FIND YOUR GLOBAL BUSINESS

SUCCESS

IN MONTGOMERY COUNTY, MD

MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND

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.
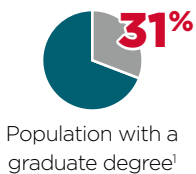
David Petr
President & CEO
MCEDC

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

227+ Foreign-owned companies and growing

32k Businesses in Montgomery County and growing

7,000 MD businesses export to 209 countries

18 Federal government agency headquarters

31% Population with a graduate degree[1]

6,000 STEM PhDs[2]

138 Languages spoken in diverse households

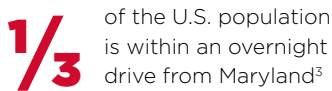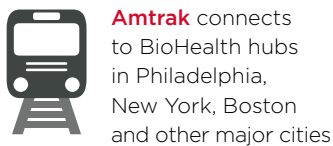**4 OF THE 10** Most diverse cities in the U.S.

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.

3 international airports with 1,000 nonstop flights daily to 85+ domestic and 47+ international destinations

Amtrak connects to BioHealth hubs in Philadelphia, New York, Boston and other major cities

1/3 of the U.S. population is within an overnight drive from Maryland[3]

OHIO

PENNSYLVANIA

MONTGOMERY COUNTY, MD

MARYLAND

NEW JERSEY

WASHINGTON, DC ★

DELAWARE

WEST VIRGINIA

VIRGINIA

thinkmoco.com

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.
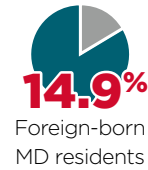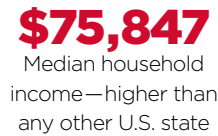
STRENGTH OF FOREIGN INVESTMENT

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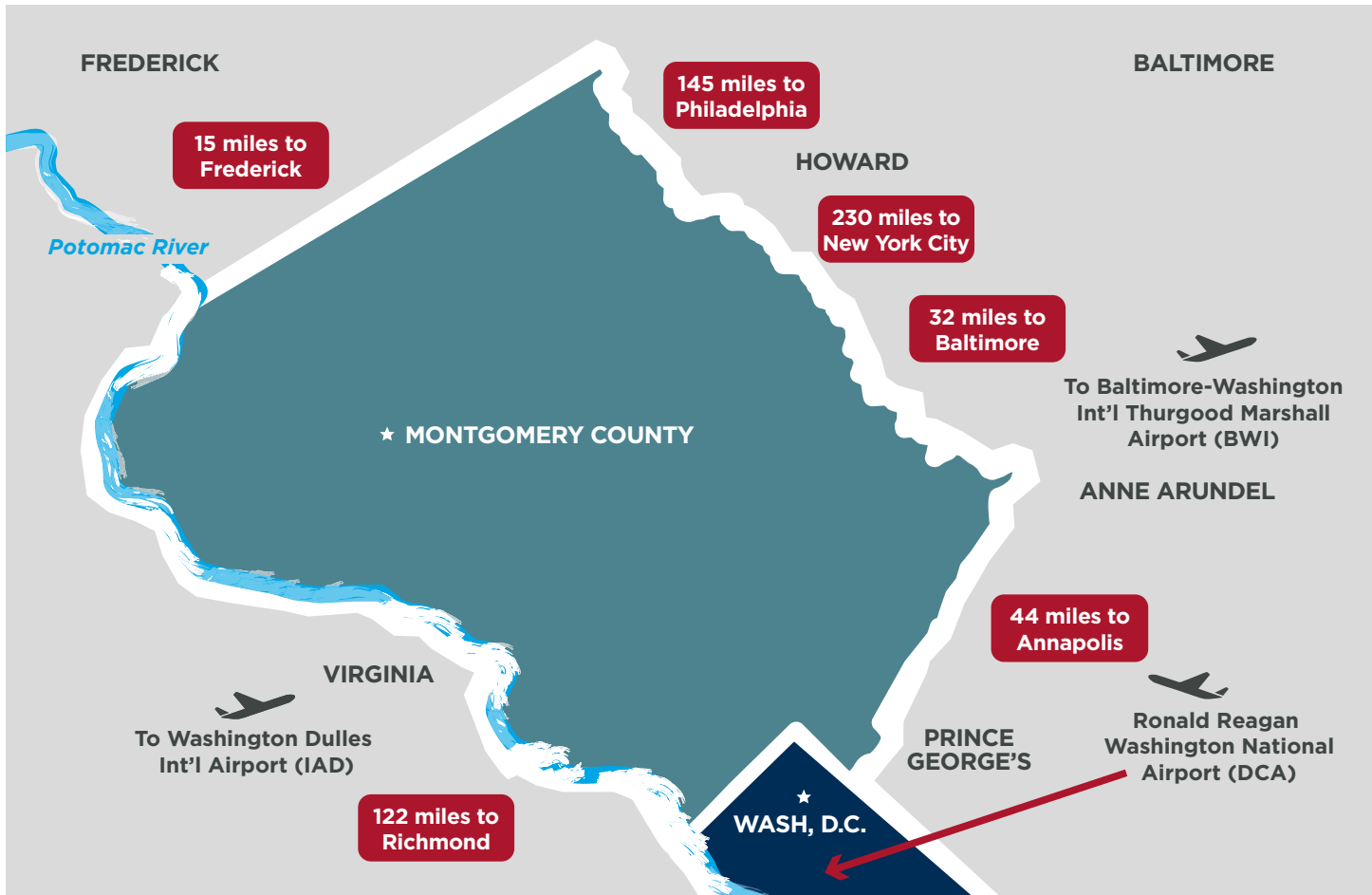
More USA resources: selectusa.gov/welcome

