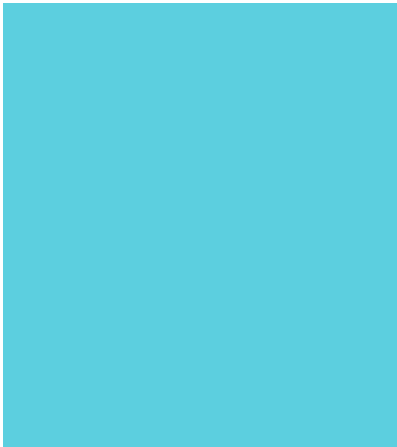# UPCOUNTY

MONTGOMERY COUNTY

MARYLAND

Jimmie Cone/Damascus

Novel Books/Clarksburg

Little Seneca Creek, Boyds*

Damascus Community Center

MOOseum/Boyds

Little Bennett Campground/Clarksburg

Poolesville Town Hall

GROWTH IN A HISTORICAL AND SCENIC SETTING

On the northern edge of Montgomery County, **Upcounty is an expansive region comprised of the Poolesville, Clarksburg, Boyds, Beallsville, and Damascus communities.** Predominately a rural area, one of the most successful industries is agriculture. Experiencing extensive growth recently, the area is known as being a beautiful place to live and work.

The Agricultural Reserve is a Montgomery County gem which **encompasses 93,000 acres, almost a third of the County's land resources.** Clarksburg Premium Outlets offers residents a variety of retail and restaurants to choose from. And the Upcounty Regional Services Center provides both citizens and businesses with a range of services.

Companies choose Montgomery County for its **proximity to the nation's capital, easy access to three international airports, nearby federal agencies and funding resources,** and our stellar workforce talent pool. We look forward to working together and welcoming you to Montgomery County, Maryland. **How can we help you?**
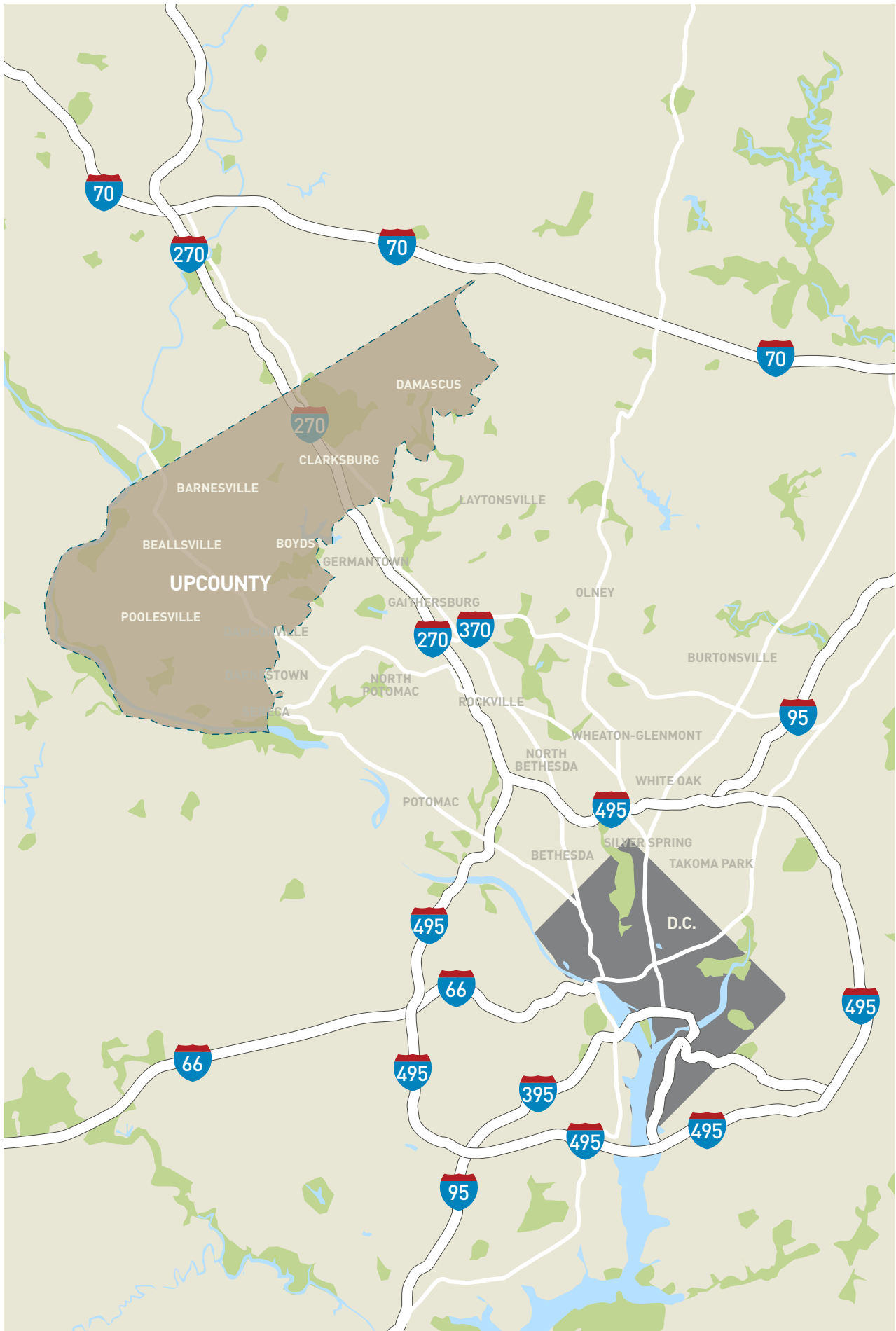
TABLE OF CONTENTS

