PIC MC GERMANTOWN

PINKNEY INNOVATION COMPLEX FOR SCIENCE AND TECHNOLOGY AT MONTGOMERY COLLEGE
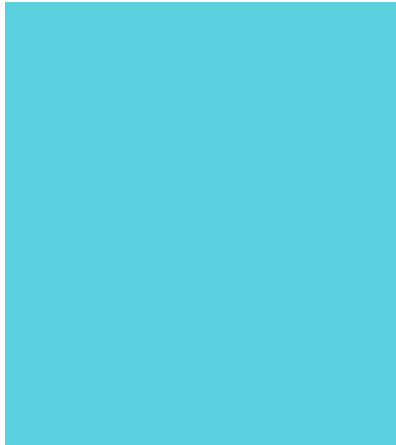
MONTGOMERY COUNTY, MD

High Technology Building – Montgomery College Germantown Campus

Montgomery College

Close to Metro

Humanities and Social Science Building–Montgomery College Germantown Campus

THE FUTURE OF BUSINESS PARTNERSHIPS AT PIC MC

Become a part of an exciting new model that synchronizes education, the life sciences and the technology industries in a ground-breaking new way. The Pinkney Innovation Complex for Science and Technology (PIC MC) is the hub for development in a 40-acre life sciences and technology innovation district.

For leading edge companies that want to start or expand into an incredible, expanding community, built to suit opportunities abound with multiple acreage and space for wet labs, pre-zoned as life sciences centers. The VIP neighbors include the Germantown Innovation Center, Department of Energy, AstraZeneca/ MedImmune, GlaxoSmithKline, Holy Cross Health and Hughes Network Systems. Along with Montgomery College's Bioscience Education Center, this area represents a virtual who's who in health, science and technology. Financial and tax incentives are available through state and county-level programs.
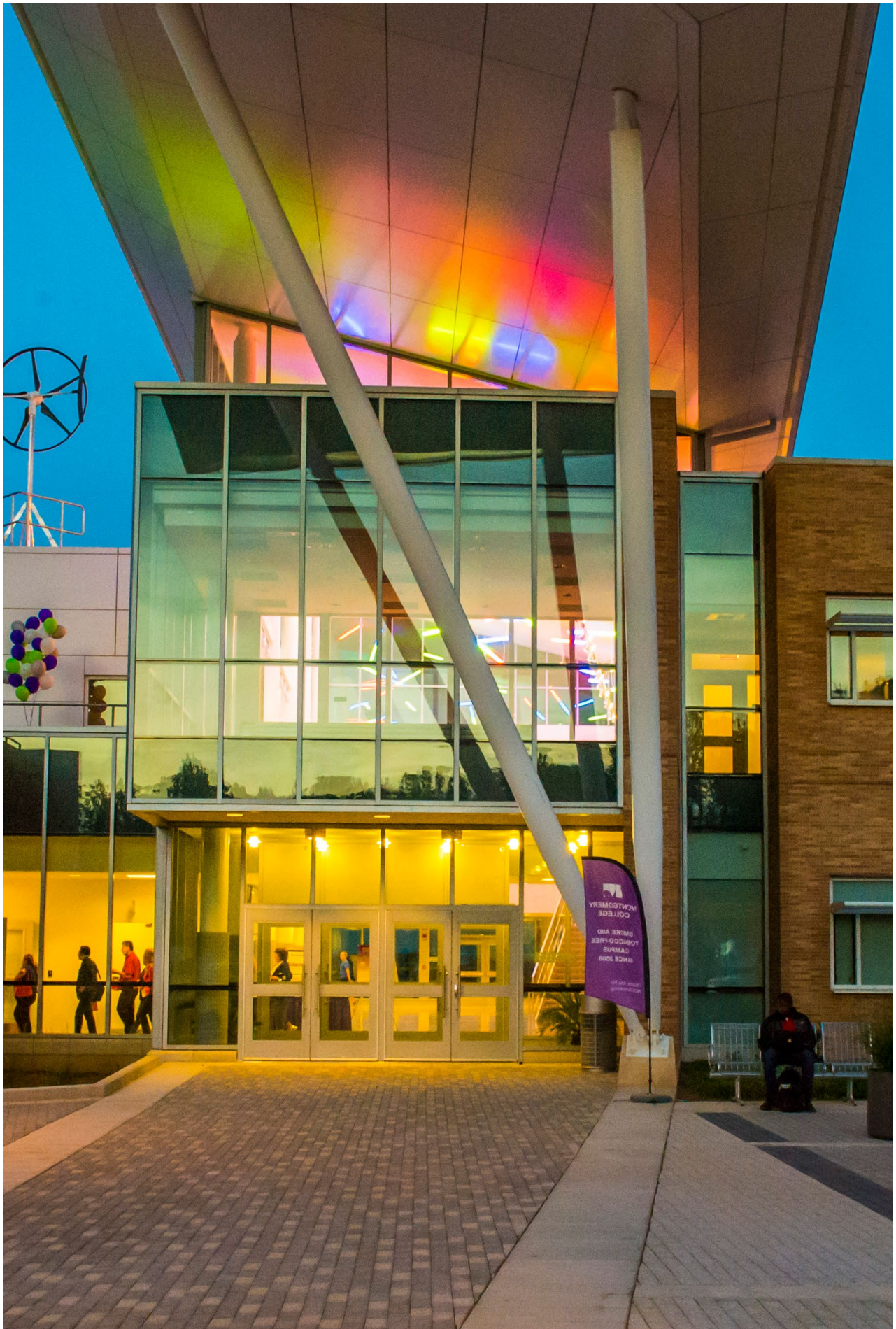
Why choose Montgomery County, Maryland? Our next-door neighbor is the nation's capital and 3 international airports are within 30 miles. We offer an active pipeline to the smartest workforce and 18 federal agency headquarters. The future of global business success—and innovative partnerships—starts here.