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.

900 Foreign-owned companies

$75,847 Median household income—higher than any other U.S. state

14.9% Foreign-born MD residents

4 MoCo cities among top 15 "Most Diverse Cities in America"[6]

GREAT CENTRAL LOCATION FOR BUSINESS

FREDERICK

BALTIMORE

15 miles to Frederick

145 miles to Philadelphia

Potomac River

HOWARD

230 miles to New York City

32 miles to Baltimore

To Baltimore-Washington Int'l Thurgood Marshall Airport (BWI)

★ MONTGOMERY COUNTY

ANNE ARUNDEL

44 miles to Annapolis

VIRGINIA

To Washington Dulles Int'l Airport (IAD)

PRINCE GEORGE'S

Ronald Reagan Washington National Airport (DCA)

122 miles to Richmond

★ WASH, D.C.

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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[†]	SQ. FT.[8]	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

† GSK, Source: Annual Report
Quiagen, Source: Annual Report

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

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.

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[9]:

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:
8 CoStar
9 "Top 100 Contractors Report Fiscal Year 2015" (XLS). Federal Procurement Data System–Next Generation. General Services Administration.

Introducing VIVA White Oak Montgomery County, Maryland's Newest Emerging Global Innovation Hub

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[‡] and Adventist Healthcare. That's the ambitious, on-track plan for VIVA White Oak, an exciting new 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

THE OPPORTUNITY

- Short-term 3- to 5-year leasing, office and lab space in the VIVA White Oak area, projected to be ready for occupancy in 2018
- First permanent on-campus office and lab buildings projected to be ready for occupancy by 2022

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 creating a prominent community for cutting-edge research and life science excellence.

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

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.

UNIVERSITIES IN MONTGOMERY COUNTY CONTRIBUTE TO TOP WORKFORCE TALENT

Montgomery County is home to campuses of 11 higher education institutions

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[10] on one convenient campus, including internationally recognized University of Maryland College Park[11]. 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[12] 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:
10 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
11 Ranked as 40th best university in the world
12 Highest paying jobs that employed more than 50 people in 2016

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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[7] 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[13]

TAX	MONTGOMERY COUNTY, MD	WASHINGTON, DC	FAIRFAX COUNTY, VA	PRINCE GEORGE'S COUNTY, MD
Weighted Personal Property Tax Rates	2.585%	3.400%	4.570%	3.181%
Weighted Real Property Tax Rates (per $100 assessed value)	$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)**
Gross Receipts Tax	$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

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.

