

FIND YOUR GLOBAL BUSINESS

SUCCESS

IN MONTGOMERY COUNTY, MD



**MONTGOMERY COUNTY**  
ECONOMIC DEVELOPMENT  
CORPORATION **MARYLAND**



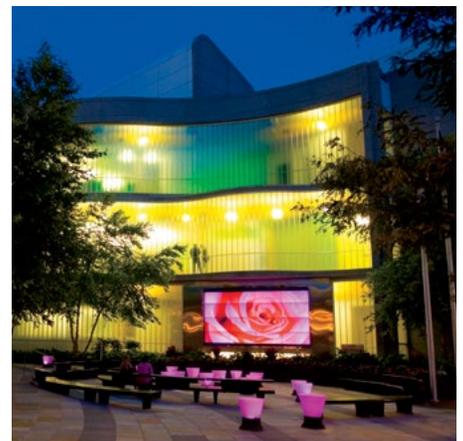
Pike & Rose



D.C. Mall



National Institutes of Health (NIH)



The BioWall at United Therapeutics



## The future of global business starts in MoCo

The Montgomery County Economic Development Corporation (MCEDC) welcomes international companies to start and grow from the bustling U.S. business corridor of Montgomery County, Maryland. With **227 internationally-owned companies and growing fast**, Montgomery County is also home to numerous local companies that do business across the globe.

Why choose Montgomery County? Companies select Montgomery County for our proximity to the nation's capital (less than 15 miles away), **easy access to 3 international airports and Baltimore's busy port, a tremendous U.S. federal agency presence, and access to abundant funding resources.** Others choose Montgomery for our stellar workforce talent pool loaded with one of the country's highest number of science, technology, engineering and math (STEM) field workers and residents with post-graduate degrees.

Montgomery County is **ready to help you reach across borders for business success.** How can we help you? We look forward to working together and welcoming you to Montgomery County, MD.

**David Petr**  
President & CEO  
MCEDC

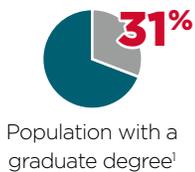


## The Future Starts Here for Global Business

Australia. Canada. Denmark. England. France. India. Japan. Countries from around the world are represented in businesses located right in Montgomery County, MD, just 15 miles from our nation's capital. With embassies, government agencies, resources and airports close by, Montgomery County is here for your global business success. Montgomery County Economic Development Corporation helps every step of the way to reach global success. From here, the world.

### 1

#### A PERFECT ADDRESS FOR INTERNATIONAL SUCCESS



### 2

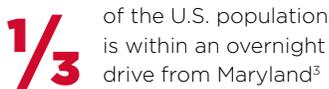
#### GLOBAL COMPANIES:

- BAE Systems
- Choice Hotels International
- GlaxoSmithKline
- Lockheed Martin
- Marriott International
- MedImmune/AstraZeneca
- Otsuka America
- Qiagen
- Sodexo
- United Therapeutics
- Westat

### 3

#### FROM HERE ACCESS BUSINESS ANYWHERE.

**Prime Location:** Our next-door neighbor is the nation's capital, and we are central to the bustling business northeast corridor.



SOURCE:  
 1 US Census 2011-2015 ACS 5-year estimates  
 2 [Biohealthinnovation.org](http://Biohealthinnovation.org)  
 3 [commerce.maryland.gov](http://commerce.maryland.gov)



# CHOOSE THE UNITED STATES

## Open for your Next Big Business Opportunity

We can help you achieve success in the booming U.S. market. With an \$18 trillion GDP and a population of more than 325 million, the U.S. is among the world's most active consumer markets. With innovation occurring in regions across the country, especially in the northeast, along with a diverse population and thriving workforce, companies of all sizes are choosing U.S. markets for new growth and success.

### STRENGTH OF FOREIGN INVESTMENT

- **FDI Strength:** Home to the largest amount of Foreign Direct Investment (FDI) in the world<sup>4</sup>
- **\$8 trillion:** Gross Domestic Product (GDP)
- **6,370,900:** U.S. workers employed by U.S. affiliates of majority foreign-owned firms<sup>5</sup>
- **\$57 billion:** Research and development (R&D) spending by U.S. affiliates of majority foreign-owned firms in 2014<sup>6</sup>
- **\$425 billion:** Contribution to U.S. goods exports by majority foreign owned firms operating in the U.S.<sup>7</sup>

More USA resources: [selectusa.gov/welcome](http://selectusa.gov/welcome)

