

Briefing

MEMORANDUM

TO: Planning, Housing and Economic Development Committee

FROM: Justina J. Ferber,  Legislative Analyst

SUBJECT: **Briefing:** Economic Development Work Plan 2011

Committee Chair Nancy Floreen has requested the Department of Economic Development brief the PHED Committee on its Work Plan.

A copy of the Work Plan is attached at ©1.

Highlights of companies assisted by DED from January 1 to December 31, 2010 are included in the packet.

DED Director Silverman has also included PowerPoint data for the presentation:

- Top 200 Employers
- Commercial Vacancies
- New Residential Starts

VISION

County Executive Leggett's economic development vision for Montgomery County is a globally competitive and highly diversified knowledge-based economy that provides for the retention and growth of existing companies, stimulates new job creation and enhances entrepreneurial opportunities

FOUR GOALS

1. Retain and grow existing businesses, strategically attract new ones, and enhance entrepreneurial opportunities; work to ensure that all business sectors benefit from the knowledge-based economy

2. Adapt to a more competitive business climate by creating an environment where knowledge-based industries and small businesses thrive

3. Foster creative and strong partnerships with academia, the federal research community, the private sector and various levels of government to pursue innovative projects, policies and best practices that support business growth and expansion

4. Establish global linkages to facilitate business opportunities abroad, attract international investment to Montgomery County, and foster trade and joint ventures for Montgomery County businesses

ACTION ITEMS

1-1. Execute an aggressive business visitation program for major accounts and companies that have high-wage jobs in the target market segments

2-1. Focus on developing industry-based clusters as a means of growing the local economic base

3-1. Build on the Presence of Federal Agencies and Research and Development Facilities within the County

4.1 Facilitate international business opportunities for County companies seeking to partner or expand globally

1-2. Create more opportunities for Montgomery County companies to identify and compete for Federal, State, and local government and private sector contracts and grants

2-2. Foster the ongoing growth and viability of the County's small business community

3-2. Engage in public-private projects to revitalize the County's town centers and provide for strategic redevelopment opportunities

4.2 Proactively attract foreign direct investment to Montgomery County

1-3. Develop and implement a targeted marketing strategy to help local businesses succeed in the local, regional, and global marketplace, and to attract new investment capital into the County

2-3. Enhance the development and availability of knowledge-based workers so that employers and workers can advance in today's economy

1-4. Develop and implement a targeted marketing strategy so that local businesses are aware of available Federal, State, and County programs and services designed to assist them

2-4. Cultivate the climate for entrepreneurial growth and expansion within the County

1-5. Proactively recruit firms in targeted industry sectors, especially bio-pharma, aerospace, communications, advanced technology applications, green technology, professional services, and government contracting

2-5. Working with partners in the private sector, educational institutions, and government, develop capital projects that are responsive to the needs of key industry clusters

A Vision For Economic Development --Major Goals, Action Items, Implementation Strategies, Time Line and Resource Requirements

Time Line	Goal 1: Retain and grow existing businesses, strategically attract new ones, and enhance entrepreneurial opportunities.	Resources	
		Currently Available	To be Acquired/Sought
	Action Item 1: Execute an aggressive business visitation program for major accounts and companies that have high-wage jobs in the target market segments.		
on-going	A Develop a major accounts program to retain the County's top 100 private sector employers (by jobs) and strategic/emerging industry leaders, activities to include:		
on-going	▪ Data on all federal employers (leased space, employee count, expansion plan/need) has been collected and is regularly maintained.	Yes, staff time	None
on-going	▪ 128 top employers and 130 strategic industry accounts assigned each DED business development specialist so they can initiate the business call mission involving the County Executive and the DED Director. Based on the company's needs, including expansion options, DED will involve other County agencies.	Yes, 5 BDS staff	None
on-going	▪ Identify systematic changes to County policies and regulations that are needed to retain major employers. Pursue these modifications through legislation and changes to standard County operating procedures.	Yes, staff time	None
on-going	▪ Work with other key County agencies (i.e. M-NCPPC, Department of Permitting Services) to identify ways to fast track strategic County economic development projects.	Yes, staff time	None
	Action Item 2. Create more opportunities for Montgomery County companies to identify and compete for Federal, State, and local government and private sector contracts and grants.		
launched in 1Q FY10	A Develop and maintain a web-based system whereby County firms can identify, partner, and compete for Federal and County contracts and grants, particularly those available through the American Recovery and Reinvestment Act.	Yes, acquired license	\$20,000 for expansion
on-going	B Developed a plan for a Veterans Business Initiative that will create a forum that will enable veteran owned businesses to compete for, and win more contracts. In the process of developing a comprehensive marketing plan to increase the number of small businesses in the Local Small Business Reserve (LSBRP) and Minority Female Disabled (MFD) Programs.	Yes, staff time and marketing funds	None
end of FY10	C Implement a mentor-protégé program for government contracting by working with local and State government contractors.	Yes, staff time	None
on-going	D Currently scheduling a briefing of all U.S. Small Business Administration (SBA) 8A firms to provide information and contracting opportunities for the LSBRP Program, Montgomery College and the Montgomery County Public Schools.	Yes, staff time	None
	Action Item 3. Develop and implement a targeted marketing strategy to help local businesses succeed in the local, regional, and global marketplace, and to attract new capital investment.		
on-going	A Attract new investment capital into the County	Yes, staff time	Partners/seed \$ TBD
completed/on-going	B ES202 Database: Under contract with the State DLR, has been acquired in 3rd Quarter FY10 and DED is currently converting the database for automated modules	Yes, staff time	\$15-\$20,000 if purchased
1Q FY12	C Revamp the Department's web site to provide for a more interactive experience for visitors. Content development completed, undergoing contractor selection for the final design.	Yes, staff time and \$25-\$35,000 in marketing funds for first live site	If GIS component is added, then \$100,000
by 4Q FY11	D Engage web audiences through the use of new technology platforms such as Internet 2.0.	Yes, staff time	None
on-going	E DED has also established two Facebook pages: a general economic development page: http://www.facebook.com/pages/Montgomery-County-MD-Green-Economic-Development/165614706795937#/?sk=wall and a Green Economic Development Facebook page: http://www.facebook.com/pages/Montgomery-County-MD-Department-of-Economic-Development/126002510789868	Yes, staff time for now	TBD
	Action Item 4. Develop and implement a targeted marketing strategy so that local businesses are aware of available public sector programs and services designed to assist them.		
on-going	A Acquire or build a comprehensive database of Montgomery County companies so that DED can communicate with the local business community and facilitate communication among companies—underway with ES202 acquisition.	Yes, staff time	same as ES 202
completed/on-going	B DED staff is developing a weekly digest that will aggregate economic development-related news articles from a range of online sources. This 'e-digest' will highlight key discussion points, helping DED staff and senior management to keep current on industry news and trends, best practices and newsmakers. The e-digest can also be disseminated to Council members and staff, senior Executive Branch decision makers, and DED's private sector partners.	Yes, staff time	None
	Action Item 5. Proactively recruit firms in targeted industry sectors, especially bio-pharma, aerospace, communications, advanced technology applications, green technology, professional services, and government contracting.		
on-going	A In partnership with industry leaders, clearly identify and articulate industry-specific strengths and weaknesses and conduct cluster analyses to identify strategic targets that will enhance the quality and quantity of clusters.	Yes, staff time and nominal \$ for meetings	
on-going	B Based on these analyses and recommendations, identify and selectively participate in regional, national, and global biotech, IT and aerospace networking events, trade shows/conferences, and business missions.	Limited marketing funds	Marketing Funds

A Vision For Economic Development --Major Goals, Action Items, Implementation Strategies, Time Line and Resource Requirements