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.

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.

Green Investor Incentive Program: Offers a supplement to investors in green businesses in Montgomery County.

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.

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.

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

Metrorail 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.
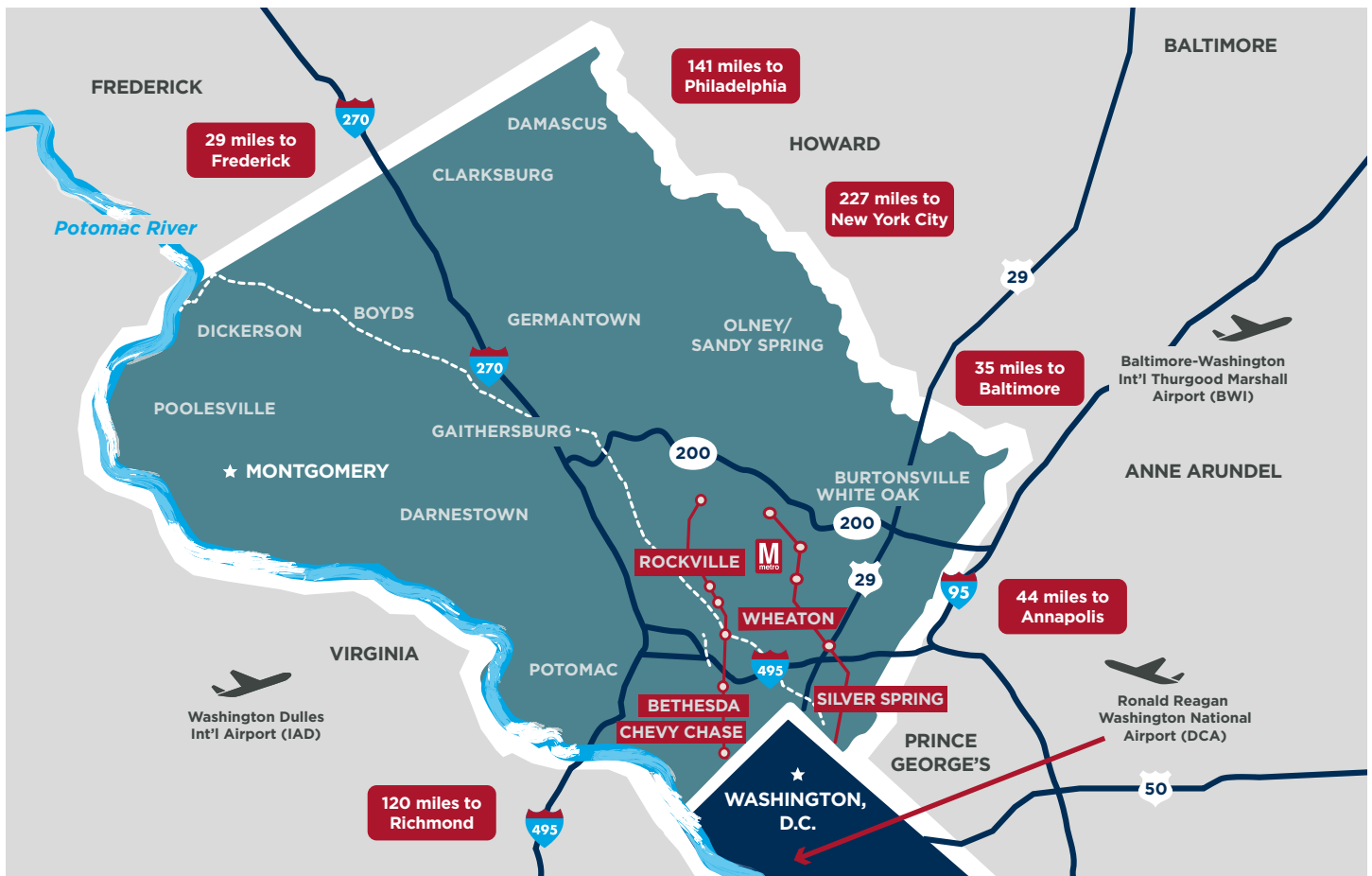
BRT Coming to Montgomery County