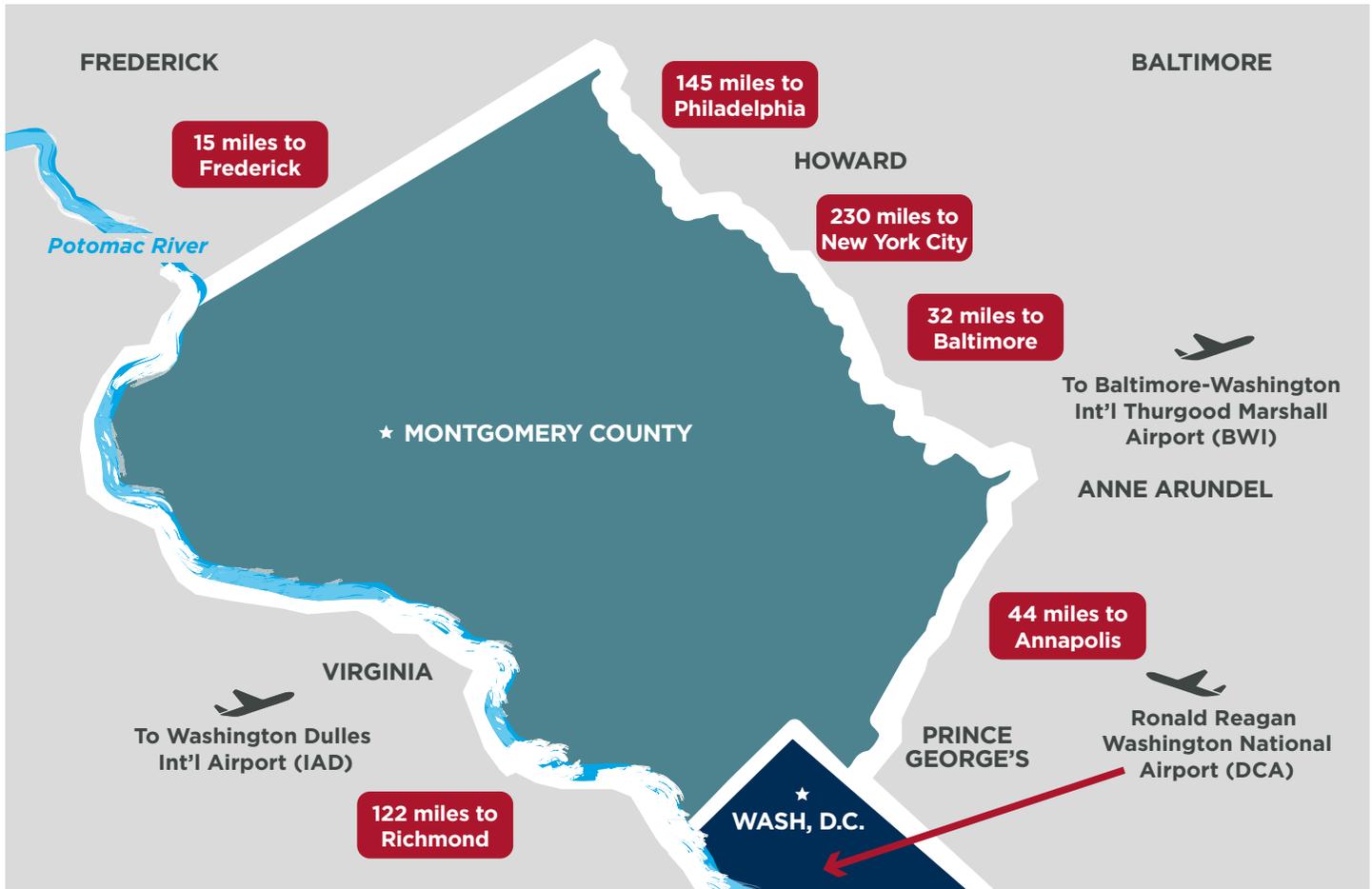
### CHOOSE MARYLAND

#### The Global Gateway to International Business

With an ideal east coast location and proximity to the nation's capital, Maryland is a hot spot for new global business with a highly skilled workforce, a strong infrastructure and access to 3 international airports. Add in close access to 176 foreign embassies and more than 60 federal institutions, and you'll see why companies are choosing Maryland as a base for global success.



### GREAT CENTRAL LOCATION FOR BUSINESS



SOURCE:  
4-6 UNCTAD (year end 2014)  
7 WalletHub

## A Thriving County for Global Business to Take Off

From a prime location in the middle of the bustling northeast corridor of the U.S., Montgomery County is booming with international business prospects. The opportunities are vast for innovation in BioHealth, cybersecurity and IT, with 31% of our residents holding post-grad degrees (the highest in the country). Add in 18 major federal government agencies located right in MoCo, abundant funding and support, and access to 3 international airports, it's easy to see how global business can soar from here.

### INTERNATIONAL AND LOCAL COMPANY STATS

	NAMES	REVENUE <sup>†</sup>	SQ. FT. <sup>8</sup>	NATION OF ORIGIN
GLOBAL COMPANIES	BAE Systems	\$17.8 B	208,120	United Kingdom
	GlaxoSmithKline	\$28 B	701,348	United Kingdom
	Macrogen	—	500	South Korea
	Open Text Software	\$1.8 B	83,737	Canada
	Qiagen	\$1.3 B	311,984	Germany
	Sodexo	€20.2 B	233,673	France
LARGE MOCO EMPLOYERS	Discovery Communications	\$6.5 B	545,690	USA
	Westat	\$495 M	535,734	USA
	Marriott International	\$14.5 B	914,281	USA
	Lockheed Martin	\$46.1 B	751,403	USA

<sup>†</sup> GSK, Source: Annual Report  
 Quiagen, Source: Annual Report

## Fastest Growing Industries

### BIOHEALTH

Qiagen, GlaxoSmithKline, Medlummune/AstraZeneca, Otsuka America, ProMetic BioTherapeutics. World-wide bio leaders are here in Montgomery County (Viva White Oak, currently in development, is expected to be a local game changer). Find a strong workforce talent pool and great job opportunities.