Time Line	Goal 2: Adapt to a more competitive business climate by creating an environment where knowledge-based industries and small businesses thrive.		Resources	
			Currently Available	To be Acquired/Sought
Action Item 1. Focus on developing industry-based clusters as a means of growing the local economic base.				
complete planning by 4Q FY11	A	Cultivate existing and emerging industry clusters by conducting small focus groups in order to identify ways the County can grow and strengthen a particular cluster. Focus groups to be convened include community banks, information technology, car dealerships, realtors, general contractors, residential and commercial builders, arts and not-for-profit organizations.	Yes, staff time and nominal \$ for meetings	None
on-going	B	The Inter-Agency Green Team, comprised of representatives from DED, DEP, DGS (Facilities Management and Procurement), DPS, MCPS, the Department of Planning and the Department of Transportation are meeting on a bi-monthly basis to prioritize and coordinate implementation of the Green Economy Task Force's recommendations.	Yes, staff time	TBD based on recommendations
on-going/4Q FY11	C	The County has been providing financial and in-kind technical support to MCEC since its establishment in 2009. The Executive Branch is currently assessing how and at what level to continue this support beyond FY 11. DED is also working with Marriott to bring the (fall) 2011 Maryland Clean Energy Center to the Bethesda North Conference Center.	Yes, staff time	TBD
completed	D	Create industry-focused teams within DED for business development purposes such as a "Life Sciences Team" and an "Advanced Technologies Team."	Yes, staff time	Staff w/technical expertise
on-going	E	DED is actively engaged in the Zoning Rewrite process, participating in meetings with Planning staff and consultants, providing feedback and soliciting external stakeholder input on proposed zoning changes.	Yes, staff time	None
Action Item 2. Foster the ongoing growth and viability of the County's small business community				
on-going	A	Hold focus groups with small business owners in order to identify local government impediments to establishing and expanding a business. Identify systematic changes to County policies and regulations that are needed to retain small employers. Pursue these modifications through legislation and changes to standard County operating procedures.	Yes, staff time	None
planning by 3Q FY11, on-going	B	Institute a "Buy Local" Program, whereby information about contracting opportunities available from large private County companies is disseminated to small firms, and large County companies are encouraged to buy from local small businesses.	Yes, staff time and nominal \$ for meetings	None
on-going	C	Facilitate and enhance relationships among small and minority businesses and other strategic partners by attending and participating in outreach events that promote the visibility of DED and the services that are available. An emphasis will be placed on introducing entrepreneurs to available public and private resources to foster sustainability and growth.	Yes, staff time	None
on-going	D	Widely distribute marketing and resource materials designed exclusively for small businesses. In order to accomplish this, develop a comprehensive database of small and minority companies.	Yes, staff time and marketing funds	None
on-going	E	Strengthen the partnership with, and develop joint outreach events with the Office of Procurement and other partners to better promote available contracting opportunities, particularly those available through the Local Small Business Reserve Program. Promote local business participation in the Small Business Reserve Program.	Yes, staff time	None
on-going	F	Develop a series of financial presentations to strengthen entrepreneurs' qualifications to obtain funding--Eight events averaging 50 attendees and 8-10 Financial Institution were held since FY10. These events not only prepares small business owners for future bank financing but also allows them to discuss their loan application during the program with the participating lender.	Yes, staff time	None
on-going	G	Ten (10) businesses graduated from the 2010 mentorship Program, and twelve (12) new participants have joined the 2011 mentorship program.	Yes, staff time	None
Action Item 3. Enhance the development and availability of knowledge-based workers so that employers and workers can advance in today's economy.				
on-going by 4Q FY11	A	Continue to improve on the services offered by MontgomeryWorks; relocate the LakeForest One-Stop Center to the Up-County RSC.	Yes, staff & grants \$	None
on-going	B	Implement employment and training programs which have been funded through ARRA.	Yes, staff & grants \$	None
on-going	C	Organize and sponsor job fairs, recruitments, events and conferences that will meet the needs of County businesses.	Yes, staff & grants \$	None
completed	D	Strategic Plan has been completed and improved by the Workforce Investment Board in September 2010.	Yes, staff & grants \$	None
on-going	E	The identification of the industry sectors and using them comes from the strategic plan but implementation has been delayed due to contracting issue with consultant. The regional work is being explored with other local workforce investment areas in the region.	Yes, staff & grants \$	None
on-going	F	Explore other funding opportunities (private, discretionary Federal grants and the like) for workforce development programs.	Yes, staff & grants \$	Matching funds- TBD
on-going	G	Advocate for greater funding for Maryland Business Works--Due to the cuts by the federal government, reduced funding expected in FY12.	Yes, staff & grants \$	None
on-going	H	Work with Montgomery College, the Universities at Shady Grove, the Johns Hopkins University and the business community to align workforce services with targeted industry clusters and actively seek industry input in the development of training curricula and course offerings.	Yes, staff & grants \$	None

A Vision For Economic Development --Major Goals, Action Items, Implementation Strategies, Time Line and Resource Requirements

Prepared by DED for 7/26/2008 PHED Committee Meeting

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Time Line	Goal 2: Adapt to a more competitive business climate by creating an environment where knowledge-based industries and small businesses thrive.		Resources	
	Action Item 4. Cultivate the climate for entrepreneurial growth and expansion within the County			
by 2Q FY12	A	Identify and compile a list of available industry-specific resources for entrepreneurs, forge partnerships with these resources, and devise a delivery system to increase entrepreneurs' access to these resources.	Yes, staff time	Possible license and/or subscription fees TBD
on-going	B	Expand the services and values provided through the County's Business Innovation Network to a broader entrepreneurial community.	Yes staff time	None

A Vision For Economic Development --Major Goals, Action Items, Implementation Strategies, Time Line and Resource Requirements

Time Line		Goal 2--continued: Adapt to a more competitive business climate by creating an environment where knowledge-based industries and small businesses thrive.	Resources	
Action Item 4--continued. Cultivate the climate for entrepreneurial growth and expansion within the County			Currently Available	To be Acquired/Sought
on-going	C	Identify mechanisms that can be implemented to make the County's Business Innovation Network (five successful incubators) more operationally efficient. Explore the potential of managing an incubator, on a pilot basis, through a public-private partnership. Develop and pursue vehicles to create networking opportunities for current incubator tenants and graduates; the goal being to enhance the success of entrepreneurial start-ups.	Yes, staff time and possible hiring of consultant	None
on-going	D	Share information about entrepreneurs with prospective venture capitalists, angel investors and other backers, and facilitate new companies' access to financial resources.	Yes, staff time	None
on-going	E	Identify all governmental and private funding opportunities and match companies with these opportunities.	Yes, staff time	None
Action Item 5. Working with partners in the private sector, educational institutions, and government, develop capital projects that are responsive to the needs of key industry clusters.			Currently Available	To be Acquired/Sought
completed	A	Position the Shady Grove Life Sciences Center (GSLSC) for expansion by advocating for increased density through the development of the Gaithersburg West Master Plan--Great Seneca Corridor Master Plan adopted.	Yes, staff time	None
on-going	B	In partnership with the Johns Hopkins University and the Universities at Shady Grove, support the development of a global science center in the Gaithersburg West planning area where research can be translated into marketable products and processes within the context of a vibrant live/work community.	Yes, staff time	TBD
on-going	C	Continue efforts to redevelop the 115-acre Site II property, which neighbors the consolidated FDA campus and the proposed Adventist Hospital in the eastern portion of the County, as a science and technology-focused office park. Continue and complete participation in the Maryland Voluntary Clean-Up Program. Identify necessary infrastructure requirements for the project.	Yes, staff time	Continued funding for the planning CIP
on-going	D	Support the creation of a science and technology park at the Germantown campus of Montgomery College that will harness the synergies of academia, government, health care and business.	Yes, staff time	TBD
Time Line		Goal 3: Foster creative and strong partnerships with academia, Federal researchers, the private sector, non-profits and various levels of government to pursue innovative projects, policies and best practices that support business growth and expansion.	Resources	
Action Item 1. A. Build on the Presence of Federal Agencies and Research and Development Facilities within the County.			Currently Available	To be Acquired/Sought
completed	A	CE and DED Director have visited all federal agencies in the County as a first step to building a stronger relationship with each institution.	Yes, staff time	None
completed/on-going	B	A main point of contact has been identified and established within each federal installation. We are continuing to work closely with federal agencies to meet their needs and identify potential partnership opportunities.	Yes, staff time	None
completed/on-going	C	A lobbyist has been hired and has been very actively and productively working with DED on all federal leasing issues. A very successful Federal Leasing Outlook Forum was organized to address the current leasing issues in GSA leasing policies. DED team in partnership with the lobbyist works with our congressional delegation to address the GSA rent cap disparities for local jurisdictions.	Yes, staff time and funding	DED and HHS
completed/on-going	D	Established the Welcome Center for Federal and Academic Technology Transfer on September 29, 2010. Since then the Welcome Center has hosted 6 consecutive programs through our Tech Transfer Speakers Series and has launched www.techtransferconnection.com as a tech transfer webportal. We have already hosted over 130 attendees at the Speakers Series	Yes, staff time	None
on-going	E	Cultivate relationships with academic institutions that receive federal funding.	Yes, staff time	None
on-going	F	Pursue those activities highlighted in Goal 1B that will create more opportunities for County companies to compete for Federal grants and contracts.	Yes, staff time	None
Action Item 2. Engage in public-private projects to revitalize the County's town centers and provide for strategic redevelopment opportunities.			Currently Available	To be Acquired/Sought
on-going	A	Work with County agencies (i.e. M-NCPPC, DPS, DOT and the like) to conduct a comprehensive review of the County's development review process. Recommendations underway for new fee structure and efficient process.	Yes, staff time	None
on-going	B	DED is actively engaged in the inter-agency planning and design discussions for the B.F. Saul redevelopment project. DED Director Steve Silverman served on the QSC that selected B.F. Saul as the Public Team's development partner, and DED staff participates in regularly scheduled conference calls and meetings on issues ranging from potential public amenities to concept plans for the new Wheaton downtown.	Yes, staff time	None
on-going	C	DED is coordinating with the Office of the Executive, the Office of the County Attorney and DOT on an RFP for consulting services to help the County determine the highest and best use of the remaining undeveloped portion of the Conference Center site, which is across the street from the White Flint Metro station and is zoned CR 4 in the new White Flint Sector Plan. RFP will be issued in the first quarter of FY 12	Yes, staff time	None

A Vision For Economic Development --Major Goals, Action Items, Implementation Strategies, Time Line and Resource Requirements