Clarksburg Premium Outlets

UPCOUNTY, MARYLAND

A LOOK AT UPCOUNTY

Historical areas like the John Poole House and General Store Museum are popular with residents and visitors, as well as the Historic Whites Ferry. People take in the scenery at Seneca Aqueduct and Riley's Lockhouse along the C&O Canal. Hiking, rock climbing, picnicking, and sight seeing are common at the peak of Sugarloaf Mountain.

The Upcounty area of Montgomery County includes:

POOLESVILLE—Named after its first settler, John Poole, who settled there in 1783—this tightly-knit community retains much of its historic charm.

DAMASCUS—Currently a commercial center for the northern part of the region, it remains a beautiful agrarian area with rolling hills and valleys.

BOYDS—A village for workers constructing the B&O Railroad in the 1870s, it is now served by the MARC train system. It is also home to Black Hills Regional Park and Little Seneca Lake.

BEALLSVILLE—On the road from Rockville to the Monocacy River and Nolands ferry, Beallsville was a strategic spot in the Civil War.

CLARKSBURG—Clarksburg is named for Native American trader William Clarke, and since 2000, there has been major growth.

CLARKSBURG PREMIUM OUTLETS

Clarksburg Premium Outlets is just 30 miles north of Washington, D.C. and 50 miles west of Baltimore. More than 90 brand name stores including Banana Republic Factory Store, Nike Factory Store, Saks Fifth Avenue Off 5th, Steve Madden, Under Armour, and many more.

ABUNDANT REGIONAL SERVICES

The Sidney Kramer Upcounty Regional Services Center (SKURSC) is one of five Montgomery County outreach offices. The Upcounty Center is the largest of the five centers with 100,000 sq. ft. of space, and 11 agencies with services for citizens and businesses, including workforce development.

OPENING THE DOOR TO NEW BUSINESS

In 2018, the Montgomery County Council enacted a zoning amendment which will expand business options for wineries, breweries, cideries and distilleries located in the County's Agricultural Reserve.

THE AGRICULTURAL RESERVE

In 1980, the Montgomery County Council made one of the most significant land-use decisions in County history by creating the Agricultural Reserve. Heralded as one of the best examples of land conservation policies in the country, the Ag Reserve encompasses 93,000 acres—almost a third of the county's land resources—along the County's northern, western, and eastern borders. Farms here are very popular for spring pick-your-own strawberries, blueberries, and more. In the fall, families head to the pumpkin patch, and during the holidays, they cut fresh trees.

FUN FARM FACTS
ABOUT MONTGOMERY COUNTY

- **One third of the county** is preserved for agricultural use

- There are **540 farms and 350 horticultural enterprises**

- Montgomery County has **the most acres planted in berries** (blackberries, blueberries and strawberries) of any County in MD

- Agriculture contributes **over $287 million to the County's economy annually**

PROXIMITY TO REGIONAL U.S. GOVERNMENT FACILITIES

MAJOR FEDERAL PRESENCE IN THE COUNTY

With proximity to numerous federal agencies in DC, Montgomery County is home to 18 federal agency headquarters, including:

THE NATIONAL INSTITUTES OF HEALTH (NIH) BETHESDA

The nation's medical research agency, making important discoveries that improve health and save lives. The agency encompasses 27 Institutes and Centers.

NATIONAL CANCER INSTITUTE (NCI)—ROCKVILLE

As a part of NIH, NCI leads the nation's research efforts to improve cancer prevention, detection, diagnosis, and survivorship. It supports thousands of clinical trials and collaborates with private sector life sciences companies and federal agencies.

THE FOOD AND DRUG ADMINISTRATION (FDA) SILVER SPRING

Protects the public health by ensuring the safety, efficacy, and security of human and veterinary drugs, and biological products.

THE NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY (NIST)—GAITHERSBURG

Measures the smallest of technologies to the largest and most complex of human-made creations—founded in 1901.

THE NATIONAL CYBERSECURITY CENTER OF EXCELLENCE (NCCOE)—ROCKVILLE

Part of NIST, NCCoE is a collaborative hub where industry organizations, agencies, and academic institutions address pressing cybersecurity issues.