### CYBERSECURITY

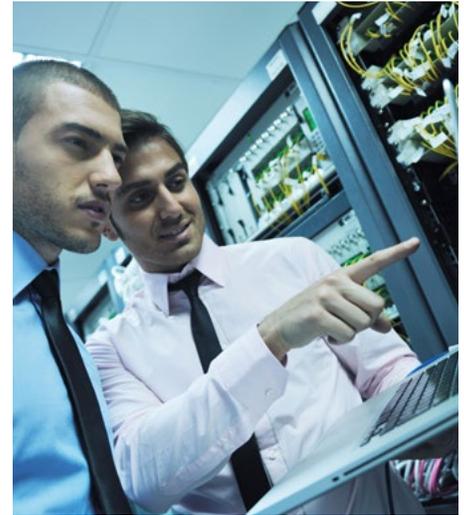
Cybersecurity is projected to reach an incredible \$202 billion by 2021. Montgomery County is fast becoming a cybersecurity tour de force, perfect for reaching the \$14 billion federal government market and the fast-growing private sector, with the National Cybersecurity Center of Excellence (NCCoE) in our backyard.

### INFORMATION TECHNOLOGY

More than 1,200 firms employ 90,000 in IT offices across Montgomery County. Well known BAE Systems has its global headquarters in the United Kingdom and four locations in Montgomery County.

### HOSPITALITY

Marriott International and Choice Hotels are two global hospitality companies that have a headquarters in MoCo. Marriott is now developing a \$600 million complex in Bethesda for 3,500 employees and Choice Hotels International is planning another expansion to its Rockville headquarters.



The county is a prime location for companies that define themselves at the important intersection of cyber, IT and healthcare.

## Federal Government Contracting

Find out more about the active federal government contracting opportunities in Montgomery County, especially given our proximity to the nation's capital. From healthcare to defense, MCEDC can help you find federal government contracts that match your expertise.

### Examples of 2015 MoCo companies with federal government contracts awarded<sup>9</sup>:

LOCKHEED MARTIN CORPORATION

**\$36,259,911,070**

BAE SYSTEMS

**\$4,436,736,025**

### CONTRACTS BY AGENCIES (2015)

- Department of Defense (\$212.5 B)
- Department of Energy (\$23 B)
- Health and Human Services (\$21 B)
- Department of Veteran Affairs (\$20 B)
- NASA (\$13 B)

SOURCE:  
<sup>8</sup> CoStar  
<sup>9</sup> "Top 100 Contractors Report Fiscal Year 2015" (XLS).  
 Federal Procurement Data System-Next Generation. General Services Administration.



**A Socially Conscious Beverage Company Takes Off from Montgomery County**

What started in Seth Goldman's home in 1997 has blossomed into an inspiring global business, with Honest Tea, Honest Kids, and Honest Fizz now available in more than 125,000 stores across the country. The company is also launching its international distribution and continues to thrive in the County thanks to a socially-conscious, highly-educated talent pool. Honest Tea has exponentially grown and expanded while keeping its world-wide headquarters in the same Bethesda zip code.



Click the arrow to watch our video, created for Honest Tea.

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*It's great for me to be able to go in and out of 3 different airports, and the train. I can move really quickly and easily around the world as I need to.*

Seth Goldman, Co-Founder and Tea-EO, Honest Tea

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## A Look at the Greater Washington, D.C. Area

Major companies from Yelp and Marriott, to Nestle and Discovery, have made the Greater Washington area their home. Why? Because they see the tremendous value that is available here. D.C.'s urban and suburban communities are leading the way in innovative, sustainable technology. From its diverse pool of professional talent, to its convenient access to key business players—there's no place in the country quite like the D.C. region.



### AWARDS

#### White Flint:

Award of Excellence from the American Planning Association

#### Rockville:

#1 Best Place to Raise a Family<sup>1</sup>  
 #13 Best Places to Live<sup>2</sup>  
 Top 30 Small Towns for Book Lovers<sup>3</sup>

#### Bethesda:

#1 Most Educated Place in America<sup>4</sup>  
 #1 Most Educated Place in America, third year running<sup>5</sup>

#### Montgomery County:

#2 Best Public Schools in the State<sup>6</sup>  
 #2 Top Digital Counties in U.S.



### DYNAMIC ECONOMY

With a regional GDP of more than \$500 billion, if the Washington area were a country, its economy would be the size of Sweden's.

Fueled by a 35% rise in population, growth is overwhelmingly through international migration and natural increase among current residents. More than 23% of the regional population is foreign born, bringing a depth of diversity that makes the region a microcosm of the country and the world.



### CONNECTIVITY

Super high-speed network connectivity covers the area with a dense mat of fiber networks and conduit that provides a rare combination of competitive, advanced telecommunication services at relatively low cost.