Time Line	Goal 4: Create value for County companies by facilitating business opportunities abroad and by attracting global investment in Montgomery County.		Resources	
			Currently Available	To be Acquired/Sought
Action Item 1. Facilitate international business opportunities for County companies seeking to partner or expand globally.				
completed/on-going	A	<ul style="list-style-type: none"> Collect data (via survey -- Phase I already done) on County companies seeking to partner or expand globally. According to a recent survey conducted by the Department of Economic Development among County businesses, 46% of the respondents said that they do business globally. More than a quarter of the respondents expressed interest in receiving assistance from DED with respect to export and partnership. • DED partnered with the World Trade Center Institute (WTCI) to host Embassy Night (9/23/20) -- attended by 200 internationally-focused companies from the region and by representatives from various foreign embassies. • In Nov 2010, DED launched a new International Business Assistance Program jointly with the U.S. Department of Commerce geared toward assisting County companies with internationally competitive products and services to sell globally. Through the program, county companies are offered guidance on all aspects of international exporting: logistics, product classification, insurance, identifying qualified overseas distributors / end users. • DED continues to disseminate information on export-focused programs and opportunities offered by various international stakeholders, including WTCI, U.S. Department of Commerce. • DED continues to promote DOC's trade-related events, inbound and outbound foreign missions to markets that are of interest to County companies. 	Yes, staff time and interns	None
on-going	B	<ul style="list-style-type: none"> Revise DED's international website to provide for a more interactive experience for globally engaged companies. Create additional links to topics of interest, such as state and federal resources for exporters. • Efforts are currently underway DED-wide to improve the content of the website. • New offerings on the international webpage include: links to key export & trade/finance-related resources as well as links to current, upcoming trade mission and export-focused opportunities and events offered by the State of Maryland and the U.S. Department of Commerce. 	Yes, staff time and \$40,000 plus in marketing funds	None
on-going	C	<ul style="list-style-type: none"> Proactively seek out opportunities for the County to attract global investment in County companies. A good example is Novavax that formed creative partnership with foreign companies to raise the funds in order to survive. Novavax created an Indian joint venture with a new India-based partner, Cadila Pharmaceuticals Ltd., which also invested \$11 million in the local company under the deal. The company also partnered with Spanish company Rovi Pharmaceuticals and other Spanish health agencies to license out its vaccine-production technology for the development of flu vaccines abroad. That deal also included a \$3 million equity investment by Rovi for Novavax. 	Yes, staff time	None
Action Item 2. Proactively attract foreign direct investment to Montgomery County				
on-going	A	<ul style="list-style-type: none"> Continue to follow up on leads generated from recent business development missions to Canada, Europe, Israel, India, China, and Korea--in FY11, DED has facilitated the attraction of 5 foreign companies to the County. 	Yes, staff time	None
completed/on-going	B	<ul style="list-style-type: none"> Develop a list of target companies in each priority market prepared country/regional work plans for it's priority "Target Countries/Regions"-- Israel, China, Korea, and Europe. The work plans outline the strategies and activities to be undertaken in each country/region over the course of FY11. • Ongoing -- "Target Companies" are being added to the workplans. DED is taking a more focused approach to FDI attraction, but targeting specific companies in each of our priority international markets. 	Yes, staff time	None
on-going	C	<ul style="list-style-type: none"> Proactively market Montgomery County to DBED's 13 overseas offices/representatives, leveraging DBED's strong overseas presence to access qualified foreign direct investment leads. • DED is proactively marketing Montgomery County to DBED's overseas offices. In recent months, DED has worked with seven of DBED's thirteen foreign offices: China, India, Taiwan, Brazil, Vietnam, Israel, and Colombia. 	Yes, staff time	Additional marketing funds TBD

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A Vision For Economic Development --Major Goals, Action Items, Implementation Strategies, Time Line and Resource Requirements

Time Line	Goal 4: Create value for County companies by facilitating business opportunities abroad and by attracting global investment in Montgomery County.	Resources	
on-going	Enhance DED's International webpage to better communicate the County's strengths and advantages to foreign prospects. International webpage (the section for foreign investors) has been enhanced. It now features: • DED's I. Invest In America's Guide to Federal Incentives and Programs Available to Investors II. Maryland Business Basics – a 15-page guide that includes international business assistance information on such topics as: legal & Taxes; Labor & Workforce; Immigration & Visas; and Intellectual Property Information. The guide is designed to help foreign companies successfully establish a Maryland operation. III. Links to Doing Business in the U.S. Guides from the top international legal and consulting firms: a. Baker & McKenzie: Legal Guide to Doing Business in the U.S. b. Deloitte: International Tax & Business Guide for the U.S.A. c. Gallet Drayer & Berkey, LLP: Doing Business in the USA d. IFLA International: Doing Business in the United States	Yes, staff time	None
on-going	Strengthen relationships with strategic partners such as Chungbuk Province of Korea and the Chinese Biopharmaceutical Association to generate business leads. • Arranged for governors from Chungbuk and Maryland to meet in April 2011. CBA will host Chinese biotech companies at its upcoming annual Meeting to be held immediately prior to Bio-DED is working with CBA to plan a 1-day tour of county-based biotech facilities.	Yes, staff time and marketing funds	Additional marketing funds TBD
on-going	Upgrade international collateral/marketing materials (including foreign language versions) as a means of improving international recruitment efforts. Examples include professional video clips on successful incubator graduates.	Yes, staff time and marketing funds	None
on-going	Build strong relationships with County-based international entrepreneurs in order to leverage networks in their countries of origin.	Yes, staff time	None
on-going	Continue to be an active member of the Greater Washington Initiative and other global organizations which organize regional and international networking events. • DED remains an active member of the Greater Washington Initiative (GWI). We collaborated with GWI on their international company directory project, providing them with an updated list of foreign companies with a presence in Montgomery County. This directory features web & physical addresses of the 130 foreign companies located here.	Yes, staff time	None
on-going	Strengthen relations with international organizations that have business ties to Canada, Israel, Europe, and Asia.	Yes, staff time	None

Highlights of Companies DED had Assisted from January 1, 2007 to December 31, 2010

DED's business assistance can be broadly categorized into three areas:

1. Assistance provided for attraction and retention/expansion prospects that resulted in measurable economic impacts such as job creation and capital investment. A prospect requires DED's assistance with space identification, financial assistance, resource match, permit/license assistance, recruitment, and statutory program match-up.
2. Assistance provided for business development support (networking and business partnering, certification, trade assistance, employee training); and
3. Assistance provided to resolve the problems/issues identified by businesses.

No	Company Name	1. DED Assistance with Measurable Economic Impacts (for Attraction and Expansion Prospects)						2. DED Assistance for Business Development Support	3. DED Assistance for Problem Resolutions
		County Financial Assistance	Amount (In Thousands)	Outside Funding Leveraged (In Thousands)	Jobs Created	Jobs Retained	Capital Investment (in Millions)		
1	Ablest Staffing Services								FY07-Montgomery Business Works
2	A&C International Group								FY07-Montgomery Business Works
3	AccountingNow								FY07-Montgomery Business Works
4	ACSYS, Inc								FY10-Montgomery Business Works
5	Advanced Bioscience Laboratories, Inc.	EDF Grant	\$80	\$120	31	97	\$13.0	85,000	FY10-Life safety inspections, Permitting, Fire Marshal and WSSC issues
6	Aeras Global TB Vaccine Foundation				25	110	\$12.0	33,000	
7	Alteeva								FY10-HUB Zone Certification, referral to DEP and PEPCO procurement program
8	Alternative Care Solutions								FY11-International export assistance
9	American International Pathology Laboratories				75			30,000	
10	Anthrotronix								FY11-International trade assistance
11	Aparna BioSciences Corporation	TGP	\$50	\$949					
12	Applied Wireless Local Area Network (AWLAN)								FY10-International trade assistance
13	BioStrategies LC								FY11-Referral to MoCo professional services companies
14	Booz Allen Hamilton				200		\$2.4	85,000	
15	Brainscope Company Inc.								FY11-International export assistance
16	Breadsmith								FY10-Assisted with permitting issues
17	Brown Investment Advisory Services								FY10-Assisted with permitting/fire marshal issues in the review phase
18	Celek Pharmaceuticals, LLC	TGP	\$40	\$435					
19	Cellex, Inc.	TGP	\$60	\$2,267					
20	Choice Hotels International, Inc.	EDF Grant	\$4,320	\$1,440	75	375	\$89.5	205,000	
21	Clarassance	TGP	\$60	\$244					
22	Clean Currents LLC								FY10-Montgomery Business Works

Highlights of Companies DED had Assisted from January 1, 2007 to December 31, 2010

No	Company Name	1. DED Assistance with Measurable Economic Impacts (for Attraction and Expansion Prospects)						2. DED Assistance for Business Development Support	3. DED Assistance for Problem Resolutions
		County Financial Assistance	Amount (In Thousands)	Outside Funding Leveraged (In Thousands)	Jobs Created	Jobs Retained	Capital Investment (in Millions)		
23	Cognivault, LLC								FY11-Introduced to Moxie Informatics and E-SAC for potential partnering
24	Coventry Health Care								FY10-Assistance with right-of-way permit
25	CWCapital Asset Management, LLC				170	42		11,850	
26	D-Gibson Consulting								FY11-Referral to WMATA and MCPS
27	Development Alternatives, Inc.								FY10- Maryland Business Works
28	Drakes International Source								FY10-Company seeking international distributors for tea products: Referred to contacts at USEAC/DBED's Intl. Team/Africa Trade Office.
29	DRT/Boeing				240	485	\$44.2	160,000	
30	eClinForce	TGP	\$5	\$175					
31	EDF, Inc.				34			16	
32	EEL International								FY10-Introduction to JVR Communication for partnering on a contract bid
33	Electro Media Design Ltd								FY11-International export assistance
34	Emergent BioSolutions				84			48	
35	Encore Ng Services, Inc.								FY10- Provided information on gov contracting resources; introduction to Jonathan Walker of AVLAN for possible partnering opportunity
36	ExperTech								FY11-Provided technical assistance and proposal writing assistance which enabled them to win \$22M contract from DoD to conduct work in Iraq and Afghanistan.
37	GenArraytion	TGP	\$50	\$192					
38	Genesis MO								FY11-Provided technical assistance regarding funding for their R&D of software for an SBIR award
39	GenProMarkers								FY11-International export assistance
40	GenVec				45	65	\$14.0	7,000	
41	Harris Teeter - Park Potomac						\$4.2	50,000	
42	Herb Gordon Auto World								FY10-Development review
43	Home Depot - Westlake				200				FY10-Permitting assistance