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

BALTIMORE

FREDERICK

141 miles to Philadelphia

29 miles to Frederick

DAMASCUS

HOWARD

CLARKSBURG

Potomac River

227 miles to New York City

BOYDS

DICKERSON

GERMANTOWN

OLNEY/ SANDY SPRING

35 miles to Baltimore

Baltimore-Washington Int'l Thurgood Marshall Airport (BWI)

POOLESVILLE

GAITHERSBURG

★ MONTGOMERY

BURTONSVILLE WHITE OAK

ANNE ARUNDEL

DARNESTOWN

ROCKVILLE

WHEATON

44 miles to Annapolis

VIRGINIA

POTOMAC

BETHESDA CHEVY CHASE

SILVER SPRING

Ronald Reagan Washington National Airport (DCA)

Washington Dulles Int'l Airport (IAD)

PRINCE GEORGE'S

120 miles to Richmond

WASHINGTON, D.C.

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[14]
- Virtually every nation is represented in our communities and residents speaking over 130 languages at home[15]

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[16]
- 400 parks, 2 national parks, Glen Echo Park and Chesapeake & Ohio Canal National Historic Park[17]
- 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 Theater Center and many more.

SOURCE:
14 WalletHub, 2017's Most & Least Culturally Diverse Cities
15 Montgomery County Public Schools
16 Montgomery Parks
17 Maryland Manual On-line, A Guide to Mayland and Its Government

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.

Spiros and Lynne each hold the exclusive Certified Economic Developer (CEcD) designation from the International Economic Development Council, earned by only 1,100 people nationwide.
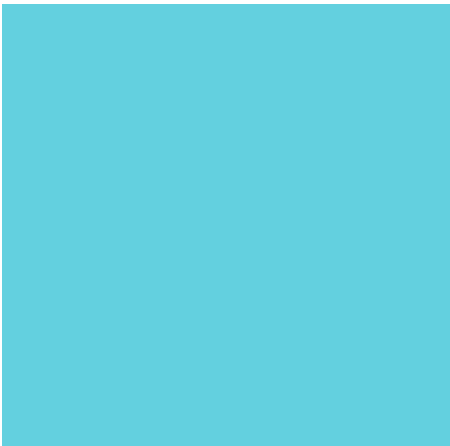
CONTACT

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301.857.1942 mobile

As Director of Business Recruitment, Spiros Balntas is working to transform MCEDC into one of the most competitive economic development agencies in the country. He hails from the Sunshine State, most recently developing and implementing business and economic growth strategies for the Central Florida Development Council before joining the MCEDC team.

Multi-lingual and armed with a diverse range of economic development experience, Spiros has previously been the Senior Business and Real Estate Manager for the Miami Downtown Development Authority. He has served in business development with foreign government agencies such as the UK Trade & Investment and the Taiwan External Trade Development Council.

LEARN MORE

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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.

Previously, Lynne was Vice President of Strategic Planning for the Business Development Board in Palm Beach County, Florida. She's also held the position of Deputy Director at the Rockville Economic Development, Inc, (REDI) during her 10 years with the organization. A classically trained singer, she likens her economic development work to the choir she sings with – both give her the opportunity to bring together many diverse voices.

LEARN MORE

Resources:
Select USA
International Investment and Trade, Maryland Department of Commerce
A Basic Guide to Exporting, U.S. Department of Commerce
Export Programs Guide, International Trade Administration
Trade Finance Guide, International Trade Administration
Archived Webinars on Exporting, U.S. Department of Commerce
NCCoe
BioHealth Innovation

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