Martha Schoonmaker

Martha Schoonmaker, CEcD
Executive Director
Pickney Innovation Complex for Science
and Technology at Montgomery College

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Bioscience Education Center, Montgomery College Germantown Campus

GERMANTOWN

CLARKSBURG

MONTGOMERY VILLAGE

GAITHERSBURG

DARNESTOWN

NORTH POTOMAC

VIRGINIA

31.1 MILES FROM WASHINGTON, D.C.

OPPORTUNITIES TO LOCATE AND EXPAND WITHIN PIC MC

LIFE SCIENCES AND TECHNOLOGY INNOVATION DISTRICT IN GERMANTOWN

Observation Drive is the designated address for the next phase of exciting development in Montgomery County, with **zoning already approved for a faster process**. On the campus of PIC MC, large stretches of land and construction areas have been set aside for companies in the life sciences, biotechnology, Information Technology and cyber areas. PIC MC has created an **innovative model that is advancing technology while integrating academia, business and research** into one sprawling campus.

If you are considering starting, relocating or expanding a company in this thriving metro region, the PIC MC Innovation District is business-ready for your success. The **workforce talent in the DC area is unmatched, with Maryland known as a global leader in bioscience and technology education**. PIC MC, and other local educational institutions, are providing a continuum of life sciences, cyber and IT training.

BUILD TO SUIT

- Up to **27-acre spaces** available for land-lease and build-to-suit buildings

- Up to **700,000 square feet** available for commercial development for life science and tech companies.

- **Co-locate** on the campus of a training and education leader in a cross-sector community partnership network.

FINANCING AND INCENTIVES

- Ask about the MD Biotech Investment Incentive Tax credit, TEDCO programs, Montgomery's MOVE program and many more.

- Zone-approved as a life sciences district, key to moving a project forward quickly.

TAX AND FEE EXEMPTIONS

- **Development Impact Tax Exemption**: Life sciences companies constructing new facilities are exempt from the County's development tax; can be worth millions in savings.

- **Systems Development Fee Exemption**: The local water authority can waive the fee imposed on the sanitary/water fixtures in a new biotechnology or manufacturing project for up to $50,000/year per project.

- **Life Sciences Center Zone Development Bonus**: The sq. ft. of space in a new project used exclusively for mechanical equipment is excluded from the project's maximum density calculation.
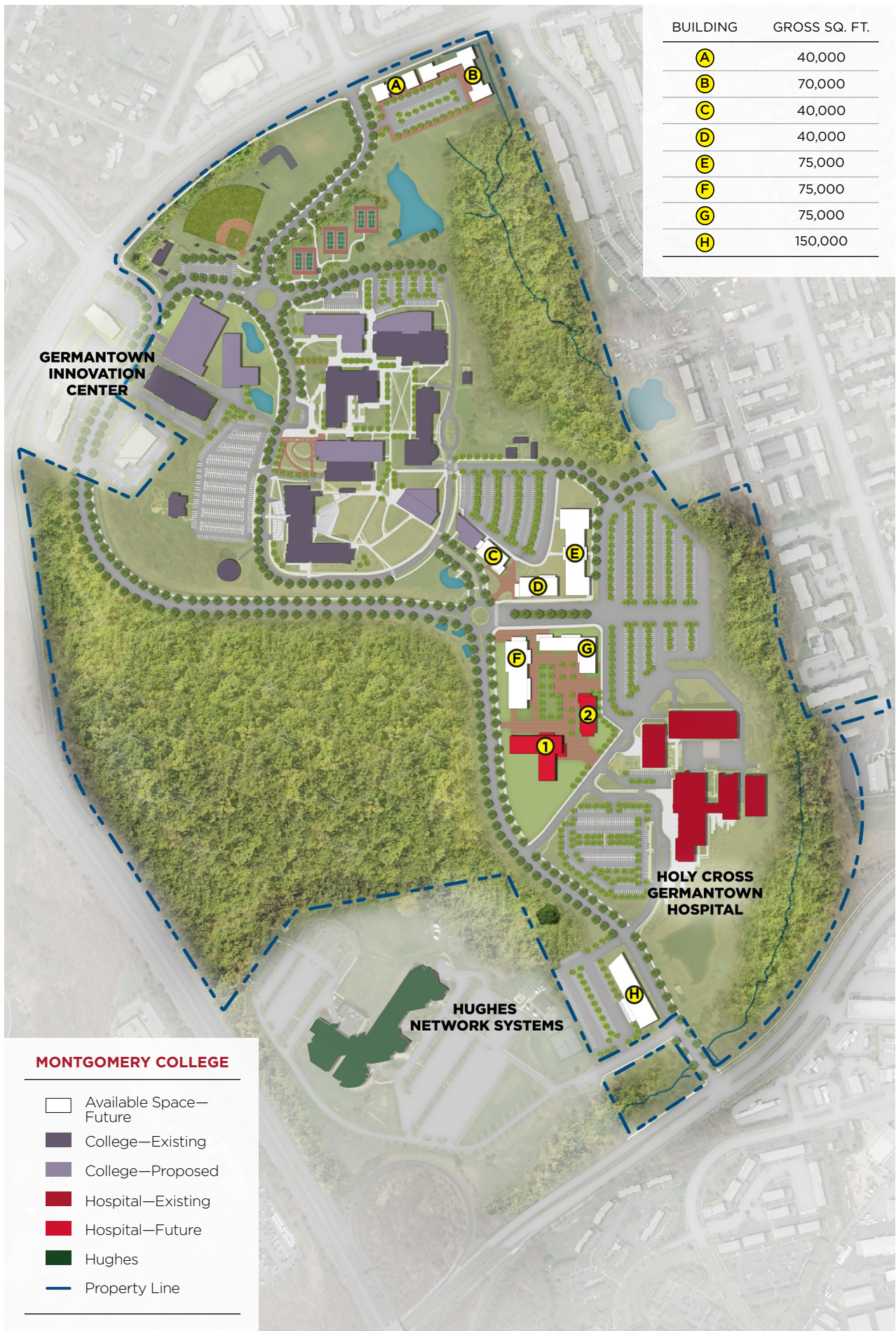
ACCESS THE WORLD OF PIC MC

- The entire PIC MC campus, from its Bioscience Education Center and Germantown Innovation Center to its Holy Cross Germantown Hospital and other companies on site.