Highlights of Companies DED had Assisted from January 1, 2007 to December 31, 2010

No	Company Name	1. DED Assistance with Measurable Economic Impacts (for Attraction and Expansion Prospects)						2. DED Assistance for Business Development Support	3. DED Assistance for Problem Resolutions
		County Financial Assistance	Amount (In Thousands)	Outside Funding Leveraged (In Thousands)	Jobs Created	Jobs Retained	Capital Investment (in Millions)		
44	Howard Hughes Medical Institute (HHMI)				90	300	\$75.0	200,000	
45	Hughes Communications, Inc.								FY10-Facilitated CE letters sent to Senators Mikulski and Cardin in support of HNS' proposals for broadband stimulus package
46	International Baccalaureate Global Centre for Americas	EDF Grant	\$150	\$450	250		\$1.3	40,000	FY10-Relocation assistance
47	Kaiser Permanente of The Mid-Atlantic States				50	550	\$42.8	180,416	
48	Kierkegaard and Perry Laboratories (KPL)								FY10 - Maryland Business Works
49	Kinetic Analysis Corporation								FY10-Maryland Business Works FY11-International export assistance
50	Lockheed Martin- Business Process Solutions								FY10-Interacted with Rockville Fire Marshal to resolve inspection issues
51	Lockheed Martin- Center for Leadership Excellence				100		\$110.0	208,011	
52	Managed Care Advisors, Inc.								FY10-Made introduction with Health Records Solutions, Inc.
53	MicroNet								FY10-General permitting assistance
54	Microsoft Corporation				600		\$3.5	134,000	
55	MobileNOW								FY11- Referred to several MC based communications companies who specialize in niche market communications and ad campaigns.
56	Montgomery General Hospital					1,273	\$30.0	120,000	
57	Moxie Informatics								FY10-Intro to Axiscore. Discussed company's recent NCI contract and business development activities.
58	Nabi Biopharmaceuticals								FY11-Company experiencing financial downfall. Offered to facilitate meeting with state/county to strategize on options.
59	NetStar-1 Inc.				46		\$0.4	15,204	
60	NOVAVAX	EDF Grant	\$100	\$18,250	53		\$6.9	51,000	

10

Highlights of Companies DED had Assisted from January 1, 2007 to December 31, 2010

No	Company Name	1. DED Assistance with Measurable Economic Impacts (for Attraction and Expansion Prospects)						2. DED Assistance for Business Development Support	3. DED Assistance for Problem Resolutions
		County Financial Assistance	Amount (In Thousands)	Outside Funding Leveraged (In Thousands)	Jobs Created	Jobs Retained	Capital Investment (in Millions)		
61	OFFICEPRO, Inc.								FY11-Company asked for assistance in navigating LSBRP website.
62	OpGen	EDF Grant	\$10	\$19,244	100		\$0.5	14,812	
63	Patton Electronics Company								FY11-International export assistance
64	Posterity Group LLC								FY11-Provided info on 8(a) and GSA certifications. Also suggested that he speak to Susie Nemes, Social Solutions who recently submitted a GSA schedule.
65	Product Savvy Consulting								FY10-Provided assistance for two companies (1) R-Jet, an Israeli company, needs an investor or a strategic partner, and (2) Cynterity is looking for system integrators and vendors who provide IT services to large companies.
66	PV Inova								FY10-Made introduction to Barwood Taxi. INOVA develops software that tracks public transportation systems and could prove useful for managing and optimizing the deployment of Barwood taxis.
67	Qiagen, Inc.						\$58.5	181,000	FY10-Connected Qiagen with Taiwanese authorities interested in purchasing H1N1 diagnostics via Mary Ann
68	Rafagen, Inc.	TGP	\$60	\$467					
69	Reznick Group								FY10-Life safety issues associated with permit
70	RNL Biostar								FY10-Introduction to Michael Paranzino of Psoriasis Cure Now regarding the possible benefits of RNL's stem cell therapy for psoriasis.

Highlights of Companies DED had Assisted from January 1, 2007 to December 31, 2010

No	Company Name	1. DED Assistance with Measurable Economic Impacts (for Attraction and Expansion Prospects)						2. DED Assistance for Business Development Support	3. DED Assistance for Problem Resolutions	
		County Financial Assistance	Amount (In Thousands)	Outside Funding Leveraged (In Thousands)	Jobs Created	Jobs Retained	Capital Investment (in Millions)			Commercial Space
71	Robotic Research								FY11-Facilitated their use of the fire and police academy training area to test their robotic vehicles and software FY11-Encouraged them to apply for \$5K export assistance grant from DBED to attend a Robotics Contest in Australia.	
72	SatWays, Inc.								FY11-Provided international export assistance; Provided international grant review assistance	
73	Savenia Envirosciences								FY11-Facilitated meeting to discuss greening procurement	
74	SNG Engineering								FY11-International export assistance	
75	Suburban Hospital/Johns Hopkins School of Medicine				364	1,400		295,000		
76	TD Bank									FY10-Major signage issues
77	TEVA Biopharmaceuticals				80		\$13.0	20,000		
78	Tequilibrium								FY11-International export assistance	
79	TV One								FY10-11 Site location assistance	
80	U.S. Nuclear Regulatory Commission - HQ									FY10-Permitting issues with PEPCO and WSSC and right-of-way
81	Unhwa Biotech Corp.								FY11-Made introduction to An Michels, CEO of Keygene, Inc. to discuss collaborative research project.	
82	United Therapeutics Corporation- Silver Spring				150	120	\$132.0	30,000		FY10-Permitting issues with PEPCO, WSSC and parking lot district
83	Washington Adventist Hospital									FY10-Road sign assistance
84	Yisheng								FY09-Company located R&D office in Montgomery County -- albeit not at SGIC.	FY11-Permitting assistance with City of G'burg FY11-Assistance with WSSC charge exemption
85	Zyngenia	EDF Grant	\$1,500	\$51,000	25			14,000		

PRESENTATION BEFORE:

**PLANNING, HOUSING AND
ECONOMIC DEVELOPMENT COMMITTEE
of the Montgomery County Council**

March 14, 2011

by:

Department of Economic Development

Top 200 Employers

Top 200 Private Employers

No	Employer Name	Visited by DED?	City	Description
1	Adventist Healthcare	Y	Rockville	General Medical & Surgical Hospitals
2	Marriott	Y	Bethesda	Hospitality/Corporate Headquarters/Regional Managing Office
3	Lockheed Martin	Y	Bethesda	Computer Systems Design Services
4	Giant Food		Multiple Locations	Supermarkets and Other Grocery (except Convenience) Stores
5	Verizon	Y	Silver Spring	Wired Telecommunications Carriers
6	Holy Cross Hospital	Y	Silver Spring	General Medical & Surgical Hospitals
7	Kaiser Foundation Health Plan	Y	Rockville	HMO Medical Centers
8	Westat Research, Inc.	Y	Rockville	Market Research Services
9	GEICO		Chevy Chase	Direct Property and Casualty Insurance Carriers
10	MedImmune	Y	Gaithersburg	Biological Product (except Diagnostic) Manufacturing
11	Suburban Hospital	Y	Bethesda	General Medical & Surgical Hospitals
12	IBM Corporation	Y	Bethesda	Software Reproducing
13	Henry M Jackson Foundation	Y	Rockville	Market Research Services
14	Discovery Communications	Y	Silver Spring	Cable and Other Subscription Programming
15	Safeway Inc	Y	Multiple Locations	Supermarkets and Other Grocery (except Convenience) Stores
16	Red Coats Inc		Bethesda	Janitorial
17	Capital One/Chevy Chase	Y	Multiple Locations	Savings Institution
18	Rider Wood Village Inc		Silver Spring	Retirement Community
19	Target Corporation		Multiple Locations	Department Stores (except Discount Department Stores)
20	Hughes Communications	Y	Germantown	Radio & TV Broadcasting and Wireless Equipment Manufacturing

No	Employer Name	Visited by DED?	City	Description
21	Montgomery General Hospital Inc	Y	Olney	General Medical & Surgical Hospitals
22	CVS		Multiple Locations	Pharmacies and Drug Stores
23	Heartland Employment Services Inc		Bethesda	Nursing Care Facility
24	Whole Foods Market		Multiple Locations	Supermarkets and Other Grocery (except Convenience) Stores
25	Kelly Services Inc		Bethesda	Temporary Help Services
26	FINRA	Y	Rockville	Financial Services
27	Home Depot	Y	Multiple Locations	Home Improvement Centers
28	BAE Systems, Inc.		Rockville	Engineering Services
29	Hebrew Home of Greater Washington		Rockville	Nursing Care Facility
30	Human Genome Sciences Inc	Y	Rockville	Biotech R&D
31	Darcars of Rockville, Inc.		Rockville	Automobile Dealers, New Only or New and Used
32	Clark Construction	Y	Bethesda	Commercial and Institutional Building Construction
33	Sodexo		Gaithersburg	Food Service Contractors
34	Affiliated Associates Inc		Germantown	Retirement Community
35	McDonalds		Multiple Locations	Limited-Service Restaurants
36	Sears	Y	Multiple Locations	Department Stores (except Discount Department Stores)
37	SAIC		Multiple Locations	R&D in Physical, Engineering & Life Sciences (except biotech)
38	Macy's		Multiple Locations	Department Stores (except Discount Department Stores)