U.S. DEPARTMENT OF HEALTH & HUMAN SERVICES (HHS)—ROCKVILLE

Enhances and protects the health and well-being of all Americans and foster advances in medicine, public health, and social services.

NATIONAL OCEANIC & ATMOSPHERIC ADMINISTRATION (NOAA)—SILVER SPRING

Enriches life through science from the surface of the sun to the ocean's depths. The agency helps inform citizens about their changing environment.
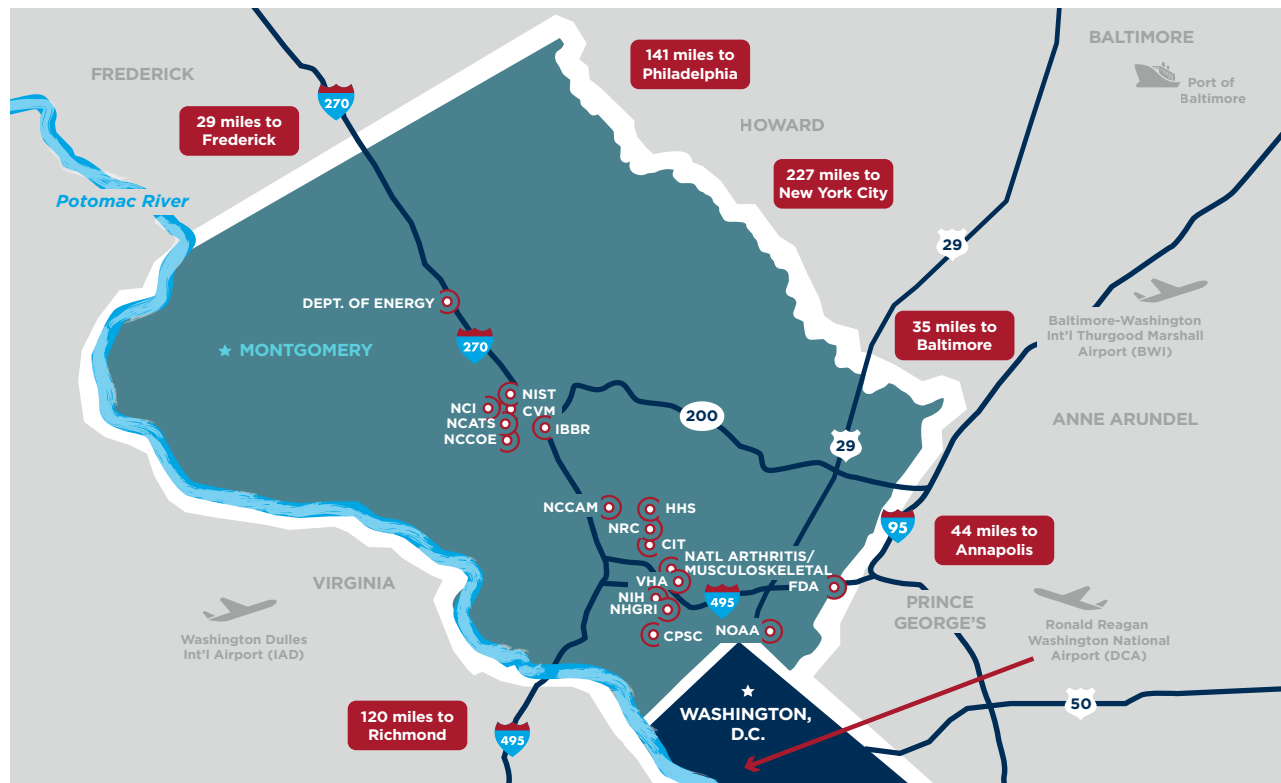
©Robert Rathe

National Institute of Standards and Technology (NIST)

Jamison Ag & Turf/Poolesville

JAMISON AG & TURF

A FAMILY AFFAIR

Jamison Ag and Turf is a family-owned business that started with Jamie and Kathy Jamison in 1970. As their sons grew—Joseph, Michael and Patrick—Jamie and Kathy brought them in to share the work and expand the company, which is based in Poolesville, Maryland.

LAND & TECHNOLOGY

The team at Jamison works in unison to propagate yields and employ best management practices. Whether they are implementing the latest technologies in precision agriculture or employing nutrient harnessing conservation, Jamison Ag and Turf comes to the field and delivers a quality product with respect for the land. They also have an in-house turf expert and field agronomist.

They specializes in growing number 2 yellow corn, soybeans and wheat. Aside from row crop products, they also grow pristine quality fields of tall fescue turf grass. With more than 40 years of experience in growing crops, they are dedicated to enhancing the quality of the land they love.

TURF

The company has grown Maryland Certified Turf since 1999. They specialize in growing a blend of 90 percent turf type tall fescue and 10 percent bluegrass from Maryland's list of approved cultivars. From the dog days of summer to the chilling winds of winter, their blend has stood to maintain a hearty green appearance throughout the year.