- Montgomery College's **60,000 highly diverse students representing 160 countries in 130 programs of study**, from biotechnology, cyber, engineering, nursing and allied health.

- Access to on-campus amenities including **labs, wet labs, state-of-the-art equipment**, meeting spaces and a conference center.

- Close-by **3 international airports**, the Germantown location is conveniently located just off the I-270 technology corridor.

- Proximity to some of the most important **federal agency headquarters** of Montgomery County, including NIH, NIST, FDA and Department of Energy.

> THROUGH CONNECTING COMPANIES WITH OUR STUDENTS ON CAMPUS, WE ARE MULTIPLYING THE POWER OF PARTNERSHIPS.

— **Dr. DeRionne P. Pollard, President, Montgomery College**

BUILDING	GROSS SQ. FT.
A	40,000
B	70,000
C	40,000
D	40,000
E	75,000
F	75,000
G	75,000
H	150,000

GERMANTOWN INNOVATION CENTER

HOLY CROSS GERMANTOWN HOSPITAL

HUGHES NETWORK SYSTEMS

MONTGOMERY COLLEGE

- Available Space—Future
- College—Existing
- College—Proposed
- Hospital—Existing
- Hospital—Future
- Hughes
- Property Line

INNOVATION AND DEVELOPMENT GROWTH AT PIC MC

EXCELLENT NEW BUILDING OPTIONS AVAILABLE

Germantown has exciting new building opportunities to accommodate all of your company's needs. Our Montgomery County Economic Development Corporation team will help you identify the perfect space that features the amenities, square footage and mixed-use that's right for you.

FIND YOUR PRIME LOCATION FOR SUCCESS ON THE CAMPUS

Whether you are looking for 7,000 square feet of space or 700,000, the PIC MC campus is uniquely able to help you find the right build-to-suit space to grow your business. Your new location can be right near a leading area hospital, a Germantown Innovation Center, or the Bioscience Education Center. Our innovative model that combines academia, business and research is blazing the way for a vital ecosystem.

FUTURE DEVELOPMENT

View the map for proposed building spaces and site locations that are available on the PIC MC campus for your future development consideration.

Montgomery College Germantown Campus

Holy Cross Germantown Hospital

> WITH MONTGOMERY COLLEGE'S INDUSTRY-DRIVEN CURRICULUM, PLUS PATHWAYS TO FOUR-YEAR INSTITUTIONS, THE COLLEGE PROVIDES THE TALENTED WORKFORCE THAT MONTGOMERY COUNTY'S BUSINESSES RELY ON FOR SUCCESS.

— **Dr. DeRionne P. Pollard, President, Montgomery College**

TAX CREDITS AND FUNDING TO FUEL GROWTH

FUNDING OPPORTUNITIES PLUS EXCLUSIVE INCENTIVES FOR MD-BASED COMPANIES

Montgomery County and BioHealth Innovation, Inc. (BHI) help make connections to funding opportunities and offer some exclusive incentives to Maryland-based companies.

FIRST COUNTY IN THE COUNTRY WITH A BIOHEALTH INCENTIVE

Maryland Biotechnology Investment Incentive Tax Credit (BIITC): 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.

Montgomery County 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.

PRE-PROOF OF CONCEPT GRANT OR FUND

MD Stem Cell Research Fund: Discovery Program funds new ideas in the stem cell field for basic and translational research. May request up to $345,000 for up to 2 yrs.

TRANSLATIONAL RESEARCH/PROOF OF CONCEPT

MD Stem Cell Research Fund (MSCRF)–Validation Program: For promising stem cell technologies with significant commercial potential from Universities and research labs. May request up to $230,000 for up to 18 months.

TEDCO Technology Validation Program (2 Phases): Market Assessment–up to $10,000 for a market analysis for a technology commercialization plan. Technical Validation–up to $40,000 for proof-of-principle studies.

TEDCO MD Innovation Initiative (MII)–Technology Assessment Phase: For commercialization of technologies from MD universities. Awards up to $265,000.

PROOF OF COMMERCIAL RELEVANCE/PRE-SEED

MD Industrial Partnerships (UMD): Matching funds to help MD companies pay for the university research to help commercialize a technology/product. MD Stem Cell Research Fund–Commercialization Program: For creation of start-ups from new technologies developed in universities. May request up to $300,000 for up to a 12-month project.

TEDCO MD Innovation Initiative–Company Formation Phase: For corporate product development to prepare for a product launch or to advance a product technology to achieve a commercial milestone.

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

EARLY AND LATER STAGE

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

SEED/START-UP

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.

TAX CREDITS AND FUNDING TO FUEL GROWTH

MD 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.

TEDCO Seed Fund: Supports certain types of Maryland companies to develop and commercialize new technology-based products.

TEDCO Piggy Back Grant: Receive an additional $25k from Montgomery County if awarded life science seed money from TEDCO. No additional application required!

COMMERCIAL REAL ESTATE INCENTIVES

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

TAX CREDITS

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

Maryland 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.

Maryland 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.

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

TAX AND FEE EXCEPTIONS

Development Impact Tax Exemption: Life sciences companies constructing new facilities are exempt from the County's development tax; this exemption can be worth millions in savings, depending on square footage.