No	Employer Name	Visited by DED?	City	Description
39	Adminstaff Companies II, LP		Multiple Locations	Professional Employer Organizations
40	Wal-Mart		Multiple Locations	Discount Department Stores
41	CHI Centers Incorporated		Silver Spring	Mental & Retardation Facilities
42	Sunrise Assisted Living		Multiple Locations	Retirement Community
43	Qiagen	Y	Germantown	In-Vitro Diagnostic Manufacturing
44	Systems Research and Application (SRA International)		Rockville	Computer Systems Design Services
45	Inter-Con Security Sys		Rockville	Security Services
46	Development Alternatives Inc		Bethesda	Scientific & Technical Consulting
47	The ARC of Montgomery County	Y	Rockville	Mental & Retardation Facilities
48	Community Services for Autistic Adults and Children	Y	Montgomery Village	Residential Mental Health & Substance Abuse Facilities
49	Thales Communications Inc	Y	Clarksburg	Radio & TV Broadcasting and Wireless Equipment Manufacturing
50	Nordstrom		Bethesda	Department Stores (except Discount Department Stores)
51	Spherion Staffing LLC		Bethesda	Temporary Help Services
52	Bank of America, N.A.	Y	Multiple Locations	Commercial Banking
53	Starbucks Coffee		Multiple Locations	Snack and Nonalcoholic Beverage Bars
54	Children's National Medical Center		Rockville	General Medical & Surgical Hospitals

No	Employer Name	Visited by DED?	City	Description
55	Ultimate Staffing Services LP		Rockville	Temporary Help Services
56	The Boeing Company	Y	Germantown	Instrument Manufacturing for Measuring & Testing Electricity & Electrical Signals
57	Microsoft Inc	Y	Chevy Chase	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
58	Potomac Minute Maids Inc	Y	Rockville	Janitorial
59	Si International Inc		Rockville	Computer Programming Services
60	Best Buy Stores LP		Multiple Locations	Radio, Television, and Other Electronics Stores
61	Creative Hairdressers Inc D/B/A Hair Cuttery or Bubbles	Y	Multiple Locations	Beauty Salons
62	U S Pharmacopeial Convention		Rockville	Professional Organizations
63	Panera Bread		Multiple Locations	Limited-Service Restaurants
64	PH Fitness		Multiple Locations	Fitness and Recreational Sports Centers
65	T-Mobile USA Inc	Y	Bethesda	Radio, Television, and Other Electronics Stores
66	YMCA		Multiple Locations	Fitness and Recreational Sports Centers
67	Congressional Country Club Inc		Bethesda	Fitness and Recreational Sports Centers
68	Brooke Grove Foundation Inc		Sandy Spring	Nursing Care Facility
69	Georgetown Aquatics Inc		Rockville	Fitness and Recreational Sports Centers
70	JDS Uniphase Corp		Germantown	Radio & TV Broadcasting and Wireless Equip Mfg.
71	JC Penney		Multiple Locations	Discount Department Stores
72	Eagle Environmental Svs Inc	Y	North Potomac	Professional, Scientific & Technical Services

No	Employer Name	Visited by DED?	City	Description
73	Potbelly Sandwich Works LLC		Rockville	Limited-Service Restaurants
74	Ridgewells	Y	Bethesda	Caterer
75	Shoppers Food Warehouse Corp	Y	Multiple Locations	Supermarkets and Other Grocery (except Convenience) Stores
76	Gali Service Industries, Inc.	Y	Bethesda	Janitorial
77	Choice Hotels Int'L Srcs Corp	Y	Silver Spring	Corporate Headquarters/Regional Managing Office
78	Client Network Services Inc		Rockville	Computer Systems Design Services
79	Randstad		Multiple Locations	Temporary Help Services
80	National Lutheran Home For the Aged		Rockville	Retirement Community
81	Options For Senior America		Bethesda	Home Healthcare Services
82	COSTCO Wholesale Corp.	Y	Gaithersburg	Warehouse Clubs and Supercenters
83	Sobran Inc		Multiple Locations	Engineering Services
84	Comcast	Y	Rockville	Cable and Other Subscription Programming
85	Weight Watchers North Amer Inc		Rockville	Diet & Weight Reducing Centers
86	Enterprise Leasing Company		Multiple Locations	Passenger Car Rental
87	United States Service Industries		Bethesda	Janitorial
88	Community Pool Mgmnt Inc		Rockville	Building Facilities
89	RGIS LLC		Rockville	Office Support
90	Capitol Womens Care LLC	Y	Rockville	Physicians Offices (except mental health)
91	Bell Nursery USA LLC	Y	Burtonsville	Nursery & Tree Production
92	Zenimax Media Inc		Rockville	Software Publisher

No	Employer Name	Visited by DED?	City	Description
93	Peapod Inc		Gaithersburg	Local Courier
94	Reznick Group P C	Y	Bethesda	Accounting Services
95	Bloomingdale's, Inc.		Multiple Locations	Department Stores (except Discount Department Stores)
96	Suntrust Bank		Multiple Locations	Savings Institution
97	Criswell Chevrolet Inc	Y	Gaithersburg	New Car Dealers
98	Os Restaurant Services Inc D/B/A Outback Steakhouse; Carrabbas Italian Grill		Multiple Locations	Full-Service Restaurants
99	Bioreliance Viral		Rockville	Testing Laboratory
100	Securitas Security Services USA Inc		Silver Spring	Security Services
101	Chevy Chase Club Inc		Chevy Chase	Fitness and Recreational Sports Centers
102	Harris Teeter Inc		Multiple Locations	Supermarkets and Other Grocery (except Convenience) Stores
103	Southern Management Corp.	Y	Multiple Locations	Lessors of Residential Buildings and Dwellings
104	Davidson Hotel Company LLC D/B/A Gaithersburg Hilton		Gaithersburg	Hotels/Motels
105	ABT Associates Inc		Bethesda	Market Research Services
106	Envelopes Unlimited Inc		Rockville	Commercial Printing
107	Ruppert Landscape, Inc	Y	Laytonsville	Nursery, Garden & Farm Supply
108	Kohl Corporation		Multiple Locations	Discount Department Stores
109	DRS Signal Solutions, Inc		Gaithersburg	Communications Equipment Manufacturing

No	Employer Name	Visited by DED?	City	Description
110	EMMES Corp		Rockville	Biotech R&D
111	J Craig Venter Institute Inc		Rockville	Biotech R&D
112	Manufacturers & Traders Trust M&T Bank	Y	Multiple Locations	Commercial Banking
113	Wells Fargo Bank N A		Multiple Locations	Commercial Banking
114	Social & Scientific Systems Inc	Y	Silver Spring	Biotech R&D
115	Woodmont Country Club		Rockville	Country Club/Golf Course
116	General Mills Rest Inc		Multiple Locations	Full-Service Restaurants
117	Priority One Services Inc		Multiple Locations	Biotech R&D
118	Community Support Services		Gaithersburg	Residential Care Facility (Other)
119	Kemper Sports Management Inc		Potomac	Sports Promoters
120	Chipotle Mexican Grill Service		Multiple Locations	Full-Service Restaurants
121	Sport and Health Inc	Y	Multiple Locations	Fitness and Recreational Sports Centers
122	Opnet Technologies Inc		Bethesda	Computer Programming Services
123	Mexican Restaurant Inc D/B/A Rio Grande Café		Bethesda	Full-Service Restaurants
124	Meso Scale Diagnostics LLC		Gaithersburg	Medical, Dental & Hospital Equipment Supply
125	National Rehab Hospital Inc		Bethesda	Outpatient Care Center
126	Howard Hughes Medical Institute	Y	Chevy Chase	R&D in Physical, Engineering & Life Sciences (except biotech)

No	Employer Name	Visited by DED?	City	Description
127	John J. Kirlin, LLC		Rockville	HVAC
128	Fannie Mae		Bethesda	Mortgage
129	GXS Inc	Y	Gaithersburg	Computer Systems Design Services
130	Energy Enterprise Solutions		Germantown	Computer Systems Design Services
131	I Q Solutions Inc		Rockville	Computer Programming Services
132	Jewish Day School		Rockville	Secondary & Elementary Schools
133	Boland Trane Svcs Inc		Rockville	HVAC
134	Computer Sciences Corp		Multiple Locations	Computer Programming Services
135	Morgan Stanley Smith Barney	Y	Multiple Locations	Investment Banking and Securities Dealing
136	Wendys		Multiple Locations	Limited-Service Restaurants
137	Integramed America (Shady Grove Fertility Center)		Rockville	Physicians Offices (except mental health)
138	Columbia Country Club		Chevy Chase	Fitness and Recreational Sports Centers
139	Trader Joe's		Multiple Locations	Supermarkets and Other Grocery (except Convenience) Stores
140	Smokey Glen Farm Barbequer	Y	Gaithersburg	Caterers
141	ADF Pizza LLC		Multiple Locations	Limited-Service Restaurants
142	Caremark LLC (TheraCom, Inc.)		Rockville	Third Party Administration of Insurance and Pension Funds
143	Leisure World of Maryland		Silver Spring	Residential Property Managers
144	American Speech Language Assoc.	Y	Rockville	Professional Organizations
145	Ivymount School		Rockville	Elementary and Secondary Schools