LAND CONSERVATION

Jamison Ag and Turf has a proud history of exceptional agricultural practices. Their farm was one of the first in the region to employ a cover crop program at our own expense. Their top priority is to ensure quality maintenance of the land, and do this through a number of efforts.

CONSERVATION OF LAND

Jamison Ag and Turf has a proud history of exceptional agricultural practices. The farm was one of the first in the region to employ a cover crop program their own expense.

MAINTENANCE OF WATERWAYS & DITCHES

When there are major washouts, the waterways are tilled under and re-seeded to keep the land in top quality condition.

MAINTAIN TREE GROWTH

Overgrown trees around the perimeter of fields can greatly reduce productive acreage over the course of years.

SOIL MAINTENANCE

Growing crops without applying adequate fertilizer can devalue the quality and soil health. Monitoring the Ph and nutrients of the soil is essential for long-term prosperity.

> WE ARE DEDICATED TO THE PROPER CARE AND HANDLING OF THE LAND WE MAINTAIN.
>
> — **Jamison Ag & Turf**

SUGARLOAF MOUNTAIN VINEYARD

A PASSION FOR WINEMAKING

Opened in 2006, Sugarloaf Mountain Vineyard has been creating vintage wines that reflect precision and passion in the science and art of winemaking. Grown amid the unique microclimate at the base of Sugarloaf Mountain, the winery's 22 acres of vines produce grapes that are hand-picked, cold-soaked, and aged in stainless steel or French oak barrels to produce Bordeaux-inspired reds and crisp whites.

FUN AND FOOD

Planning to stay after your tasting with a bite to eat from their a la carte menu of cheeses, meats and other snacks. They also offer live music on summer weekends and a warm fire on chilly winter weekends, so raise your glass and make memories.

AWARD WINNING

The winery's five red and five white grape varieties have yielded award-winning offerings that you can enjoy at the winery or at home. Nearly all of their vintages to date have been recognized by state, regional and international organizations—which affirms their commitment to to providing quality wines for their patrons.

TASTING AND TOURS

Discover how a short drive to Sugarloaf Mountain Vineyard will lower your pulse and elevate your mood as you enjoy premium wines amid the rolling hills and farms of Dickerson, Maryland. At Sugarloaf Mountain Vineyard, our focus is on wine education. Our well-trained staff will guide you through a tour of the vineyard or tasting os our wines. Tastings are indoors on weekdays and outdoors on weekends Tours are offered on weekends from May until the end of August.

PRIVATE PARITIES

Sugarloaf Mountain is a beautiful setting, and the perfect spot for your next small private party or intimate special event from 6:30-9:00 p.m.

"

IF YOU DON'T HAVE GOOD GRAPES, YOU DON'T HAVE GOOD WINE!

— Manolo Gomez, Winemaker

Watch these videos about other successful businesses in the Upcounty area.

BUTLER'S ORCHARD is your one stop shop for fresh fruits and vegetables in season. They also offer a large selection of pick your own farm fresh produce including strawberries, blueberries, peas, tart cherries, red raspberries, pumpkins, apples and Christmas trees.

MARYLAND SOCCERPLEX in Boyds has 19 full-sized irrigated soccer fields. Fields are organized in clusters with parking and comfort stations. One of the attractions of the complex is the Championship Stadium that sits in a natural bowl with a paved lit plaza surrounding it.

MONTGOMERY COLLEGE provides public, open access, high-quality higher education on three campuses across Montgomery County. As a top-ranked community college, it is one of the most diverse schools in the nation—with students from more than 170 countries enrolled.

THINKSUCCESS

Sugarloaf Mountain Vineyard/Dickerson

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.

PIPELINE TO TOP TALENT

GET THE TALENT YOU NEED

A highly educated community contributes immediately to a ready-to-go workforce, and Montgomery County residents are among the most highly educated people in the nation, where **31% of Montgomery County residents hold a post-grad degree and almost 60% of our residents have a bachelor's degree.**

MONTGOMERY COLLEGE

A nationally and internationally recognized multi-campus community college serving nearly 60,000 diverse students per year in 130 programs of study, many in key industries including Biotechnology, Cybersecurity, Information Technology, Engineering, and more.

montgomerycollege.edu

JOHNS HOPKINS UNIVERSITY (JHU) MONTGOMERY COUNTY CAMPUS

A premier university with a Montgomery County campus, the JHU Center for Biotechnology Education offers part-time, evening, master's degree courses These include bioinformatics, biotechnology, entrepreneurship, and other areas.

mcc.jhu.edu

WATCH VIDEOS about universities and colleges in Montgomery County: **MOCOSUCCESS.COM**

UNIVERSITIES AT SHADY GROVE

USG has 80 undergrad and graduate degree programs offered by nine University of Maryland institutions on one convenient campus, including the 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 later in 2019.