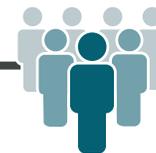
4G cellular coverage is also available from all four major wireless carriers (Verizon, AT&T, Sprint, T-Mobile). Since the launch of the County's ultraMontgomery program in 2014 to facilitate proliferation of ultra-high-speed broadband, the County has received and is processing hundreds of applications for 5G antenna systems.



### EXTENSIVE MOBILITY

The D.C. region is home to one of the top two largest transit systems in the nation, which powered nearly 180 million rail and more than 120 million bus trips in 2016 alone, reaching a 1,500 square mile area.

- Ranked as the 2nd most walkable metro area
- 33% of office, retail or multi-family space located in a pedestrian-accessible area
- A top 10 market nationally for its percentage of commuters who bike to work
- Three international airports provide for hourly shuttle flights to business hubs in New York and Boston
- A five-hour drive to seven of the top 50 MSAs in the country



### INCREDIBLE TALENT

The greater Washington area has the second highest percentage of employees working in the computer and math field of any MSA in America. It is the top-ranked location for professionals in key corporate business functions such as management, financial and legal. There are also more than 40 different universities and colleges in the region.

#### SOURCE:

- |                            |                       |
|----------------------------|-----------------------|
| 1 Livability.com 2016      | 4 Nerdwallet.com 2016 |
| 2 Livability.com 2017      | 5 Forbes 2015         |
| 3 Aboutgreatbooks.com 2016 | 6 Niche.com 2017      |



# EDUCATED WORKFORCE FEEDS THE LABOR MARKET

## Montgomery County is home to campuses of 11 higher education institutions

### UNIVERSITIES IN MONTGOMERY COUNTY CONTRIBUTE TO TOP WORKFORCE TALENT

#### ACADEMIC INSTITUTIONS

- **Johns Hopkins Montgomery County Campus** offers part-time, evening, master's degree courses in bioinformatics, biotechnology, biotechnology enterprise and entrepreneurship, regulatory science and other areas. The Center for Biotechnology Education takes the pulse of the biotech job market to ensure students get the skills they need to succeed in the biotech industry. Many faculty members are working professionals in biotechnology fields.
- **University of Maryland/Universities at Shady Grove (USG)** has 80 undergrad and graduate degree programs offered by nine University of Maryland institutions<sup>10</sup> on one convenient campus, including internationally recognized University of Maryland College Park<sup>11</sup>. USG is constructing a state-of-the-art, \$162 million biomedical sciences building to further cyber, engineering and biomedical sciences education, slated to open in 2019.
- **Montgomery College** is a top ranked community college, with numerous tracks towards degrees in fields that are in high demand, in Montgomery County and around the country.

Montgomery County is within an hour drive of the main campuses of many top-ranked universities including Georgetown University, George Washington University, American University, Howard University, University of Maryland, College Park, and Johns Hopkins University.



*Our Bioscience Education Center will fortify our workforce, from lab bench workers to the next generation of scientists... It will fuel our economy. It will drive new discoveries.*

Dr. DeRionne P. Pollard, President, Montgomery College

### HIGHEST PAYING POSITIONS<sup>12</sup> IN KEY INDUSTRIES IN MONTGOMERY COUNTY

DESCRIPTION	INDUSTRY	'16 EMPLOYED	MEDIAN HOURLY EARNINGS	TYPICAL ENTRY LEVEL EDUCATION
Obstetricians and Gynecologists	Healthcare	57	\$120.95	PhD or Professional Degree
Surgeons	Healthcare	125	\$108.32	PhD or Professional Degree
Internists, General	Healthcare	179	\$107.06	PhD or Professional Degree
Anesthesiologists	Healthcare	271	\$102.71	PhD or Professional Degree
Psychiatrists	Healthcare	58	\$ 93.74	PhD or Professional Degree
Family and General Practitioners	Healthcare	432	\$92.10	PhD or Professional Degree
Marketing Managers	BioHealth	58	\$77.17	Bachelor's degree
Marketing Managers	Finance	78	\$ 77.17	Bachelor's degree
Marketing Managers	Information Technology	57	\$77.17	Bachelor's degree
Computer and Information Systems Managers	BioHealth	114	\$72.75	Bachelor's degree

SOURCE:

<sup>10</sup> University of Maryland College Park; University of Maryland Baltimore County; University of Maryland Baltimore; University of Maryland Eastern Shore; University of Baltimore; Towson University; Bowie State University; Salisbury University; University of Maryland University College

<sup>11</sup> Ranked as 40th best university in the world (tinyurl.com/y75hpjvn)

<sup>12</sup> Highest paying jobs that employed more than 50 people in 2016



**Introducing Viva White Oak**

Imagine the groundbreaking combination of BioHealth offices, wet labs, residences, hotels & restaurants, and outdoor spaces all in one inclusive zip code — with VIP neighbors including the new FDA headquarters<sup>1</sup> and Adventist Healthcare. That's the ambitious, on-track plan for Viva White Oak, an exciting Public-Private Partnership with Montgomery County, Maryland and the U.S. Food and Drug Administration (FDA).