No	Employer Name	Visited by DED?	City	Description
146	Potomac Home Support		Rockville	Home Healthcare Services
147	Fisher Bioservices Corporation	Y	Rockville	Warehousing & Storage
148	Risk Metrics Group Inc.		Rockville	Administrative Management and General Management Consulting Services
149	Bechtel National Inc		Gaithersburg	Engineering Services
150	Compass Inc		Silver Spring	Residential Mental Retardation Facilities
151	Euro Motorcars Inc		Bethesda	New Car Dealers
152	Herb Gordon Auto Group Inc		Silver Spring	New Car Dealers
153	Burger King		Gaithersburg	Limited-Service Restaurants
154	Covance Health Economics & Outcome		Gaithersburg	Marketing Consulting Services
155	Pleasants Construction Inc	Y	Clarksburg	Other Heavy and Civil Engineering Construction
156	Aerotek		Rockville	Temporary Help Services
157	Johnson Bassin & Shaw Inc		North Bethesda	Administrative Management and General Management Consulting Services
158	RSV Pools Inc		Gaithersburg	Temporary Help Services
159	OMV Medical Inc		Takoma Park	Offices of All Other Miscellaneous Health Practitioners
160	United Parcel Service		Gaithersburg	Couriers and Express Delivery Services
161	Elite Protective Services Inc		Wheaton	Security Services
162	Quest Diagnostics Inc		Multiple Locations	Medical Laboratories
163	John C Grimberg Co Inc		Rockville	Commercial and Institutional Building Construction

No	Employer Name	Visited by DED?	City	Description
164	Kmart Corporation		Multiple Locations	Discount Department Stores
165	PNC Bank	Y	Multiple Locations	Commerical Banking
166	Challenger Transportation Inc		Gaithersburg	Special Needs Transportation
167	Collingswood Nursing Center		Rockville	Nursing Care Facility
168	Guardsmark LLC		Silver Spring	Security Services
169	LLM1 LLC D/B/A Lifematters	Y	Bethesda	Home Healthcare Services
170	Meridian Healthcare Inc		Silver Spring	Nursing Care Facility
171	Bar-T Holding Inc		Gaithersburg	Child Day Care
172	Sandy Spring Natl Bank of MD	Y	Olney	Commercial Banking
173	Family Services Agency Inc	Y	Gaithersburg	Other Individual and Family Services
174	Colonels Limited LLC D/B/A Papa Johns			Limited-Service Restaurants
175	Federaltion of American Societies of Experimental Biology		Bethesda	Professional Organizations
176	Gaithersburg Gazette	Y	Gaithersburg	Publisher
177	NJVC LLC		Bethesda	Computer Systems Design Services
178	Terrapin Systems LLC		Rockville	Other Computer Related Services
179	Brickman Group Ltd LLC		Clarksburg	Landscaping
180	Potomac Valley Nursing Center		Rockville	Nursing Care Facility
181	Manders Decorating		Silver Spring	Painting and Wall Covering Contractors
182	Apogee Retail Llc D/B/A Unique Thrift Store			Used Merchandise Stores

No	Employer Name	Visited by DED?	City	Description
183	Lerner Corporation	Y	Rockville	Residential Property Managers
184	Coca Cola Enterprises Inc		Rockville	Soft Drink Manufacturing
185	Jewish Foundation for Group Homes	Y	Rockville	Residential Mental Retardation Facilities
186	Big River Breweries Inc D/B/A Gordon Biersch Brewery Restaurant		Rockville	Full-Service Restaurants
187	Erie Indemnity Company		Silver Spring	Direct Life Insurance Carriers
188	James G Davis Const Corp		Rockville	Commercial and Institutional Building Construction
189	Lord & Taylor Llc		Multiple Locations	Department Stores (except Discount Department Stores)
190	Lakewood Country Club		Rockville	Fitness and Recreational Sports Centers
191	Town Sports International Llc		Bethesda	Fitness and Recreational Sports Centers
192	Group Benefit Servs Inc		Cockeysville	Insurance Agencies and Brokerages
193	Wackenhut Corp		Takoma Park	Security Services
194	Adnet Systems Inc		Rockville	Administrative Management and General Management Consulting Services
195	Dolce International Potomac		Potomac	Hotels/Motels
196	Balducci's		Bethesda	Supermarkets and Other Grocery (except Convenience) Stores
197	Eaglebank	Y	Silver Spring	Commercial Banking
198	Forrester Construction Company	Y	Rockville	Commercial and Institutional Building Construction
199	Mainscapes Inc		Brinklow	Landscaping
200	General Dynamics Information	Y	Multiple Locations	Engineering Services

Source: ES-202 for June 2010

Commercial Vacancies

Montgomery County Class A & B Office Vacancy Report (50K SQ FT+)

	Building Address	City	Building Name	Building Park	Class	Rentable Building Area	Total Vacant Available
1	2 Bethesda Metro Ctr	Bethesda	Francis G. Newlands Bldg	Bethesda Metro Ctr	A	290,318	61,530
2	9601 Blackwell Rd	Rockville	Blackwell One		A	121,011	72,607
3	7361 Calhoun Pl	Rockville	Phase 5	Metro Park North	A	221,518	82,422
4	8403 Colesville Rd	Silver Spring	Silver Spring Metro Plaza 2	Silver Spring Metro Plaza	A	470,045	39,723
5	8661 Colesville Rd	Silver Spring	City Place	City Place	A	87,340	87,340
6	9201 Corporate Blvd	Rockville	Shady Grove Executive Ctr 2	Shady Grove Executive Ctr	A	105,318	51,148
7	820 W Diamond Ave	Gaithersburg	Quince Tree Executive Building	Quince Tree Executive Ctr	A	131,084	102,611
8	530 Gaither Rd	Rockville	Phase II	Redland Corporate Center	A	208,342	184,561
9	2099 Gaither Rd	Rockville	Park Plaza II	Park Plaza at Shady Grove	A	126,228	60,940
10	2101 Gaither Rd	Rockville	Park Plaza I	Park Plaza at Shady Grove	A	130,459	40,181
11	8515 Georgia Ave	Silver Spring			A	183,000	25,267
12	9715 Key West Ave	Rockville	Phase I, Bldg 2	Danac Stiles	A	79,407	20,595
13	702 King Farm Blvd	Rockville	Two Irvington Centre	King Farm	A	164,891	100,343
14	800 King Farm Blvd	Rockville	Three Irvington Centre	King Farm	A	217,134	50,587
15	805 King Farm Blvd	Rockville	Four Irvington Centre	King Farm	A	221,666	144,502
16	12420 Milestone Center Dr	Germantown	Bldg 3	Milestone Business Park	A	156,508	142,696
17	4800 Montgomery Ln	Bethesda	Hampden Square		A	141,860	62,063
18	15200 Omega Dr	Rockville	Decoverly - Decoverly Two	Decoverly Office Park	A	77,837	77,479
19	400 Professional Dr	Gaithersburg	Crown Point Corporate Center	Crown Pointe Office Park	A	129,355	58,895
20	6560 Rock Spring Dr	Bethesda		Rock Spring Park	A	180,394	180,393
21	6600 Rockledge Dr	Bethesda	Rockledge Executive Plaza 1	Rockledge Executive Plaza	A	160,173	137,694
22	6710 Rockledge Dr	Bethesda	Capital Gateway Bldg II	Rock Spring Park	A	293,551	176,131
23	6720-B Rockledge Dr	Bethesda	Piedmont Pointe II	Rock Spring Park	A	239,499	198,502
24	111 Rockville Pike	Rockville	Rockville Metro Plaza I	Rockville Town Square	A	225,720	15,563
25	1700 Rockville Pike	Rockville	Twinbrook Office Center		A	163,479	51,499
26	11921 Rockville Pike	Rockville	Montrose Metro I	One Montrose Metro	A	119,968	55,921
27	2000 Tower Oaks Blvd	Rockville	2000 Tower Oaks Boulevard	Tower Oaks	A	200,405	129,140
28	2600 Tower Oaks Blvd	Rockville	The Preserve @ Tower Oaks	The Preserve @ Tower Oaks	A	178,917	2,817
29	401 N Washington St	Rockville	Gateway Office Building		A	238,437	75,721
30	9711 Washingtonian Blvd	Gaithersburg	The Summit at Washingtonian I		A	193,199	107,094
31	2 Wisconsin Cir	Chevy Chase	Chevy Chase Metro Bldg		A	234,683	37,725
32	12501 Ardennes Ave	Rockville	Twinbrook Place		A	144,928	142,928
33	6550 Rock Spring Dr	Bethesda	One Rock Spring Plaza	Rock Spring Park	A	219,291	86,136
34	6720-A Rockledge Dr	Bethesda	Piedmont Pointe I	Rock Spring Park	A	189,499	67,392
35	14200 Shady Grove Rd	Rockville	Bldg C	Shady Grove Life Sciences Ctr	A	181,559	181,559
36	7501 Wisconsin Ave	Bethesda	7501 Wisconsin Avenue		A	696,500	40,024
						Total Vacant Class A 50Ksf+	3,151,729
						Total Vacant Class A in MoCo	2,319,659
						Total Inventory Class A	4,364,675

Montgomery County Class A & B Office Vacancy Report (50K SQ FT+) cont.

