

BusinessMONTHLY

YOUR FREE ISSUE

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READY? ACTION!

*Movie industry
makes a comeback
with state incentives*

By Mark R. Smith
Senior Writer

When independent filmmaker Wayne Shipley shot his first two westerns several years ago – *One-Eyed Horse* and *Day of the Gun* – on and around his family's farm in Jessup, he did so wishing he'd had the opportunity to apply for tax incentives.

After all, for many years Maryland has offered ample incentive packages to attract large productions, such as Netflix's *House of Cards* and HBO's *Veep*, which lensed interior scenes in Columbia.

Today, Shipley is blazing the indie theater and film festival circuits with his latest film, *Bill Tilghman and The Outlaws*, which will screen in late June at the Columbia Film Festival. He's wistful when talking about Gov. Larry Hogan's signing of Senate Bill 1154 at the end of the 2018 session, which calls for 10 percent of the current \$8 million total package to be directed to the indie market.

For *Tilghman*, Shipley shot the interiors in nearby Carroll County, but exteriors in West Virginia. "But
Continued on page 23



Farmers' Markets are open around the area as vendors and shoppers come together for fresh produce and neighborhood conversation. On a recent Saturday in Oakland Mills, Donna Ashcraft, TLV Tree Farm, assists Eitan Bentov in picking out a tomato plant.

Defending the earth

Scientists plan to stop an asteroid

By George Berkheimer
Senior Writer

Researchers at the Johns Hopkins University Applied Physics Laboratory (APL) in Laurel will attempt humanity's most ambitious challenge ever in 2022: prove that a spacecraft can deflect the path of a cosmic bullet with Earth's name on it.

At the sixth International Academy of Aeronautics Planetary Defense Conference, held from April 29 through May 3 at The Hotel in College Park, APL scientists joined colleagues from around the world to discuss capabilities and obstacles in mitigating threats from Near Earth Objects (NEOs) large enough to destroy large populated areas and quite
Continued on page 22

HOWARD CHAMBER CELEBRATION SECTION

*After 50 years as the voice
of business, the Howard
Chamber is ready to
celebrate five decades* **13**

**HORIZON
FOUNDATION**
Campaign launched
to encourage talking
about mental illness **3**



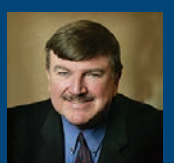
**LAUREL
DEVELOPMENT**
Housing, shopping,
retail and more **4**



**GRAINS TO
GLASS**
Brewers convert produce
into alcoholic libations **28**



**SPECIAL
ELECTIONS**
Shouldn't voters select
their representatives? **24**



HOCO ON THE MOVE

Merriweather District becoming hub for culture and commerce as the county springs forward

Over 250 business leaders gathered in the Merriweather District recently to discuss the future of Howard County, and the experts predict Downtown Columbia is prepared to be the center of culture and commerce for the region.

Howard County Executive Calvin Ball kicked off the Bisnow-organized event by enumerating the many accolades that Columbia and Howard County have received from national organizations and publications.

The community has been called the “best city to live in America” and cited for having the highest percent of workers with degrees, for being the “safest city” in the country and one of the healthiest, he said. In addition, Ball noted, Howard County has a top ranked school system and is “business friendly.”

The meeting, held in the Two Merriweather office building, featured panels focused on cybersecurity and the development boom, the importance of public and private partnerships, and culture’s role in the future of Downtown Columbia.

Moderated by Gina Abate of Edwards Performance Solutions, the cybersecurity panel included David Fields of CBRE, Ron Gula of Gula Tech Adventures, Anuja Sonalker of STEER Tech, and Stephen Riddick of Tenable.

Charged with identifying factors needed to create the “Silicon Valley of the East,” Gula called for “10 more buildings” like the one under construction for Tenable, the cybersecurity giant he founded that is relocating to the Merriweather District.

It’s not just more cybersecurity firms that are needed, he noted. A flourishing economic ecosystem needs to include bankers, lawyers, marketing and all other services, as well.

“Techies need everyone else,” Sonalker added.

To attract these businesses, the panelists agreed, it is necessary to establish an “amenity-rich” environment, both inside and outside the office buildings where people work. “People want to feel they belong here,” Sonalker said of the workforce, adding, “That doesn’t begin and end with the



Moderated by Gina Abate of Edwards Performance Solutions, the cybersecurity panel included (from left) Stephen Riddick of Tenable, Anuja Sonalker of STEER Tech, Ron Gula of Gula Tech Adventures and David Fields of CBRE.

job. They want 360 degree living.”

Riddick agreed, pointing out that within its headquarters, Tenable will include a “world class” rooftop gathering space and a gymnasium, amenities designed to appeal to younger workers. Deciding to build in Downtown Columbia was a “brilliant decision” by Gula, he said, praising the live-work-play revitalization as a major draw for the company and its workforce.