- 300-Acre, mixed-use campus with an academic campus, labs & office space, and 5,000 residences
- Hotel/conference center, retail, restaurants, community and beautifully integrated outdoor spaces
- 12 Million Sq. Ft. adjacent to the FDA's Northeast entrance gates creating excellent opportunities for collaboration
- Adventist Healthcare will add economic and job growth to the region with its \$331 million project for the new Washington Adventist Hospital. The hospital will expand access to patient care in the region and become a great partner in East County's Viva White Oak area.

**THE OPPORTUNITY**

Viva White Oak is ideally positioned to become one of the world's next great hubs for research and discovery, and a great place to reside or do business in a mixed-use, walkable, 21st century community. As Montgomery County continues its ascent as a premiere BioHealth cluster in the country, White Oak is building into a prominent community for cutting edge research and life science excellence.

- First permanent on-campus office and lab buildings projected to be ready for occupancy by 2022

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***With the consolidation of the FDA Headquarters, the expansion of Washington Adventist Hospital, and the planned 300-acre VIVA White Oak™ mixed-use community with a biomedical and biotechnological emphasis, White Oak has a unique opportunity to create one of the world's most significant biomedical clusters.***

Isiah Leggett, County Executive,  
Montgomery County, MD Government

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Academic Campus



Hotel / Conference Center / Labs / Offices



Shops / Restaurants / Entertainment Venues

Created by private developer Global LifeSci Development Corporation and The IV2 Alliance Inc.

‡ The foregoing information is not intended to imply per se any exclusive relationship with, or specific endorsement by, the U.S. FDA.



Montgomery County supports your global enterprise with federal, state and county incentives to help pave the way to your successful venture.

### FEDERAL INCENTIVES

**EB-5 program:** Created by Congress in 1990 to stimulate the U.S. economy through job creation and capital investment by foreign investors.

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### STATE OF MARYLAND INCENTIVES

**Maryland Economic Development Assistance Authority and Fund:** A flexible and broad-based program, MEDAAF funds grants, loans and investments to support a variety of economic development initiatives.

**Job Creation Tax Credit:** New companies with at least 60 employees can receive tax credits of up to \$1k per employee, up to \$1 million per company per year.

**Brownfields Revitalization Incentive Program:** Companies that revitalize a Brownfield site can receive a real property tax credit of 50 to 70% off the increased site value for 5 years.

**Research and Development Tax Credit:** Companies can receive tax credits on up to 10% of eligible Research and Development expenses.

**Biotechnology Investment Incentive Tax Credit:** Provides an income tax credit equal to 50% of an eligible investment in a Qualified Maryland Biotechnology Company (QMBC) up to \$250,000 for each QMBC per fiscal year.

**Cybersecurity Investment Incentive Tax Credit:** Qualified Maryland Cybersecurity Companies can receive a tax credit equal to 33% of an eligible investment; up to \$250,000 for each investor.

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### STATE OF MARYLAND RESOURCES

**MI2 Incubator:** Connects Maryland and International companies for successful joint ventures through a targeted array of business services, state-of-the-art facilities, and world-class resources.

**TEDCO:** An independent organization that is Maryland's lead source for entrepreneurial business assistance and seed funding for the development of startup companies in Maryland's innovation economy.

**Dingman Center Angels (UMD):** MD-based angel investment group provides early-stage funding. Invests \$100,000 to \$1,000,000 in seed/early stage companies.

**Momentum Fund (UMD):** A new, \$25 million early-stage investment fund filling gaps in the funding continuum to propel Maryland Universities' most innovative ideas into the marketplace.

**MD Venture Fund:** Early-stage, evergreen venture capital fund dedicated to growing businesses in Maryland. Initial funding ranges from \$.5-1.5 million.

### MONTGOMERY COUNTY INCENTIVES

**Biotechnology Investor Incentive Program:** Supplemental grant available to investors in biotechnology companies located in the county. Approved investors that receive Maryland State tax credits will automatically receive the supplemental grant.

**Montgomery County MOVE Program:** Grants of up to \$8 per square foot of Class A or B office space, or lab space.

**Gaithersburg Economic Development Opportunities Fund:** Cash assistance for larger companies to relocate or expand within the City of Gaithersburg.

**Rockville MOVE Program:** Grants of up to \$4 per square foot of Class A or B office space in the City of Rockville. May be used in addition to Montgomery County MOVE.

**Montgomery County New Jobs Tax Credits:** Companies with more than 25 employees that take at least 5k square feet in a new building can receive 6 years of tax credits.

**Cybersecurity Tax Credit Supplement Program:** A local supplement to the Maryland Cybersecurity Investment Incentive Tax Credit. Approved investors that receive Maryland State tax credits will automatically receive the supplemental grant.

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### GRANT AND LOAN PROGRAM

**Montgomery County Economic Development Grant and Loan Program (EDF):** Financial assistance to established private employers who retain and/or stimulate significant new job creation in Montgomery County.

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### MONTGOMERY COUNTY RESOURCE

**BioHealth Innovation:** A private-public partnership serving as an innovation intermediary to advance local technologies, assets and resources; accelerate innovation; and globally connect sectors, industries, communities, and markets.