Systems Development Fee Exemption: The local water authority can waive the fee imposed on the sanitary/water fixtures in a new biotechnology or manufacturing project for up to $50,000/year per project.

Life Sciences Center Zone Development Bonus: In the County's Life Sciences Center zones, the sq. ft. of space in a new project used exclusively for mechanical equipment is excluded from the project's maximum density calculation.

A WINNING PARTNERSHIP

MONTGOMERY COLLEGE AND MCEDC SYNERGY

Meet Martha Schoonmaker, CEcD, Executive Director for the Pinkney Innovation Complex for Science and Technology at Montgomery College (PIC MC) in conversation with David Petr, MCEDC President & CEO. David is at the helm of the Montgomery County Economic Development Corporation, Montgomery County's business development experts. Our team is ready to help connect you to business and market intelligence, great locations and top talent.

Click to **PLAY NOW**.

IT'S MY UNDERSTANDING THAT A COMPANY CAN LOCATE RIGHT HERE ON MONTGOMERY COLLEGE CAMPUS. — **David Petr**

THEY CAN. WE CALL IT PIC MC. THE GERMANTOWN CAMPUS IS AN INTEGRATED ACADEMIC BUSINESS AND RESEARCH CAMPUS. WE HAVE PARCELS OF LAND RIGHT HERE THAT ARE READY TO GO.

— **Martha Schoonmaker, Executive Director, PIC MC**

ECONOMIC ENGINE FOR BUSINESS DEVELOPMENT

OUR PEOPLE KNOW PEOPLE

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

MAKE IMPORTANT CONNECTIONS

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

ACCESS A LEADING WORKFORCE

Thirty one percent of Montgomery County residents hold a post-grad degree and almost 60% of our residents have a bachelor's degree. MCEDC partners with colleges and universities to help you source the best talent. We are a 'go-to' resource that links the local and regional workforce pipeline to companies to fuel success.

FIND THE PERFECT BUSINESS ADDRESS

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

EXPLORE AVAILABLE INCENTIVES

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

CONNECT BUSINESS TO TALENT

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

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

SMARTEST U.S. WORKFORCE

Finding smart employees is a no-brainer in Montgomery County. That's because this region has the **largest concentration of degree holders of any metropolitan area in the country**. Whether you need the brightest minds coming out of today's best schools, or influential leaders that can take your teams to the top, we have the people who can get you there.

FROM CLASSROOM CURRICULUM TO REAL WORLD JOBS

TRAINING TOMORROW'S WORKFORCE TODAY

Montgomery College (MC) is a nationally and internationally recognized multi-campus community college, serving nearly 60,000 diverse students per year in 130 programs of study, many of which are in key industries. The PIC MC campus in Germantown is training tomorrow's workforce today, with many programs in the key industries of the future: Biotechnology, Cybersecurity, Information Technology, Engineering, Nursing.

PIC MC is well known for creating curriculum specially designed for industries and partnerships with specific business. The partnerships are a great example of successful ways to integrate and unite academia, business and research on one sprawling campus.

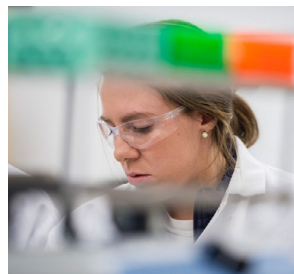**INDUSTRY DRIVEN CURRICULUM**

BioTechnology

Montgomery College plays a significant role in meeting the **highly skilled workforce needs of the biotechnology and life sciences industries** in Montgomery County and throughout the state, within industries that are dynamic, in constant motion, and key to the region's economic growth.

Healthcare

In 2014, Montgomery College became the **first community college in the country to house an on-site hospital** when Holy Cross Germantown Hospital opened on the college's Germantown Campus. The hospital, which serves as an anchor on the PIC MC campus, is a valuable resource for aspiring healthcare workers, providing students with hands-on learning, state-of-the-art instructional space and training.

Technology and Cybersecurity

Montgomery College has the expertise, the capacity, and the agility to craft training programs and offer degrees and certification options that **meet the ever-changing skill requirements of technology and cybersecurity companies,** constantly aligning our curricula with industry standards and best practices.

Images: Montgomery College Germantown Campus

Technology leaders and industry executives rely on Montgomery College to train and educate the workers they will need now, and in the future.

- Montgomery College is the lead institution for a 14-Maryland community college consortium called, Cyber Pathways Across Maryland (CPAM).

- In 2015, Montgomery College was awarded a $4m Tech Hire grant to provide hi-tech pathways for individuals for whom English is a second language.

EDUCATION PIPELINE FOR WORKFORCE AND TALENT

TOP SCHOOLS STARTING FROM K–12

Montgomery County has one of the very strongest educational pipelines in the country. From K–12 and beyond, some of the top are located right here. An impressive **36 local schools are National Blue-Ribbon Schools** and the County is home to the **top 6 high schools in our state**.

Montgomery College is a leading community college in the country offering associate degrees and certificate options in sought-after STEM fields, while the Universities at Shady Grove and John Hopkins University offer 4-year degrees.

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. The talent pool is bubbling over in our area to support life science and technology company growth.

MORE ABOUT MONTGOMERY COLLEGE

Montgomery College is a top ranked community college, with numerous tracks towards associate degrees and certifications that are in high demand, in Montgomery County and around the country.

HIGHLY EFFECTIVE, SKILLED FACULTY

To provide training for business and government, Montgomery College's Information Technology Institute draws on 75 Information Technology Institute faculty, hand-selected industry professionals, content experts who are also excellent instructors. Our Hadoop instructor, for example, is a Cloudera Architect. We engage faculty who can provide up-to-the-minute expertise.

LEADERSHIP AND SOFT SKILLS TRAINING

In the past two years, Montgomery College has trained nearly 2500 employees of local companies and government in soft skills. This includes training in project management (PMP), SHRM

human resources, diversity, presentation and communication, all highly desirable skills for our high-tech world.