Many factors go into decisions of locating a business, Fields said, noting that Pearson, the major tenant in the Two Merriweather office building, had developed a workplace strategy to provide a more flexible custom-built environment to fuel workplace retention. Pearson also wanted access to the Baltimore and Washington employee and talent base, while other clients locating in Downtown Columbia liked the retail customer market or proximity to the airport.

As a signal to prospective tenants, Riddick advised positioning Howard County as the home of the broad-based tech industry seeking an environment that encourages innovation.

The panel on public private partnerships primarily focused on the funding and construction of the new Howard County Courthouse, using it as an example of how political risk is assessed for such a costly project.

Discussing the culture of Downtown Columbia were Tom Meyer of Clyde’s Restaurant Group, Darin Atwater of the Downtown Columbia Arts and Culture Commission, Nina Basu of Inner Arbor Trust, Vanessa Rodriguez of The Howard Hughes Corporation, and Derek Wood of FOX Architects. Greg Fitchitt, President for Columbia, The Howard Hughes Corporation, was the moderator.

Fitchitt noted that developers look for “anchors” for a project. In the redevelopment of the mixed use 5 million square foot Merriweather District, he said, “culture is the anchor”: the iconic Merriweather Post Pavilion sits in its center.

Meyer has a four-decade history with Clyde’s of Columbia, and he came to feel the city didn’t have enough music venues, so he opened the Sundry a year ago along the Columbia Lakefront. It is a “labor of love,” he said, and he is hoping the cumulative effect of redevelopment and concentration on arts and culture “floats all boats.”

A “recovered corporate attorney,” Basu enthused about her two years working to program and promote Merriweather Park at Symphony Woods and its architecturally striking Chrysalis amphitheatre adjacent to the Merriweather Post Pavilion. Over 65,000 people have been drawn to

the venue in the past year through a diverse schedule of entertainment for all ages.

Composer, conductor, musician Atwater, newly named Artistic Director of the Downtown Columbia Arts and Culture Commission, said “Rousian values of inclusivity and expanding what’s possible” are mirrored in the DCACC and its adoption of the Soulful Symphony he founded and conducts. “Magic and miracles” spring from the arts, he said.

The Soulful Symphony will engage with its audience differently than is typical of symphonies and will better reflect the diversity of the residential and business community where it resides, Atwater added.

Rodriguez, vice president of marketing for Columbia, The Howard Hughes Corporation, said her challenge is to expand arts and culture in Downtown Columbia and have those efforts reach across the region to draw tenants, residents and visitors.

Most promising to date has been the success of the company’s OPUS Merriweather, an ambitious festival merging groundbreaking contemporary art with world-class musical performances, transforming the Merriweather Post Pavilion and the surrounding Symphony Woods into an open-air theatre. The next OPUS Merriweather is anticipated in 2020, when the Merriweather District has its official grand opening.

Rodriguez noted that The Howard Hughes Corporation has established the Merriweather District Artist-in-Residence program now in its second year, and will soon be announcing its public art program’s first major installation, a 35-foot tall kinetic sculpture.

The company also serves as a partner, collaborator and funder for several 2019 summer projects and initiatives, including Books in Bloom, the Columbia Festival of the Arts, and Soulful Symphony’s residency at Merriweather Post Pavilion.

For a current schedule of activities in Downtown Columbia, visit <https://www.facebook.com/pg/ColumbiaMD/events>

Talk about mental illness

Campaign calls for 'Emotional Support Humans'

By Susan Kim
Staff Writer

The Horizon Foundation is asking people in the community to become "Emotional Support Humans" for others facing mental health challenges.

While people may be more open to talking about mental illness than in the past, many still don't know how to support those suffering from a mental health challenge.

The Emotional Support Human campaign, in a humorous way, focuses on what to say or do – and what to leave to the support animals. Colorful cartoon images provide suggestions on ways to start conversations, ideas on how to create a "safe space" for having those discussions and tips for offering practical help.

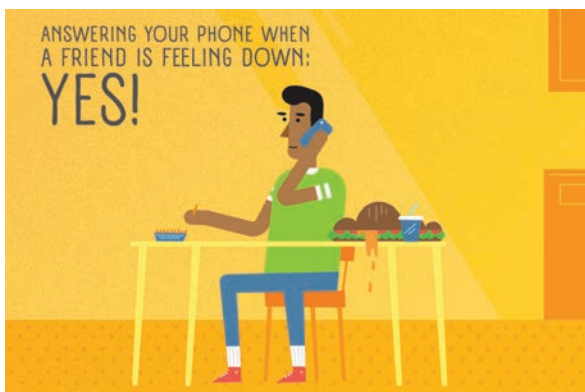
The campaign works through a website, and also includes ads on social media that illustrate "bad" and "good" behavior for Emotional Support Humans.