**REGIONALLY COMPETITIVE TAX STRUCTURE**

Montgomery County is a national leader in developing progressive policies to enhance quality of life. Our community protects the environment through forest conservation easements, increasing permeable surfaces on building areas, and a density transfer program to help protect our county's agricultural land from over-development.

We enhance urban areas through ensuring quality schools, public spaces, and traffic mitigation strategies exist before implementing new development and redevelopment. Even with important enhancement policies in place, our average weighted tax rates are regionally competitive. For BioHealth facility construction, Montgomery County waives all transportation impact fees<sup>7</sup> to lighten the financial impact.

*We are delighted to open our new facility in Rockville, GSK's first dedicated vaccines R&D center in the US... It places GSK at the heart of a dynamic and cutting edge bioscience hub in Washington, D.C.*

Luc Debruyne, President, GSK Vaccines

**AVERAGE WEIGHTED BUSINESS TAXES IN WASHINGTON DC REGION<sup>13</sup>**

<b>Weighted Personal Property Tax Rates</b>	2.585%	3.400%	4.570%	3.181%
<b>Weighted Real Property Tax Rates (per \$100 assessed value)</b>	\$1.10* (\$0.003-\$0.732)**	Class II Commercial: \$1.85 Class III (vacant): \$5.00 Class IV (blighted): \$10.00	\$1.114	\$1.072* (\$0.895-\$1.069)**
<b>Gross Receipts Tax</b>	\$0—does not exist in Maryland	\$5M-\$8M in Receipts: \$5,500 \$8,000,001-\$12M in Receipts: \$10,800 \$12,000,001-\$16M in Receipts: \$14,000 \$16,000,001 + Tax \$16,500	\$0.03-\$0.58 per \$100 in revenues	\$0—does not exist in Maryland

\* Includes State of Maryland Property Taxes

\*\* Range of potential additional municipal and special taxing district taxes



SOURCE:

13 Individual and Business Tax Burdens in Local Jurisdictions 2016-17, Montgomery County Office of Legislative Oversight



# TRANSPORTATION

## From Here, Do Business Anywhere



### 3 International Airports within a 30-mile radius

- BWI, DCA and IAD — over 1,000 daily flights combined
- 71 to 84 domestic destinations
- Up to 49 international destinations including Beijing, Seoul, Dubai, Addis Ababa and São Paulo



### MARC Train and Amtrak

MARC provides efficient, state-wide transportation for commuters coming in and out of the county. Stops in the residential and commercial centers of Gaithersburg, Germantown, Rockville and Silver Spring, MD. Amtrak has multiple routes along the busy northeast corridor.



### Metro and Buses

Metrail has many stops throughout the county and across the greater Washington, D.C. area, along with abundant routes for metro buses and local Ride On buses.



### BRT Coming to Montgomery County

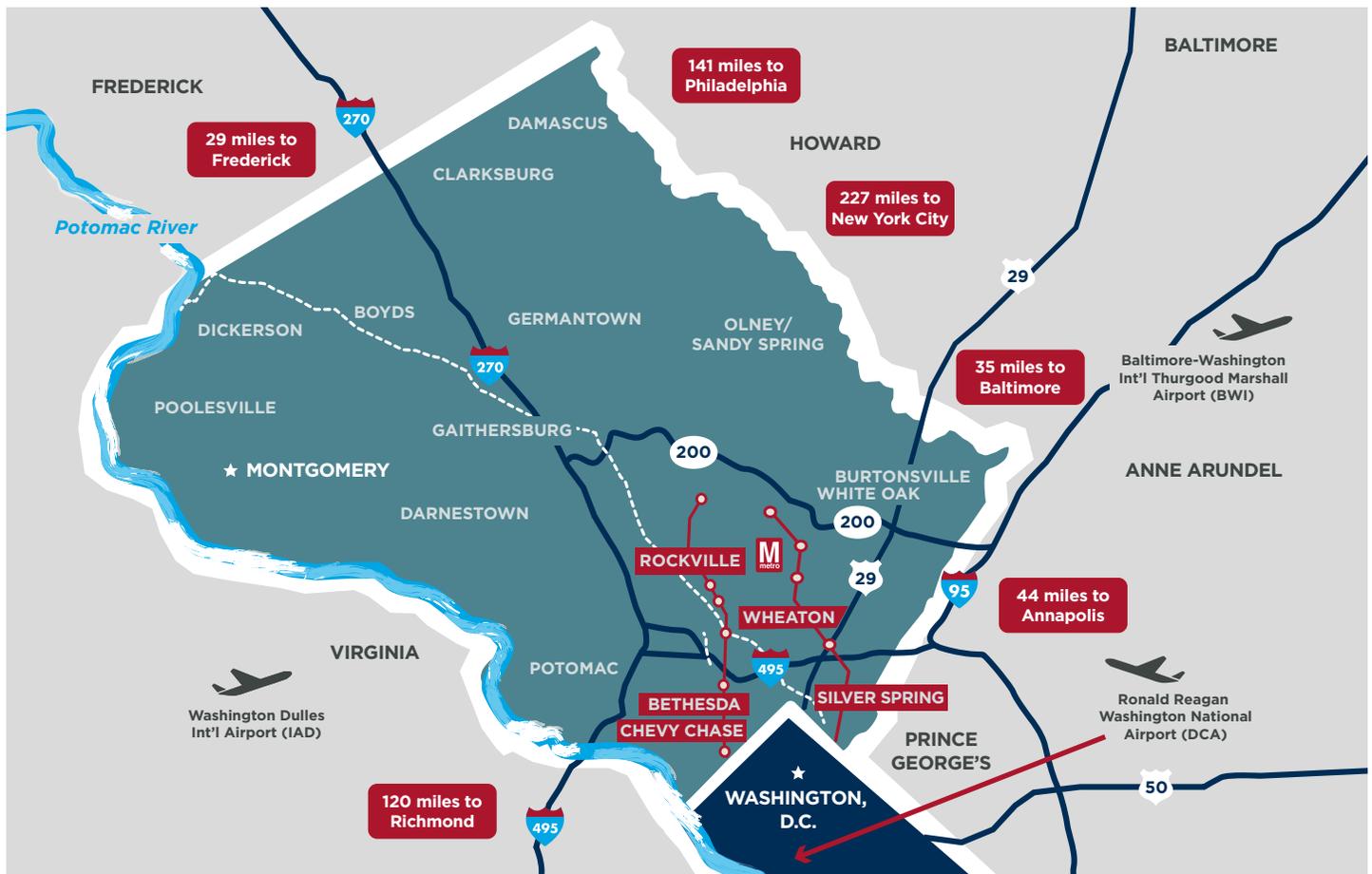
BRT is a state-of-the-art, mass transportation system coming to the county in 2020 to increase commuter efficiency in Maryland.