USG comprises multiple Maryland universities:
University of Maryland, College Park; University of Maryland, University College; University of Maryland, Baltimore County (UMBC); University of Maryland at Baltimore; and more.

shadygrove.umd.edu

WORKSOURCE MONTGOMERY (WSM)

WSM has a deep understanding of existing and emerging industries allowing them to create sustainable workforce solutions that are tailored to this region—increasing the ability for your company to access highly talented workers throughout the region. WorkSource Montgomery will pre-screen potential employees, coordinate job fairs, and expand your reach to:

- Colleges and universities throughout the region
- Active military and veteran service members
- Local, state, and federal government agencies
- Community-based organizations and nonprofit

MONTGOMERY COLLEGE GERMANTOWN CAMPUS

The Germantown Campus, Pinkney Innovation Complex for Science and Technology (PIC MC) is located in upper Montgomery County, Maryland, just east of I-270. With the recent opening of the Bioscience Education Center, and the newly opened Cybersecurity Lab, the campus is designed to develop today's cutting-edge workforce that is critical to Montgomery County's thriving economy.

REGIONAL EXCELLENCE

PREMIER AREA UNIVERSITIES

The Greater Washington area is home to some of the country's premiere universities including Georgetown, George Washington, and American in Washington, D.C.; the University of Maryland in College Park; and George Mason University in Northern Virginia. With the nation's capital as a prime attraction, students gain experience from unmatched internships and work experiences unique to our area.

UNIVERSITY OF MARYLAND, COLLEGE PARK

The state's flagship university and one of the nation's preeminent public research universities, it is a global leader in research, entrepreneurship and innovation. The university is home to more than 41,000 students, 14,000 faculty and staff, and 352,000 alumni. It's also a top 10 undergrad program for entrepreneurship.

Maryland is strongly investing in STEM education to reflect the needs of our highly technical businesses. We have the tech talent here in our state and are ready to go. The University of Maryland System (11 campuses + 3 regional campuses) produced 77,103 bachelor's degrees and 37,505 graduate degrees between FY2015 and 2017. Maryland has the highest concentration of computer information and research scientists in the nation.

GEORGETOWN UNIVERSITY

One of the world's leading academic and research institutions, Georgetown is a Washington landmark since 1789. Georgetown offers degree programs in 48 disciplines, enrolling an average of 7,500 undergraduates and 10,000 post-graduate students from more than 130 countries. Georgetown has a vibrant community of exceptional students, faculty, alumni and professionals dedicated to real-world applications of research and scholarship. A global educational institution, Georgetown offers 180 study abroad programs, 250 agreements with international partners and hosts 3,100 international students.

GEORGE WASHINGTON UNIVERSITY

Located 4 blocks from the White House, George Washington University has 10 different schools and colleges in a variety of disciplines with an international student presence. GW connects academic to policy and the workplace—students have research opportunities with federal agencies and renowned local institutions.

AMERICAN UNIVERSITY

A private research university in Washington, D.C., American University has 8 schools and colleges including its renowned School of International Service—comprises 160 programs including 71 bachelor's, 87 master's and 10 doctoral degree programs. The university's student body represents all 50 U.S. states and 141 countries.

"

THE UNIVERSITY OF MARYLAND, MONTGOMERY COLLEGE, AS WELL AS 13 OTHER UNIVERSITIES IN THE MID-ATLANTIC/EASTERN SEABOARD REGION GIVE US AMPLE ACCESS TO WELL-QUALIFIED BACHELOR'S, MASTER'S AND PHD GRADUATES WHO DESIGN AND BUILD OUR SATELLITE GROUND SYSTEMS AND COMMUNICATIONS PRODUCTS.

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

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 Upcounty. With convenient access to three airports, D.C. Metro, MARC trains, Bus Rapid Transit, 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.

TRANSPORTATION

GETTING AROUND

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 busiest public transit systems in the country**, with 117 miles and 91 rail stops located throughout Maryland, D.C. and Virginia.

RIDE ON BUS SERVICE

Montgomery County has an active Ride On bus service, including options from Germantown and other points to the Shady Grove Metro Station. The Germantown Transit Center is a busy center, with plans to expand the location and services to UpCounty residents and businesses.

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.

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.

TAXIS, UBER, LYFT AND MORE

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

FUTURE UPCOUNTY TRANSPORTATION

County officials are looking into an **expansion of the Germantown Transit Center** to address the need for additional bus routes, serving Germantown, Clarksburg and Damascus. **The Milestone Transit Center** project provides for a study of expansion of the transit center to address the need for additional commuter parking and bus bays for immediate-term, mi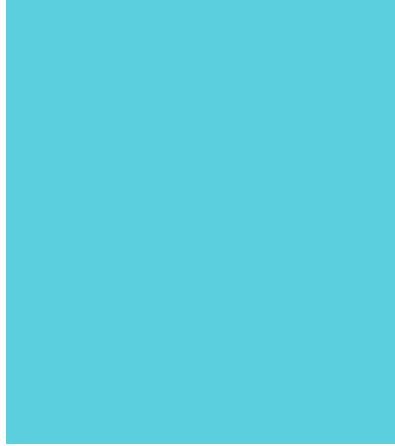d-term and long-term improvements. The existing center has 216 commuter parking spaces and two linear bus bays. Officials are also considering an **Upcounty Park-and-Ride Expansion** at the existing transit locations.