FLEXIBLE LOCATION TRAINING CAPACITY

Montgomery College provides tech and cybersecurity training at company sites or our own labs at the Gaithersburg Business Training Center. Our Germantown campus features a cyber lab, usable by students and companies. Additional capacity is available on very short notice.

WORKFORCE DEVELOPMENT

Montgomery College's Workforce Development and Continuing Education offers affordable and convenient non-credit classes in sought after fields. Students can take classes in areas including business, information technology, health sciences and more.

OTHER ACADEMIC INSTITUTIONS IN MONTGOMERY COUNTY

- **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 on one convenient campus, including internationally recognized University of Maryland College Park. 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.

BUSINESS IS A GO

Whether you want to travel across town or around the globe, you'll find it's easy to get there from Silver Spring. With convenient access to three airports, D.C. Metro, MARC trains, Rapid bus lanes, and dedicated bike paths—professionals and residents alike have excellent options for getting around. In addition to our comprehensive transportation network, we're **perfectly situated next door to Washington, D.C.,** close to New York City, and halfway between Boston and Atlanta, on our nation's most prosperous business corridor.

FROM HERE, THE WORLD

TRAVEL BY AIR TO ANYWHERE

Global business is big business in Montgomery County. We have **three international airports** with direct flights to many international destinations. And since more than 160 foreign-owned companies have North American headquarters in the county, this offers a big strategic advantage.

- Baltimore/Washington International Thurgood Marshall (BWI)
- Ronald Reagan Washington National (DCA)
- Dulles International (IAD)

Also, Montgomery County Airpark in Gaithersburg provides convenient corporate and general aviation, offering a local alternative to regional transportation.

METRO SYSTEM

Washington, D.C.'s Metro system is **one of the best public transit systems in the country**, with 117 miles and 91 rail stops located throughout Maryland, D.C. and Virginia. The mass transit service contributes to a regionally connected area, and Metro buses are also available to add riding options.

With construction already started, **the new Purple Line will link Bethesda, Silver Spring, College Park, and New Carrollton**—with service projected to begin in 2022.

COMMUTER TRAINS

MARC trains provide efficient statewide transportation for commuters coming in and out of Montgomery County, with stops in Gaithersburg, Germantown, Rockville and Silver Spring. **Amtrak also stops in the area**, with a platform in Rockville.

TAKING A DRIVE

Near the I-95 corridor, Montgomery County is **perfectly situated for travel up and down the east coast**. The I-495 Capital Beltway to the south provides access to Washington, D.C. and Northern Virginia, with the ICC connecting the I-270 Tech corridor to I-95 and College Park.

CAPITAL BIKESHARE

Montgomery County is part of the regional Capital Bikeshare system. Pick up a bike for quick and easy rides to home or work at participating Rockville, Silver Spring, Gaithersburg, Takoma Park and Chevy Chase communities.

PEDESTRIAN FRIENDLY

Living in Montgomery County allows many **residents to enjoy walkable streets**, landscaped sidewalks, bikeways, trails, and paths for pedestrian circulation and connections to surrounding communities.
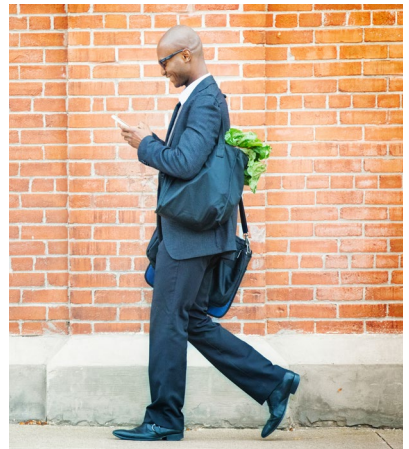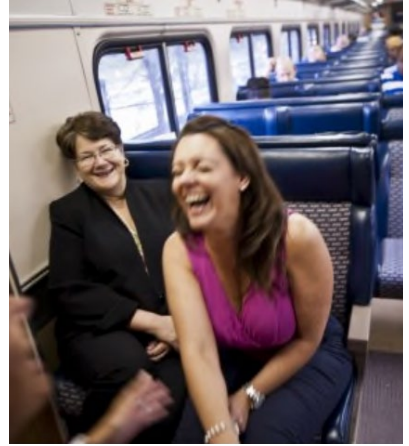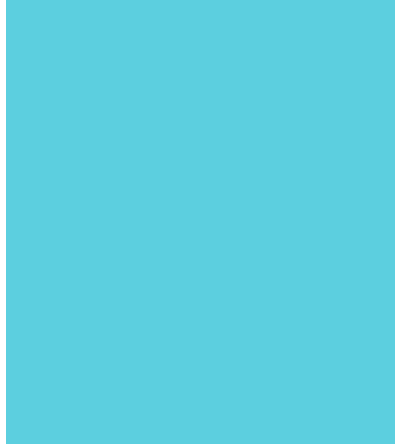
TAXIES, UBER AND MORE

Driving services are readily available throughout Montgomery County and the greater metro area.

> AS AN INTERNATIONAL COMPANY WITH OPERATIONS IN EUROPE, BRAZIL, AND INDIA, BEING ABLE TO GET ANYWHERE IN THE WORLD QUICKLY IS ESSENTIAL—AND THE THREE INTERNATIONAL AIRPORTS WITHIN 45 MINUTES' DRIVE ALLOW THAT.