### Port of Baltimore

The number one roll-on/roll-off port in the U.S. and one of America's busiest international deepwater ports, closer to the Midwest than any other Atlantic seaport. It is also a key northeast area shipping port for imports/exports.

## MONTGOMERY COUNTY, MD TRANSPORTATION ROUTES



**LEGEND** --- Railways — Interstates — Metro  
City mileage from Rockville, MD



### A Diverse, Multi-Cultural Community Welcomes You

Welcome to Montgomery, a multi-cultural, diverse county with a quality of life that cannot be beat. Maryland's largest county has unique communities each with charm and personality of their own. Along with the smartest residents, we have world-class cultural attractions, abundant parkland and excellent transportation to get you around.

#### DIVERSE COMMUNITIES

From vibrant, urban districts like Bethesda, Silver Spring, Kensington and Wheaton to rustic open living spaces in Darnestown and Poolesville, there is a neighborhood for everyone in Montgomery County. We have many mixed use, sustainable communities popping up like Pike & Rose, Downtown Crown, White Flint and White Oak. Our county seat, Rockville, combines historic charm with a growing business and retail district.

- **4 of the 10 most culturally diverse communities in the U.S.** are in Montgomery County: Germantown #2, Gaithersburg #3, Silver Spring #4, Rockville #9<sup>14</sup>
- Virtually every nation is represented in our communities and **residents speaking over 130 languages at home**<sup>15</sup>

#### TOP SCHOOLS IN THE NATION

- Montgomery County Public Schools are consistently among the top public school systems in the United States. An impressive **36 schools in the County are National Blue Ribbon Schools.**

#### EXPLORE OUR GREENSPACE

- **34,000 acres of parkland** in the Montgomery Parks system
- **189 miles of natural and paved trails;** 305 tennis courts; 500+ lakes; 289 playgrounds; 296 athletic fields; Hundreds of other recreational amenities<sup>16</sup>
- **400 parks,** 2 national parks, Glen Echo Park and Chesapeake & Ohio Canal National Historic Park<sup>17</sup>
- **93,000 acres of farmland** in the Agricultural Reserve
- Agribusiness is growing in the county and continues to provide a rich bounty with 561 farms and 350 horticultural companies. Enjoy the fruits of the labor by visiting local farms and farmers' markets throughout the area. From fruit and pumpkin picking to homemade ice cream and robotic milking, Agribusiness has a rich heritage and a promising future.

#### DINING AND ENTERTAINMENT

- From **cutting-edge culinary trends to ethnic restaurants** representing virtually every culture, Montgomery County has vibrant restaurants throughout the area. Also growing are microbreweries and wineries.
- **A lively arts scene with world-class performing arts** organizations residing here. These include the Music Center at Strathmore, second home to the Baltimore Symphony Orchestra, along with the Fillmore, AFI Silver, Olney Theatre Center and many more.