Reagan National Airport and the Capitol building

Commuters on a MARC train

Purple Line train/Riverdale Park Station

Union Station/Washington Metro

A DIVERSE
RURAL COMMUNITY

Affordable housing options abound in **a country setting that brings residents together.** With a dependable housing market that offers plentiful inventory, the area is bike and pedestrian friendly, and accessible to public transportation. **Single-family homes are available, along with a variety of great new apartments for rent**. Grab a bite to eat at one of our relaxing restaurants or stroll through our unique boutiques. **Explore living at its best in Upcounty.**

ABUNDANT AFFORDABLE HOUSING OPTIONS

A VARIETY OF CHOICES

As an affluent area with a robust economy, we have a variety of housing, including lower cost options. Within a short drive of MARC and Metro stations, there are more than 5,000 rental units, many with reasonable rents due to the existing housing stock and numerous condo communities. There are also very affordable condos and neighborhoods in the area, and others with smaller starter homes, plus a variety of executive housing choices.

REGIONAL BENEFITS

The region has a very dependable housing market with plentiful inventory at very stable costs. At an increase of only 8 cents per square foot over the last four years, renting a home or apartment is far less expensive than what is available in many other coveted East Coast communities. Within the greater metro region itself, Germantown's housing options are less expensive than comparable communities in Washington, D.C. and Northern Virginia.

**MEDIAN HOME VALUES
IN COMPETITIVE MARKETS**

City	Single-Family Home
Upcounty, MD	$475,500
Clarendon, VA	$623,000
Shaw, D.C.	$732,000

Elms at Clarksburg Village

**AVERAGE MARKET RENTS
IN COMPETITIVE MARKETS**

City	Studio	1 BR	2 BR	3+ BR
Upcounty, MD	$1,108	$1,451	$1,683	$1,928
Clarendon, VA	$1,612	$1,958	$2,650	$3,870
Shaw, D.C.	$1,718	$2,057	$2,881	$3,539

SHORT AND LONG-TERM CORPORATE HOUSING

The Washington, D.C area is always among the first for unique housing options—such as the Attaché Corporate Housing that offers various furnished options throughout the area for shorter and extended stays.

The greater Washington, D.C region is always among the first for unique housing options—such as the Attaché Corporate Housing that offers various furnished options throughout the area for shorter and extended stays.

ABUNDANT AFFORDABLE HOUSING OPTIONS

NEIGHBORHOODS

Upcounty is good choice for families with children because of several factors. Many other families with children live here, making it a place where both parents and children are more likely to develop social ties with other families. The area's good public school district and large population of college-educated adults provide an environment conducive to academic success. Many people own their own single-family homes, providing areas for children to play and stability in the community. Finally, the overall crime rate ranks among the lowest in the country, making it one of the safest places to raise a family. The majority of residents own their homes, with less than 20% renting.

With the Agricultural Reserve forever preserving Montgomery County's rural roots, time slows down here, providing life in the country that's less than thirty miles from Washington D.C. Discover traditional colonial homes, some townhome communities, farmettes, and horse properties.

> THERE IS A SENSE OF COMMUNITY AND TOGETHERNESS THAT CANNOT BE FOUND IN OTHER PLACES IN MARYLAND.

— **Current Resident, Niche.com**

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.

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.

From vibrant, urban districts like Bethesda, Silver Spring, Kensington and Wheaton to the rustic open spaces in Darnestown and Poolesville, there is a neighborhood for everyone in Montgomery County.

JOHN POOLE HOUSE AND GENERAL STORE MUSEUM

The John Poole House is the oldest building in Poolesville. The General Store Museum furnishings are based on authenticated period inventories. The Museum Shop features antiques, collectibles, gifts, notepaper, pottery, toys, local books, and local art.

SUGARLOAF MOUNTAIN

Sugarloaf Mountain is a small mountain and park located 10 miles south of Frederick. Designated a National Natural Landmark, it is a favorite spot for hikers, bikers, and picnickers.

John Poole House and General Store Museum/Poolesville

HISTORIC WHITES FERRY

Historic White's Ferry is the last of 100 ferries that used to operate on the Potomac River. This ferry, named after the confederate Civil War General Jubal A. Early, connects Whites Ferry Road in Montgomery County, Maryland with a road by the same name in Loudoun County, Virginia.

SENECA AQUEDUCT AND RILEY'S LOCKHOUSE

The C&O Canal had 11 aqueducts and 74 lift locks, but one was both a lift lock and an aqueduct. This engineering marvel is located at mile 22.7, at the mouth of Seneca Creek. Rileys Lockhouse is open for tours on Saturdays during the spring and fall. Local Girl Scouts in period dress guide visitors through the historic home.