— **Pradman Kaul, President and CEO**
Hughes Network Systems

LOCAL LIVING, GLOBAL REACH

Montgomery County **is an ideal location to expand an amazing global business,** raise a family and live the good life. What attracts one million people to our area? It's our **diversity of people and talent.** It's our cosmopolitan, welcoming community. And it's our rich quality of life, from award-winning schools and world-class restaurants to cultural gems, abundant parkland and bike trails. Montgomery County, Maryland—it's **where you'll want to be.**

A DIVERSE AND VIBRANT COMMUNITY

A WELCOMING GLOBAL COMMUNITY

Montgomery County leads the way with a melting pot of cultures, ideas and discoveries. People of all nationalities call this region home. **138 languages are spoken in Montgomery County**, and we celebrate the cultural diversity that flows in our communities. More than 40% of residents speak a language other than English, which is higher than the national average of 21.5%. In 2015, the most common non-English language spoken in the County was Spanish. 14.5% of the County's overall population are native Spanish speakers, while 3.53% speak Chinese and 2.9% speak African languages.

DIVERSE COMMUNITIES

One of our fastest-growing communities is Germantown, in great company with its other Montgomery County neighbors. From vibrant, urban districts like Bethesda, Silver Spring, Kensington and Wheaton to rustic open living spaces in Darnestown and Poolesville, there is a perfect neighborhood for everyone in Montgomery County.

- **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.

DRIVING CULTURAL AND ECONOMIC SUCCESS

Countries from around the world are represented right here in Montgomery County. With a **$5.5 billion economy that's growing**, our County truly embraces cultural diversity. This cultural range is reflected in the variety of thoughts and ideas generated by the global companies that make Montgomery County their home.

TOP SCHOOLS IN THE NATION

Montgomery County Public Schools (MCPS) are consistently among **the top rated public school systems** in the United States.

- With a budget of 2.5 billion, MCPS has a very strong commitment to producing a world-class education in grades K–12.

- Montgomery County is home to 6 of the top 10 highest ranking high schools in the state of Maryland. High school graduate rate is an impressive 91%.

EXPLORE OUR GREEN SPACE

- 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

- 400 parks, 2 national parks, Glen Echo Park and Chesapeake & Ohio Canal National Historic Park

- 93,000 Acres of farmland and rural space are part of the expansive Agricultural Reserve, protected space in Montgomery County since 1980

DINING IN MOCO

Ethnic dining is a delight throughout Montgomery County. With such cultural diversity, it's no wonder the restaurant scene is out of this world. From ethnic enclaves like Wheaton, Rockville and Germantown to city districts like Bethesda and Silver Spring, there are **dining options to delight every palate**.

Bethesda Row

ENTERTAINMENT AND A LIVELY ART SCENE

World-class performing arts organizations reside here. These include the **BlackRock Center for the Arts in the heart of Germantown**. Other musical gems include the Music Center at Strathmore, the

A DIVERSE AND VIBRANT COMMUNITY

Fillmore, AFI Silver, Olney Theater Center, and more. In addition to the 350 cultural organizations and 60 galleries in Montgomery County, the **Strathmore Music Center, The John F. Kennedy Center for the Performing Arts, Shakespeare Theater, and Signature Theater** are all nearby. Free museums and exhibitions of the Smithsonian Institution are also a great draw for our Montgomery County businesses and residents.

DANCE, MUSIC AND MORE AT MONTGOMERY COLLEGE'S CULTURAL ARTS CENTER

Featuring a variety of cross-cultural performances and events for all ages, Montgomery College's Cultural Arts Center provides a comprehensive program of music, theatre, dance, cultural exhibitions, film, lectures, forums and cultural exhibitions. The Center includes a 500-seat dance and music theatre with state-of-the-art stage and acoustics, as well as a 116-seat theatre that is used as a classroom and for performances.

Brookeside Gardens

Bethesda Blues and Jazz Supper Club

Rio Washingtonian Center

Imagination Stage

Rio Washingtonian Center

The rest of America won't be as diverse as Montgomery County for another

30 YEARS

138 languages spoken in our public schools

1/3 OF RESIDENTS are foreign born

Maryland is a leader in

SAME-SEX MARRIAGE

Ranked among WalletHub's 2017 **TOP 5 MOST CULTURALLY DIVERSE PLACES** in the U.S.

40%

OF RESIDENTS
speak a language other than English

#2

DESTINATION
for immigrants from Africa

Our
public schools
**SUPPORT
GENDER
IDENTITY**

54%

OF RESIDENTS
are non-white

THINKING FORWARD

Discoveries spring from every corner of our County. From our premier office spaces and wet labs, to our research parks and federal institutions, on our farms and in our business incubators, **we're making advances that cross industries and break boundaries.** Our innovation extends to sustainability, where County government operations have been carbon neutral since 2016, delivering a 23% reduction in our carbon footprint.

CREATING A SUSTAINABLE FUTURE

GREENHOUSE GAS REDUCTION

Montgomery County is committed to leading by example in greenhouse gas emission reductions:

- Montgomery County purchases 100% of its electricity supply from clean sources

- County Government has installed more than six megawatts of solar photovoltaic panels on public facilities and **is expected to exceed 11 megawatts by 2018**

- County government operates a total of 243 electric and gasoline/electric hybrid vehicles

- The county's Department of Transportation serves 26 million passengers a year and operates 370 buses, **all either hybrid electric, compressed natural gas, or clean diesel**

- Montgomery County will complete its first two microgrids in 2018, enhanced with a combination of solar energy, and combined heat and power systems that convert electricity into natural gas

- Montgomery County became the first of only a handful of local governments to join the Subnational Global Climate Leadership Coalition, agreeing to pursue emission reductions consistent with a trajectory of 80 to 95 percent below 1990 levels by 2050

SUPPORTING BUSINESSES

Montgomery County prides itself in supporting businesses that help our efforts, which include:

- Green Bank—The first formal green bank organization to be established at a local government level

- Commercial PACE Financing—Commercial property owners can finance energy-saving upgrades

- Fuel Energy Tax Exemption for Onsite Clean Energy—**Electricity generated through onsite solar installation is exempt from the County's Fuel Energy Tax**