Brookside Gardens



Pike & Rose

SOURCE:  
<sup>14</sup> [WalletHub, 2017's Most & Least Culturally Diverse Cities](http://www.wallethub.com/2017/05/17/most-and-least-culturally-diverse-cities/) (tinyurl.com/ox6qe2y)  
<sup>15</sup> [Montgomery County Public Schools](http://www.montgomeryschoolsmd.org/about/) (montgomeryschoolsmd.org/about/)  
<sup>16</sup> [Montgomery Parks](http://www.montgomeryparks.org/about/parks/) (http://www.montgomeryparks.org/about/parks/)  
<sup>17</sup> [Maryland Manual On-line, A Guide to Maryland and Its Government](http://www.maryland.gov/) (tinyurl.com/ya97nwex)



## HOW MCEDC HELPS

### MCEDC is Montgomery County's Economic Engine for Business Development

#### OUR PEOPLE KNOW PEOPLE

Our business retention and recruitment experts are ready to help you reach business growth in Montgomery County. With decades of business experience on our team in the County and throughout the region, MCEDC is ready to help **connect you to valuable resources, locations, potential partners, networking opportunities** and more. If we don't have it, we'll find it for you.

#### MAKE IMPORTANT CONNECTIONS AND GATHER MARKET INFORMATION

Using our wide-ranging network, we can connect you to potential partners and investors, professional service providers, accelerators and innovation centers, and networking. **Tap our experts for business and market intelligence** to help you make important decisions and assess current market conditions. Reach out and let us help you connect.

#### ATTRACT A TOP-TIER WORKFORCE

Your business success starts with our smart potential workforce, where **31% of Montgomery County residents hold a post-grad degree and almost 60% of our residents have a bachelor's degree**. MCEDC partners with colleges and universities to help you source the best talent. We are a 'go-to' resource that links the local and regional workforce pipeline to companies to fuel success.

#### FIND THE PERFECT BUSINESS ADDRESS

We can assist you with finding the **perfect location from site selection to knowing early about available commercial properties**. Whether you are considering starting a business here, moving into the county, or expanding within your current location, we can help. We'll help you find the address of choice that can lead to great business success in the county.

#### EXPLORE AVAILABLE INCENTIVES

Find out about current **incentive programs from the county and the state**, along with licensing, permitting and zoning information. Many incentives, tax credits and other help is available—and our business development team can help you find assistance.

#### WORKSOURCE MONTGOMERY CONNECTS BUSINESS TO TALENT

WorkSource Montgomery is an MCEDC partner that expands its efforts to address talent development in East County, and particularly White Oak. We **assist businesses in this area find a highly talented workforce** that will allow them to accomplish their goals. This area has a wealth of residents who possess skills that are assets to local employers and recognize the community of people who need access to education and training programs to help them develop the expertise.

WorkSource Montgomery helps to strengthen individuals at all job levels through career advancement, working directly with businesses to ensure a strong talent pool for in-demand occupations.





**Your Business Champions**

The Montgomery County Economic Development Corporation (MCEDC) welcomes you to reach out with any questions or needs. We can help you do business across the globe from your Montgomery County location, offering many free and confidential services and resources to help companies of all sizes. We look forward to hearing from you.



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As the President and CEO of MCEDC, David develops innovative strategies, strengthens partnerships and promotes Montgomery County as a great place to do business. He leads the MCEDC effort to help businesses start, relocate and expand in the county. He regularly meets with hundreds of businesses, associations and community partners to better understand their priorities to help shape successful strategies.

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Lynne Stein Benzion is MCEDC's Director of Business Retention and Expansion, with many years of experience in the economic development arena and deep roots in the local Montgomery County business community. She visualizes the true potential of MCEDC as a regional and national leader that capitalizes on the county's cultural diversity to help new ideas and industries grow and thrive.

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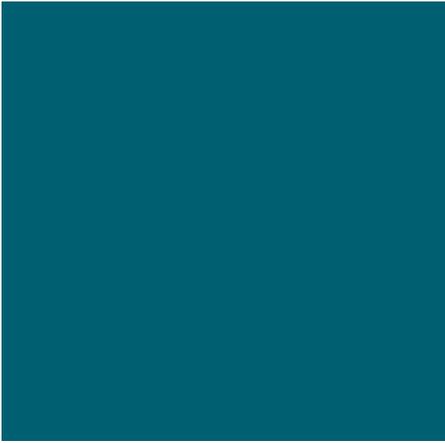


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Spiros Balntas is the Director of Business Recruitment, working to transform MCEDC into one of the most competitive economic development agencies in the country. He comes to MCEDC with a diverse range of economic growth experience, having served in business development capacities both nationally and internationally. He speaks four languages, a distinct advantage in a multi-cultural county like Montgomery.

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Resources:  
[Select USA \(selectusa.gov/welcome\)](http://selectusa.gov/welcome)  
International Investment and Trade, Maryland Department of Commerce  
[A Basic Guide to Exporting \(tinyurl.com/yb3clmce\)](http://tinyurl.com/yb3clmce), U.S. Department of Commerce  
Export Programs Guide, International Trade Administration  
[Trade Finance Guide \(tinyurl.com/yc59orku\)](http://tinyurl.com/yc59orku), International Trade Administration  
[Archived Webinars on Exporting \(tinyurl.com/ydy7m8nl\)](http://tinyurl.com/ydy7m8nl), U.S. Department of Commerce  
[NCCoE \(nccoe.nist.gov/\)](http://nccoe.nist.gov/)  
[BioHealth Innovation \(biohealthinnovation.org/\)](http://biohealthinnovation.org/)



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