CLARKSBURG PREMIUM OUTLETS

Conveniently located off of I-270, visitors can find more than 90 brand name stores, including Banana Republic Factory Store, Nike Factory Store, Saks Fifth Avenue Off 5th, Steve Madden, Under Armour, and many more. Shoppers also enjoy a Market Hall dining pavilion and beautiful covered walkways.

A DIVERSE AND VIBRANT COMMUNITY

BEYOND UPCOUNTY

Dining is a delight throughout Montgomery County, including farm-to-table, vegetarian, and ethnic choices representing virtually every country. 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 Theatre, and Signature Theatre** are all nearby. Free museums and exhibitions of the Smithsonian Institution are also a great draw for our Montgomery County businesses and residents.

EXPLORE GREEN SPACES

- **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

"

I LOVE HOW THE PEOPLE ARE NICE AND THE COMMUNITIES ARE GREAT. THE AREA IS NOT TOO CROWDED AND THE SCHOOLS ARE WONDERFUL.

— **Current Resident, Niche.com**

Seneca Aquaduct and Riley's Lockhouse/Poolesville

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: Woodbourne Creamery at Rock Hill Orchard

Montgomery County's only "Cow to Cone" ice cream shop and dairy where Guernsey cows eat grass year-round and are milked by a robot on their schedule. It's where high-tech meets small-scale, natural agriculture. Woodbourne Creamery pasteurizes the milk and makes their own ice cream mix at their dairy, then sell in the farm market. The orchard features 'fresh for picking' from June through October.

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

TAX CREDITS AND VENTURE CAPITAL FUNDING

MARYLAND BELIEVES IN BUSINESS

This region has grown into one of the wealthiest and most business-diverse areas in the country because Montgomery County and state leaders work together to make doing business here more profitable for corporations and their employees. Many incentives, exemptions and tax credits are available to offset your costs of moving to the world-class Upcounty region.

THE ECONOMIC DEVELOPMENT FUND

The EDF grant is a financial incentive based on capital expenditures and job creation. Typically, the term of an EDF grant agreement is 10 years. Any grant over $100,000 is subject to approval by the County Executive and the County Council. EDF payments are phased, based on the verification of the grantee's capital expenditures and certification of job creation milestones. Recapture provisions include pro-rata repayment if promised job numbers are not retained for the term of the grant agreement.

THE ENHANCED NEW JOBS TAX CREDIT

The ENJTC is a credit against the county's portion of real property and business personal property taxes. Businesses are eligible for a 24-year credit if they meet established job creation, wage, and square footage requirements. The credit is applied annually to Levy Year tax assessments. A business has six years from the notification date to create and fill the required number of new jobs and acquire and inhabit the new space. When this is accomplished, and the company has notified the County Department of Finance, the business will begin receiving the credit.

GREEN INCENTIVES

Commercial PACE Financing: Finance energy-saving upgrades through a property tax surcharge that is repaid over the life of the upgrade (potentially up to 100% of the cost for up to 20 years).

Green Business Certification Program: A voluntary recognition program to encourage businesses to reduce their ecological footprint. Certified businesses are promoted and listed in the Green Business Directory.

Rainscapes Rewards: Rebates up to $10,000 for commercial property owners installing rain gardens and conservation landscaping, planting trees and implementing other projects that help control stormwater pollution.

Fuel Energy Tax Exemption for Onsite Clean Energy: Electricity generated through on-site solar installation is exempt from the County's Fuel Energy Tax, which applies to fossil-fuel generated electricity and other building fuels.

Montgomery County Green Bank: Uses seed capital to spur private capital investment.

Tree Montgomery: Free shade trees are available to commercial property owners to manage stormwater, improve air quality, save energy and beautify property.

VENTURE CAPITAL FIRMS IN MONTGOMERY CO.

- Aldrich Capital Partners Bethesda
- Arborview Capital Chevy Chase
- Boulder Ventures Chevy Chase
- CNF Investments Bethesda
- Emerging Technology Partners Rockville
- Enlightenment Capital Chevy Chase
- Epidarex Capital Bethesda
- New Enterprise Associates Chevy Chase
- Kinetic Ventures Chevy Chase
- Novak Biddle Venture Partners Bethesda

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.

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.

Ask Worksource Montgomery how they can help you with your talent needs at **worksourcemontgomery.com**.

WE CAN HELP

Contact MCEDC at **thinkmoco.com** to find out even more ways we can help your organization succeed.

READY TO HELP

YOUR BUSINESS CHAMPIONS

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

Spiros Balntas, CEcD
Director of Business Recruitment
Spiros@thinkmoco.com
240.641.6705 office
301.857.1942 mobile

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

Lynne Stein-Benzion, CEcD
Director of Business Retention
& Expansion
Lynne@thinkmoco.com
240.641.6706 office
301.910.1828 mobile

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.