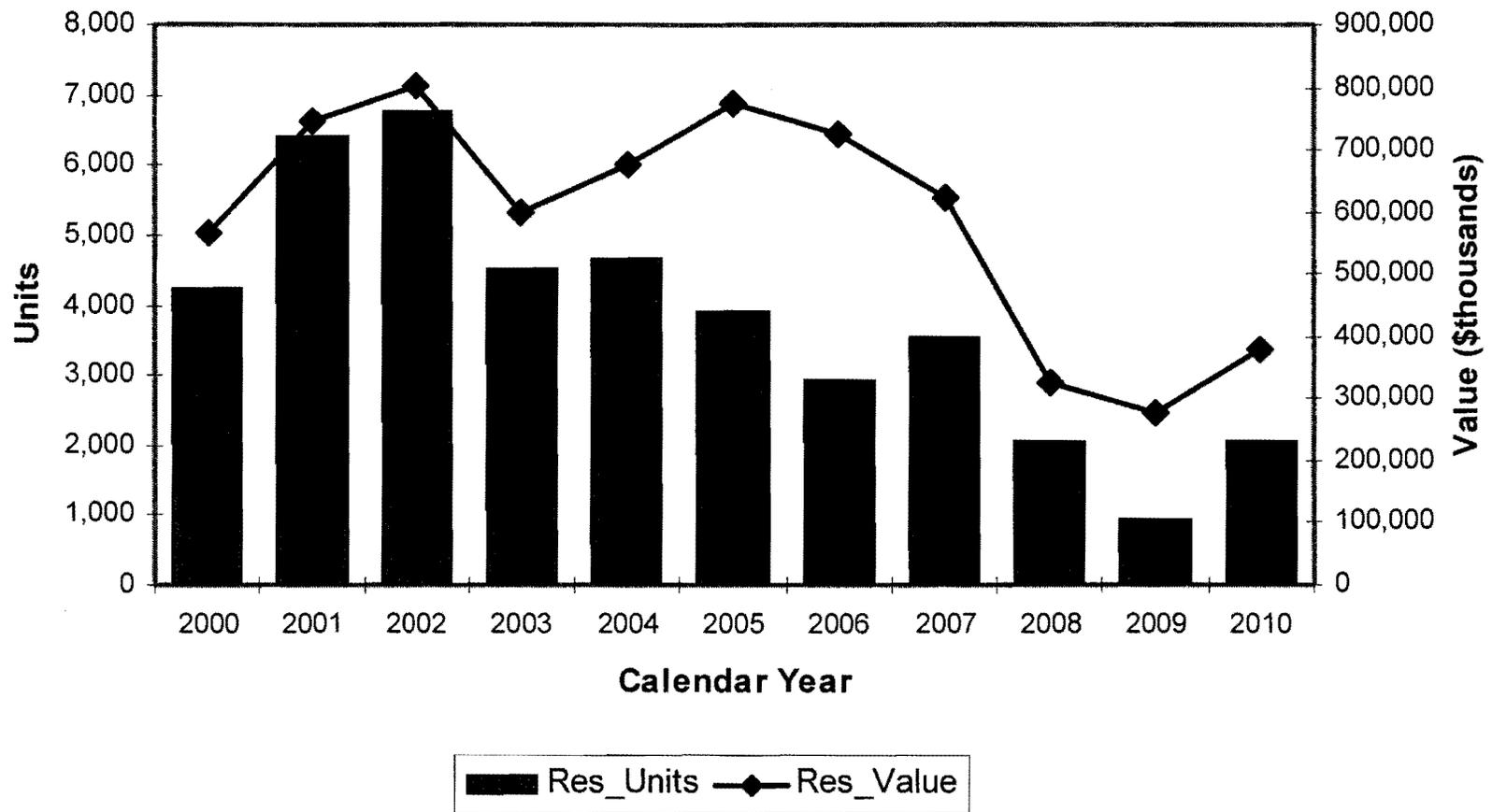
	Building Address	City	Building Name	Building Park	Classes	Rentable Building Area	Total Vacant Available
1	910 Clopper Rd	Gaithersburg		Tech Park 270	B	180,650	55,962
2	6010 Executive Blvd	Rockville		Washington Science Center	B	121,580	61,309
3	2092 Gaither Rd	Rockville		Oak Grove Corporate Park	B	53,945	53,945
4	6001 Montrose Rd	Rockville	Montrose Office Center		B	148,378	70,371
5	1375 Piccard Dr	Rockville	WEST*X		B	112,500	52,252
6	1390 Piccard Dr	Rockville			B	108,000	61,197
7	656 Quince Orchard Rd	Gaithersburg	Montgomery Office Bldg	Quince Orchard Plaza	B	107,284	45,334
8	1803 Research Blvd	Rockville	Research Center	Research Center	B	139,463	42,700
9	6 Taft Ct	Rockville			B	55,350	50,525
10	7315 Wisconsin Ave	Bethesda	Air Rights West Tower	Air Rights Center	B	215,240	91,496
11	8630 Fenton St	Silver Spring	Montgomery Center		B	255,600	55,793
				Total Vacant Class B 50Ksf+			640,884
				Total Vacant Class B in MoCo			115,142
				Total Inventory Class B			604,359

Recent Leasing Transactions

	Tenant	Building Address	City	Class	Space Use	Square Footage
1	Henry M. Jackson Foundation	6720-A Rockledge Drive	Bethesda	A	Office	124,517
2	US Department of Health & Human Services	7700 Wisconsin Avenue	Bethesda	A	Office	71,193
3	Westat, Inc.	1700 Research Blvd	Rockville	B	Office	50,250
4	Coventry Healthcare	6720-B Rockledge Drive	Bethesda	A	Office	33,147
5	Z-Tech Corporation	1803 Research Blvd	Rockville	B	Office	26,676
6	GSA	7700 Wisconsin Avenue	Bethesda	A	Office	23,812
7	Capital One Financial Corporation	2 Bethesda Metro Center	Bethesda	A	Office	22,025
8	BAE Systems	1801 Research Blvd	Rockville	B	Office	20,005
9	Lockheed Martin	30 W. Gude Drive	Rockville	A	Office	19,714
10	Sanz School	1100 Wayne Avenue	Silver Spring	A	Office	19,316
11	Children's Hospital	801 Roeder Road	Silver Spring	B	Office	15,473
12	Covance, Inc.	9801 Washington	Gaithersburg	A	Office	11,925
13	Bialek Environments	530 Gaither Road	Rockville	A	Office	11,600
14	Chickasaw Nation Industries	1300 Piccard Drive	Rockville	B	Office	11,577
15	GSA	7700 Wisconsin Avenue	Bethesda	A	Office	11,402
16	Mid-City Financial Corporation	7239-7255 Woodmont Ave	Bethesda	A	Office	11,003
17	Westat, Inc.	1700 Research Blvd	Rockville	B	Office	10,920
18	Kaplan	1390 Piccard Drive	Rockville	B	Office	10,572
19	Piano Craft	209 Perry Parkway	Gaithersburg	B	Flex	8,648
20	New York Insurance Company	6901 Rockledge Drive	Bethesda	A	Office	8,602
21	DP Clinical Inc.	9201 Corporate Blvd	Rockville	A	Office	8,505
22	F.B. Harding, Inc.	405 E Gude Drive	Rockville	B	Office	8,500
23	American Cancer Society, Inc.	801 Roeder Road	Silver Spring	B	Office	8,457
24	CB Richard Ellis	7501 Wisconsin Avenue	Bethesda	A	Office	8,255
25	Keller Williams	15204 Omega Drive	Rockville	A	Office	7,782
26	Arthritis & Rheumatism Associates	5454 Wisconsin Avenue	Chevy Chase	B	Office	7,025
27	Henry M. Jackson Foundation	401 Professional Drive	Gaithersburg	B	Flex/R&D	6,943
28	Technest Holdings, Inc.	10411 Motor City Drive	Bethesda	B	Office	6,846
29	FBS	4340 East-West Highway	Bethesda	B	Office	6,729
30	MotionSoft, Inc.	1801 Rockville Pike	Rockville	A	Office	6,510

