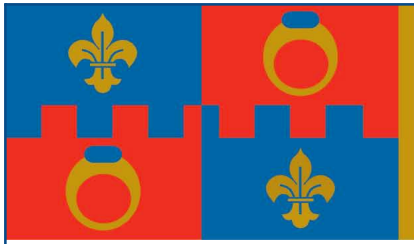
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Germantown Business District

SMART FACTS:

- One of the County's Top Five Most Populous Planning Areas in 2005 (Pop. 79,580)
- 30% of the population has Bachelor's Degree and 26% have Master's or Higher
- 2.7 million SF of rentable office space in 46 buildings
- 591,000 SF of flex-space, about 14% of the County's inventory
- SMART Transit: Commuter Transit Center, MARC Train Station, Proposed Corridor Cities Transitway (CCT)
- SMART Amenities: Montgomery College Campus, Germantown Business Innovation Center, Germantown Town Center, Black Rock Center for the Arts, New! Germantown Library, Germantown SoccerPlex & Aquatic Center and Retail & Restaurants





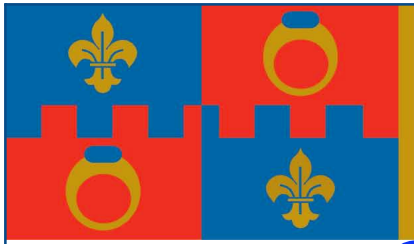
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Germantown Corporate Profile

Advanced Technology

- Aerospace Engineering
- Communications (satellite, wireless, internet, electronic device & measurement testing)
- Biotechnology
- Government Contractors in (IT) industry or Project Management Services
- Research & Development (Software, Biotech and Engineering)



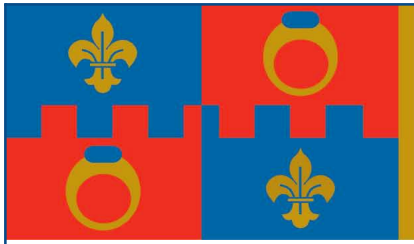
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Germantown Corporate Profile

Needs & Issues

- Workforce and Education: Challenged w/ retaining and attracting sufficient engineers and advanced degree talent
- Commercial Space: Preference for flex-space, Class-A (Trophy Space) office space is appealing as companies grow and seek major footprint in the region
- Amenities: Need for Conference Room space, More Hotel Options, Local Commuter-Trolley to connect GermantownTown Center, (CCT) is very appealing

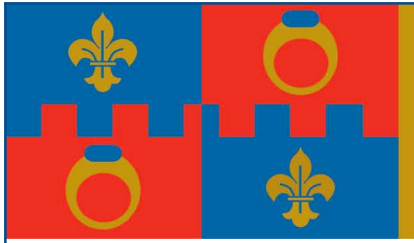


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Business Innovation Network

Since 2000, the Montgomery County Business Incubator Network has graduated 40 companies who have since created over 1,500 jobs and lease over 300,000 sf of commercial office space in the County.



Germantown Science & Technology Park

Montgomery College &

UMCP Science & Technology Park

- Germantown Innovative Technology Center
- Attraction of BioTech and Innovative Technology Companies

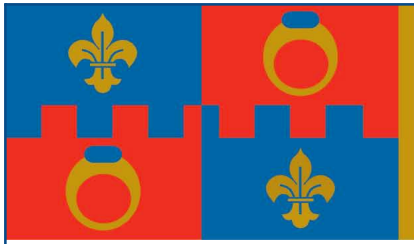
Bioscience Education Center

- Adjacent to Science & Technology Park
- Future home of the UMCP BS in Life Sciences
- State-of-the-Art Laboratories and Facilities (Academic & Private)

THE VISION....

- To develop a continuum of bioscience and technology education and training from middle school to post-doctoral levels in an integrated academic, business and research environment.





Business Innovation Network

3 Existing Facilities:

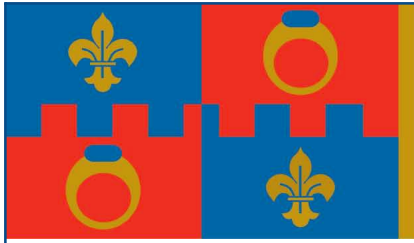
- Maryland Technology Development Center – County's 1st Incubator facility opened in 2000
- Silver Spring Innovation Center – Opened in Downtown Silver Spring in 2004
- Wheaton Business Innovation Center – Opened June 2006



2 Opening Soon:

- Rockville Innovation Center – Opening mid- 2007 in the heart of the new Rockville Town Center (Internationally focused)
- Germantown Innovation Center – Opening late 2007 on the Montgomery College Germantown Campus (Biotech focused)





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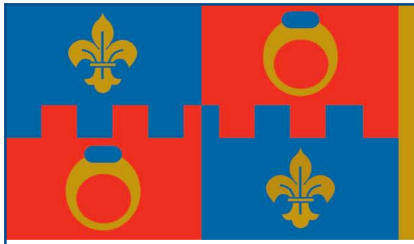
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Our Workforce Strategy

- Create and maintain a well prepared, educated, and adaptable workforce to meet the current and future needs of employers in Montgomery County.

MontgomeryWorks
Your Workforce Connection

- MontgomeryWorks is a service of the Montgomery County Department of Economic Development and the Maryland Department of Labor, Licensing and Regulation.



Suggested INNOVATIVE Reading...

- **Medici Effect, By Frans Johansson**

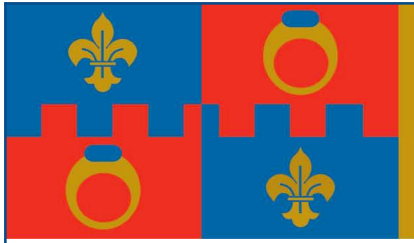
Breakthrough Insights at the Intersection of Ideas, Concepts & Cultures

- **The World is Flat, By Thomas L. Friedman**

The unplanned cascade of technological and social shifts that effectively leveled the economic world, and “accidentally made Beijing, Bangalore and Bethesda next-door neighbors.” ...

- **A Whole New Mind: Why Right-Brainers Will Rule the Future, By Daniel Pink**

The era of “left-brain” dominance, and the Information Age that it engendered, are giving way to a new world in which “right-brain” qualities-inventiveness, empathy, meaning-predominate.



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***SMART* People. *SMART* Business.**

We're your *SMART* Choice.

www.montgomerycountymd.gov/ded

Thank you – Muchas Gracias