LEARN MORE

Daniel Parra
Director of Small and Minority
Business Development
Daniel@thinkmoco.com
240.641.6714 office
240.271.8904 mobile

As the Small and Minority Business Development Director, Daniel Parra reaches out to minority groups to help them cultivate partnerships and opportunities within their communities. Well known within the Asian, African, and Hispanic communities, he is also fluent in Spanish. Daniel was the President of the Hispanic Chamber of Commerce for Montgomery County. He was also the Managing Director of Maryland's Latino Economic Development Corporation.

LEARN MORE
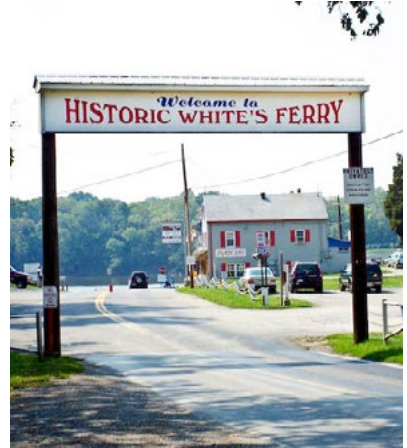
Little Seneca Creek/Boyds

Historic White's Ferry/Poolesville

Lewis Orchards/Dickerson

Farm in Dickerson

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.

Innovation Centers that support, mentor and help promote business growth are sprinkled throughout Montgomery County, including BioHealth Innovation (BHI) which runs centers in Germantown and Rockville. And you'll find the Silver Spring Innovation Center right here in Silver Spring. Montgomery County is recognized as a great place to 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
- 6% Job Growth
- 227+ Foreign-owned companies and growing
- 138 Languages spoken in diverse households
- 4 of the 10 Most diverse cities in the U.S. are in MoCo
- 6,000 STEM PhDs
- 32k Businesses in Montgomery County and growing
- 7,000 MD businesses export to 209 countries

CHOOSE MARYLAND FOR 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.

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"

REGIONAL SNAPSHOT

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

AWARDS

Upcounty:
#3 Best Suburb to Buy a House in Maryland

Pike District/North Bethesda:
Best Place to Live in Maryland

Award of Excellence from the American Planning Association

Rockville:
#1 Best Place to Raise a Family

Bethesda:
#1 Most Educated Place in America

#1 Most Educated Place in America, third year running

Montgomery County:
#2 Best Public Schools in the State

#2 Top Digital Counties in U.S.

CONNECTIVITY

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

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

DYNAMIC ECONOMY

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

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

EXTENSIVE MOBILITY

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

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

INCREDIBLE TALENT

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

WE ARE UPCOUNTY

EXPLORE OUR BUSINESS LEADERS
Entrepreneurs and innovators make up a diverse tapestry of business success stories that reach across Bethesda and throughout Montgomery County, Maryland.

Meet some of our #MOCO365 to hear personal stories directly from community and business leaders. Learn what inspires them to live and work in Montgomery County, Maryland every day of the year. **Find more stories at Moco365.com.**

MARK GIGANTI
61 VINEYARD
Working on plans to open an estate winery in 2020. 61 Vineyard will plan 24 acres of grapes on their property. Offering great wine and a great view.

Why UpCounty?
Very involved in the local community. We're In the country, not far from the city. Anything you want to do, is in MOCO.

JOHN FENDRICK
WOODBOURNE CREAMERY
First new dairy in Montgomery County in 60 years with 80 cows on the farm. Pick your own fruits and vegetables—and two corn mazes and a pumpkin patch.

Why UpCounty?
Montgomery County is very farmer friendly. Enjoys the Office of Agriculture which assists them in many ways.

MARK MILLS
CHOCOLATES AND TOMATOES
A five-acre, certified organic farm which specializes in growing 120 varieties of vegetables along with artisanal chocolates using products from the farm.

Why UpCounty?
Montgomery County is an extraordinary place to do business. One of the most amenable climates to start a business.

JEREMY CRISS
OFFICE OF AG SERVICES
Helps the farm community be sustainable and viable, providing technical and other assistance. Unique to the Ag community which encompasses a full 1/3 of the County.

Why UpCounty?
Connects farmers with the many area farmers markets. Works with longtime and new farmers.

LAUREN GREENBERGER
SUGARLOAF CITIZENS ASSOCIATION
A non-profit, volunteer run organization that is a citizen's advocacy group for the rural communities and agricultural activities of the County.

Why UpCounty?
A country girl at heart, she found a wonderful farm near Sugarloaf where she raises cattle and protects that land.

DREW BAKER
OLD WESTMINSTER WINERY
Pursuing a family dream to put Maryland wine on the world map. Found the perfect hillside to plant a new vineyard to make iconic wine in Clarksburg.

Why UpCounty?
They love living in the old farmhouse, caring for the land, and being able to walk out their front door into the woods of Little Bennett Regional Park.

#MOCO365

MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND

thinkmoco.com