- Rainscapes Rewards offers rebates up to $10,000 for commercial property owners installing rain gardens and other projects

- The Montgomery County Green Business Certification Program is a voluntary recognition effort for businesses that exhibit a high level of sustainability

ENGAGED RESIDENTS

The people living here contribute to create a better future:

- Bethesda Green, a nonprofit sustainability hub with a mission to promote sustainable living practices

- Multiple financial incentives to help residents reduce their energy use, including $250 in energy efficiency tax credits, free "Quick Home Energy Check-ups," Maryland Residential Clean Energy Grant Program, and **Weatherization Assistance to low-income households**

- Over 150 publicly available electric vehicle charging stations—perfect for county residents who used the state's tax credit to purchase or lease a new electric vehicle

- Seven local USDA Organic farms, with their products available through 24 farmers markets and 27 Community Supported Agriculture vendors

- The annual GreenFest, a free, all-day environmental festival helping residents 'green' their lifestyle

INNOVATION IS IN OUR DNA

LEADING THE WAY

Innovation in MoCo crosses industries, borders and boundaries. Mapping the human genome. Developing life-saving therapies. Building premier cybersecurity defenses. Driving world-class advancements. If it's on the forefront of technology and innovation, it's happening here. Below are some of our area's most promising innovations and discoveries.

ENTREPRENEURSHIP

- The Greater Washington area is #1 for "Growth Entrepreneurship" and #1 for "Highest Density of High-Growth Companies in IT Services"

- Incubator resources through the Montgomery Business Innovation Network focus on market disruption and start-up of tomorrow

Featured Company: Hughes Network Systems, LLC

Hughes Network Systems, LLC is the global leader in satellite broadband for home and office, delivering innovative solutions and a suite of services for government and private companies. Hughes serves customers in more than 100 countries.

Hughes Network Systems

BIOHEALTH

- Supernus develops pharmaceuticals to fight epilepsy and other CNS disorders

- Sanaria is developing and commercializing malaria vaccines in a dedicated clinical manufacturing facility, the only one of its type in the world

- Biotech Labs USA, a University of Maryland spin off, is helping to make cats and dogs healthier

- NIH is the world's largest biomedical research institute

- FDA protects public health through regulation of food, drugs, biological products and medical devices

- BioHealth Innovation, Inc. accelerates innovation and advancing science, cyber and health technology

IT & CYBERSECURITY

- First Federally Funded Research and Development Center (FFRDC) for cybersecurity

- Weatherbug app creates its lightning sensors, data apps and warning systems in Germantown

- ultraMontgomery is a high-speed fiber network that connects business, academic and federal institutions along major corridors

ADVANCED MANUFACTURING

- Xometry invented an IT platform for on-demand manufacturing that is used by start-ups to Fortune 500 companies

AGRICULTURE

- "Kingsbury Pride" is the yellow freestone peach created at Kingsbury's Orchard in our famed Agriculture Reserve

BIOHEALTH HUMAN GENOME
was first mapped here

INFOZEN
integrated NASA's live stream of the solar eclipse

The first rapid
TEST FOR EBOLA
approved by the FDA

THINGSTITUTE
First IoT test bed in a local government

NATIONAL CYBERSECURITY CENTER OF EXCELLENCE

promotes the private sector's rapid adoption of cyber products

THE 1ST LOCAL GREEN BANK

promotes affordable, clean energy

BETHESDA GAMES STUDIOS

created landmark games such as Fallout and The Elder Scrolls

AGRICULTURE RESERVE

Best-in-class farm and rural space protection of a full 1/3 of the County's land

ROBOTIC COW MILKING

first all pasture raised dairy in North America

INFRASTRUCTURE SUPPORT

MAKING STRONGER CONNECTIONS

Information and connectivity are becoming the **new currency in today's business environment**. At Montgomery County, we understand and stay one step ahead with everything your business needs to compete. With a high-speed fiber network that greatly improves communication and a strong data center ecosystem, Montgomery County is on the leading edge of infrastructure and technology improvements.

FIBER CONNECTIVITY

ultraMontgomery is a high-speed fiber network that connects our business, academic and federal institutions along major corridors and greatly improves communication. The technology-based, multi-year, economic development initiative aims to **grow jobs by making gigabit broadband more affordable** and widely available to public and private institutions in major corridors and transit-oriented communities within the County. In addition to private providers, the County operates its own 570-mile government run fiber network, called FiberNet.

CELLULAR COVERAGE

Montgomery County has extensive 4G coverage from **all four major wireless carriers**—including Verizon, AT&T, Sprint, T-Mobile. Hughes Network Systems, one of the country's two leading satellite broadband providers is also headquartered in Montgomery County.

DATA SYSTEM ECOSYSTEM

Montgomery County offers its own **mature commercial data center ecosystem**. Two of these data centers include Bytegrid and Recovery Point. Bytegrid is a national provider of multi-tenant data centers. The maintainable and fault-tolerant design of this facility offers an ideal location for projects and expansion opportunities for businesses.

PUBLIC DATA

dataMontgomery was among the first generation of local government open data platforms launched in 2007—where residents can access and analyze publicly available data in a searchable and consumable format. CountyStat uses data strategically to monitor, assess, and improve the effectiveness, efficiency, and performance of County services, solve problems, and develop targeted action plans and strategies to deliver results for our residents, businesses, and communities. **openMontgomery** provides immediate access to vital county data and information, along with a wide variety of raw data that the public can analyze freely.

> IN OUR MODERN TECH ECONOMY, INTERNET CONNECTIVITY AND NETWORK INFRASTRUCTURE ARE AS FUNDAMENTAL TO ECONOMIC DEVELOPMENT AS AN EDUCATED WORKFORCE AND TRANSPORTATION. MY GOAL IS TO LEVERAGE ULTRAMONTGOMERY, OUR ULTRA-HIGH SPEED, FIBER NETWORK INITIATIVE, TO ENSURE THAT MONTGOMERY COUNTY HAS THE MOST ROBUST, RELIABLE, AND RESILIENT BROADBAND IN THE NATION.