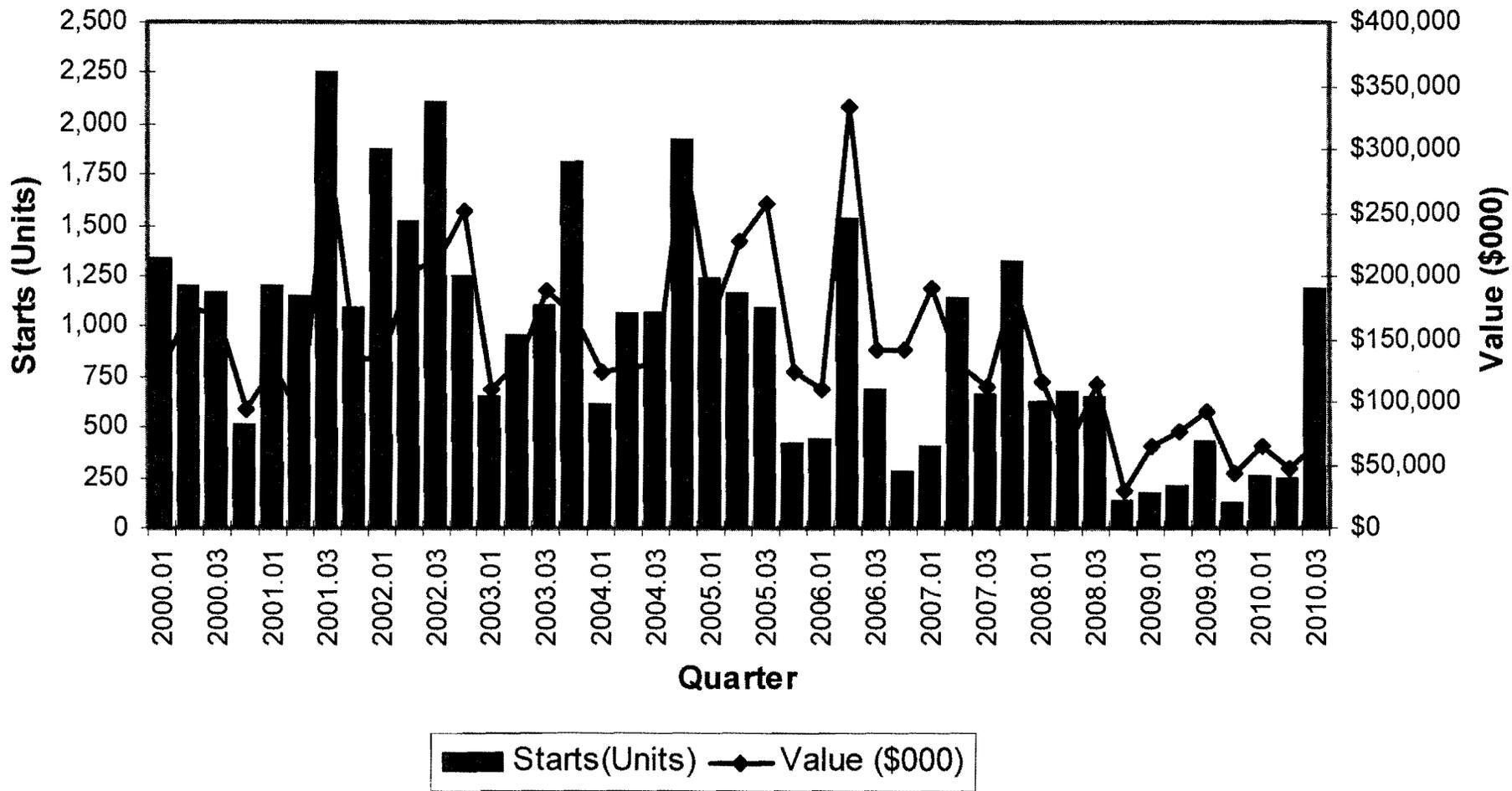
New Residential Starts

Number of New Residential Starts (Units) and Value (Montgomery County)



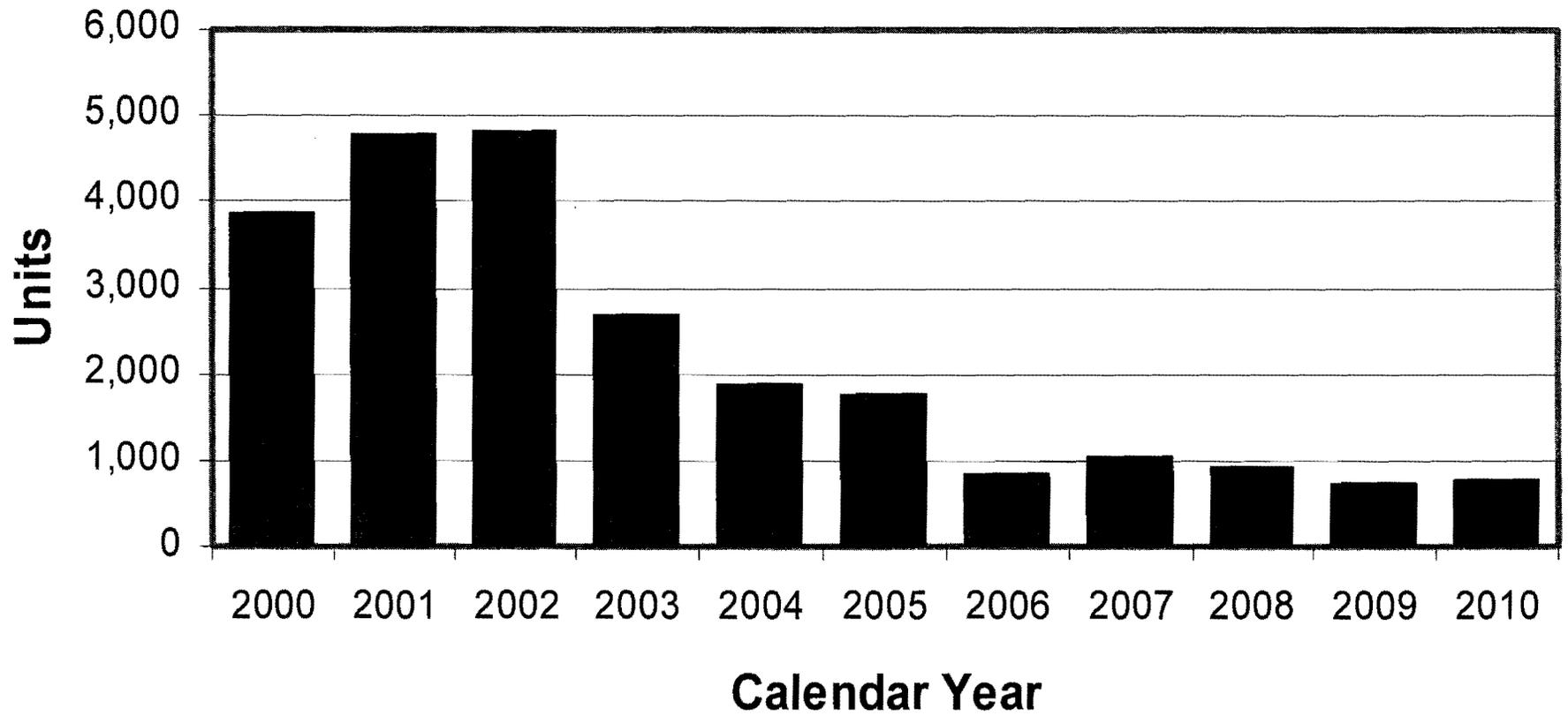
SOURCE: McGraw-Hill Construction

Residential Housing Starts (Units) and Value (Montgomery County)



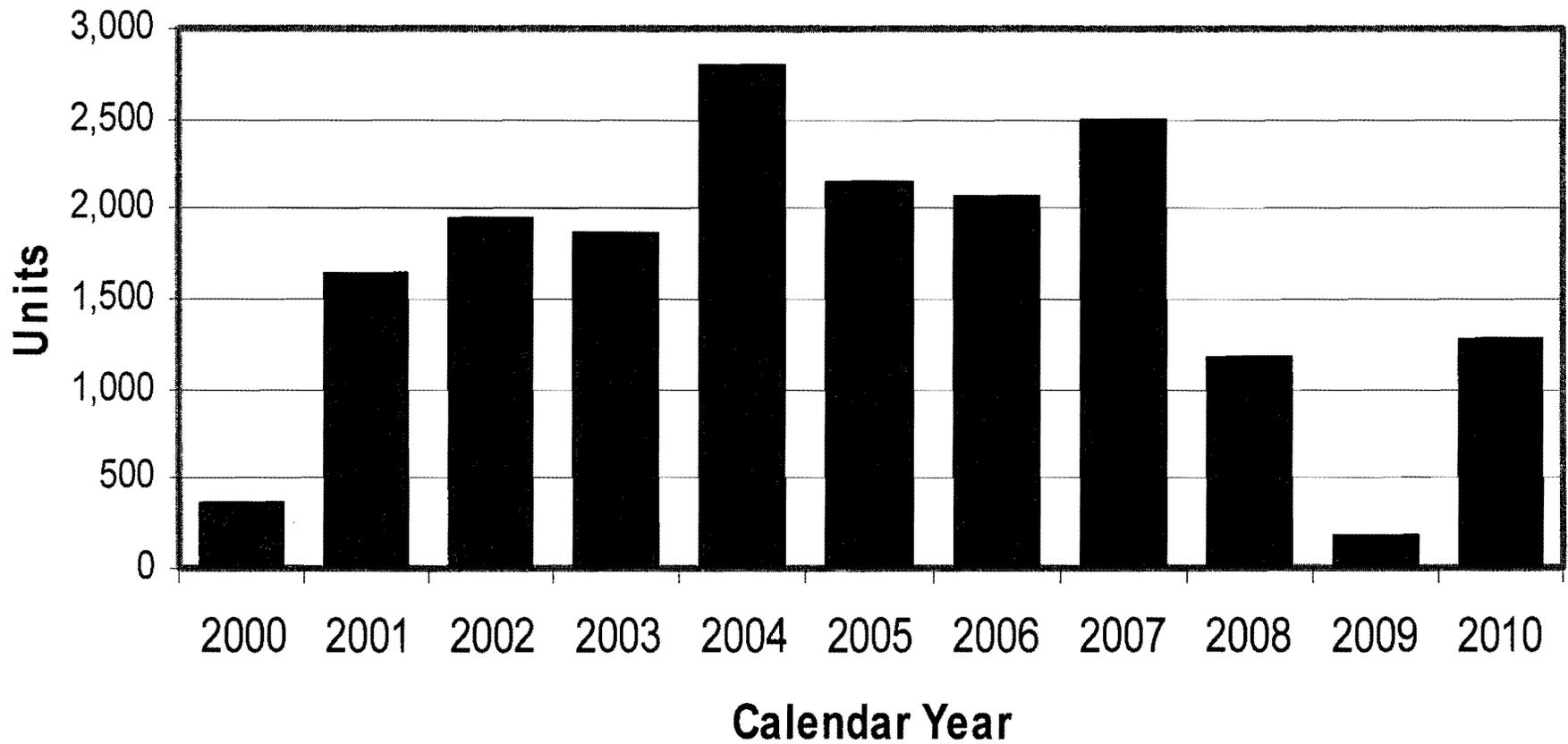
SOURCES: McGraw-Hill Construction and Montgomery County Department of Finance

Number of New Residential Starts for Single-Family Units



SOURCE: McGraw-Hill Construction

Number of New Residential Start for Multi-Family Units



SOURCE: McGraw-Hill Construction