— **Marc Elrich, Montgomery County Executive**

READY TO HELP

YOUR BUSINESS CHAMPIONS

Please reach out to us for answers to any questions you may have and to discuss next steps.

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Martha is the Executive Director for the PIC MC Foundation, which is the entity that develops, manages and markets the innovation district on behalf of Montgomery College. With a background in economic development on state and local levels, she is harnessing Montgomery College's workforce and talent development as an economic engine for business location and job creation on the Germantown Campus. Martha manages contracts, leases and partnerships with existing resident partners, including Holy Cross Germantown Hospital. She is also responsible for the development of corporate partnerships with co-located businesses that expand internship, learning and career opportunities for students.
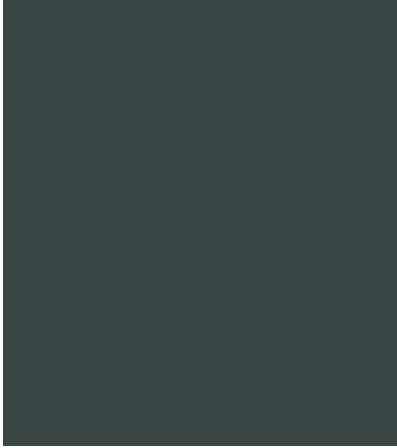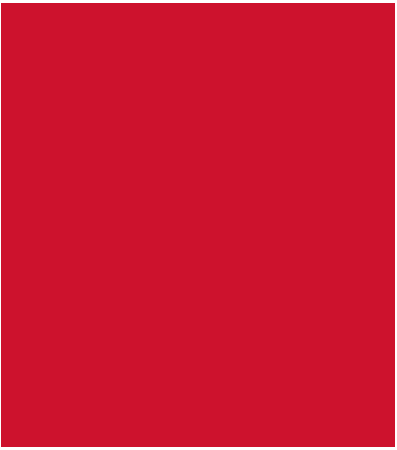
LEARN MORE

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

LEARN MORE

Holy Cross Germantown Hospital

Montgomery College students

QIAGEN's Regional HQ

Montgomery College professor

MONTGOMERY COUNTY MEANS BUSINESS

MULTIPLYING THE POWER OF PARTNERSHIPS

Montgomery County is booming with international business opportunity. With 31% of our residents holding post-grad degrees—the highest in the county—we have the smartest workforce to drive business success. Exciting new partnership opportunities are available for companies to start, grow or relocate to our thriving area. Build to suit options are now available for companies.

PIC MC has **exciting new partnership opportunities** for companies to start, grow or relocate to the thriving Germantown area. Build to suit options are now available for companies to develop in areas that have been 'pre-zone approved' for a faster process. The innovative model gives companies the opportunity to **integrate academia, business and research into one sprawling campus**—with access to PIC MC's customized curriculum, innovation centers and a continuum of training for employees—ready to help support your business success.

GLOBAL COMPANIES:

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

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

A PERFECT ADDRESS FOR BUSINESS

- 18 Federal government agency headquarters

  Germantown:
  - U.S. Department of Energy, Administration Complex

  In Montgomery County:
  - U.S. Department of Energy
  - National Institutes of Health
  - National Cancer Institute
  - U.S. Food and Drug Administration
  - National Institutes of Standards and Technology
  - National Cybersecurity Center of Excellence

- 6% Job Growth
- 138 Languages spoken in diverse households
- 6,000 STEM PhDs
- 32k Businesses in Montgomery County and growing
- 7,000 MD businesses export to 209 countries

MONTGOMERY COUNTY MEANS BUSINESS

OPEN FOR YOUR NEXT BIG BUSINESS OPPORTUNITY

We can help you achieve success in the prime mid-Atlantic location of Maryland, right next door to the nation's capital with more than 60 federal agencies. About 1/3 of the entire U.S. population is within an overnight drive of Maryland, a state that is situated in one of the nation's busiest corridors between Boston and Atlanta. Find an active consumer market and a top hub for BioHealth, cybersecurity and IT industries. Innovation happens here every day, with a diverse population and thriving workforce.

MAJOR EMPLOYERS IN GERMANTOWN:

- Acterna (subsidiary of Viavi Solutions)
- Aecom Government Services
- DRS Defense Solution
- Holy Cross Germantown Hospital
- Hughes Network Systems
- Intrexon
- NCR Government Systems, LLC
- Qiagen
- URS Federal Services International, Inc
- Wabtec Railway Electronics

STRENGTH OF FOREIGN INVESTMENT IN MARYLAND

- FDI Strength: Home to the largest amount of Foreign Direct Investment (FDI) in the world
- $8 trillion: Gross Domestic Product (GDP)

- 6,370,900: U.S. workers employed by U.S. affiliates of majority foreign-owned firms
- $57 billion: Research and development (R&D) spending by U.S. affiliates of majority foreign-owned firms in 2014
- $425 billion: Contribution to U.S. goods exports by majority foreign-owned firms operating in the U.S.
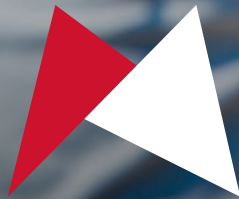

THE GLOBAL GATEWAY TO INTERNATIONAL BUSINESS

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 Montgomery as a base for global success.

- 900 Foreign-owned companies
- $75,847 Median household income—higher than any other U.S. state
- 30% Foreign-born Montgomery residents
- 4 MoCo cities among top 15 "Most Diverse Cities in America"

PICMC

cms.montgomerycollege.edu/picmc

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MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND

CONNECT WITH US