"We all know someone in our lives – a friend, a family member, a neighbor – who is struggling with mental health, yet many of us are afraid of saying the wrong thing or making things worse," said Nikki Highsmith Vernick, president and CEO of the Horizon Foundation. "This new campaign shows that we can't leave it all up to the support dogs, peacocks and turkeys. They're doing their jobs, and we as humans need to do ours and be emotional supports for each other."

The campaign offers a creative approach to helping many people in our community suffering from a mental health issue.

One in five adults in the United States experiences a mental illness in a given year.

In 2018, Howard County residents made 2,831 emergency department visits related to mental health, indicating that many community members aren't



receiving mental health care until it is an emergency.

Studies show that there is an average delay of eight to 10 years between the onset of symptoms and intervention.

Young people in dire need

"There are dramatic mental health needs in our community – particularly for our youth," Highsmith Vernick said. "Half of all lifetime cases of mental illness

The Horizon Foundation campaign is one piece of a large-scale initiative to address mental health from multiple angles.

begin by age 14 and three quarters by age 24. We must give our community the support they need and for them to know they are not alone and elevating conversations about mental health is the first step."

According to 2016 Maryland Youth Risk Behavioral Survey, one in four Howard County high school students experienced sad or hopeless feelings for two or more weeks, one in five Howard County middle school students seriously considered attempting suicide, and one in six Howard County high school students seriously considered attempting suicide.

The Horizon Foundation campaign is one piece of a large-scale initiative to address mental health from multiple angles.

Other work includes expanding school-based mental health services in partnership with Howard County Public School System; supporting early intervention programming in Head Start classrooms; hosting mental health film festivals, film screenings and discussions; providing free mental health trainings to the community; working with doctor's offices to better coordinate mental health services; and partnering with Way Station, Inc., and the Howard County General Hospital on emergency mental health services.

For more information on becoming an Emotional Support Human, visit supporthuman.org

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Construction of Laurel Park Station began with an official groundbreaking ceremony on May 3.

Laurel racetrack development gets underway

By George Berkheimer
Senior Writer

An official groundbreaking ceremony on May 3 heralded the start of construction work on Laurel Park Station, Howard County's newest Transit Oriented Development (TOD).

The 63-acre mixed-use community adjacent to Laurel Park is being developed by The Stronach Group (TSG), which owns the racetrack, and will deliver 64 condominiums and 156 two-over-two townhomes in its first phase, expected to be completed by the spring of 2020.

Plans for full build out include commercial and retail uses, gardens, complete streets planning, walking and running trails throughout 22 wooded acres, and a canoe and kayak launch along the Patuxent River.

"This is the first event in what will be a long-awaited transformation," said Mark Thompson, senior vice president for development for TSG.

Maryland State Sen. Guy Guzzone, who represents District 13 where the project is located, was on hand to witness an event 15 years in the making.

"I was on the County Council that rezoned this property as a TOD site in 2004," Guzzone said. "It was part of a whole package of development and rezonings along the Route 1 Corridor. We knew we had something great here, and had to make it even better and turn it into something future generations

could be proud of. It's happening."

Catalyst for development

The Stronach Group's plans for the development ultimately include 1,000 new homes, 650,000 square feet of commercial uses, and 127,000 square feet of retail space.

Having previously worked on other large-scale projects during his time with the Howard County Economic Development Authority (HCEA), Thompson said he understands how Laurel Park Station can serve as a catalyst for broader community development.

"This is clearly going to have an impact not only on North Laurel and the Route 1 Corridor, but also a large part of southern Howard County," he said. "This is going to be a key addition to our community and rooted in it is our strong focus on connectivity."

The centerpiece, a new MARC Station, will serve as a regional connection with Washington, D.C. and Baltimore.

"Laurel Park Station is going to cater to those seeking an active entertainment lifestyle," Thompson explained. "These great amenities will be matched with an unparalleled community-focused programmatic offering as well."

It's one piece of a very ambitious plan for the Laurel Park Clubhouse and additional future development on the Anne Arundel County side of the track.

"[We're] going to create a regional mixed-use, active entertainment

destination where people can not only live, work and play, but to commute," Thompson said.

SEH Excavating Contractors of Finksburg was chosen as the project's general contractor, and is joined by partners Vogel Engineering and Design Collective, while Whitman, Reardon and Associates of Edgewood will construct the new rail station.

Committed to Revitalization

HCEA President and CEO Larry Twele said the project represents a new reinvestment on Route 1 and confirmation of the county's commitment to revitalizing the corridor.

"It's a project that combines the residential and commercial elements that will attract the residents and businesses that will benefit the workforce in the region," he said. "All the right elements are in place."

Leonardo McClarty, president and CEO of the Howard County Chamber of Commerce, said he anticipates that the project will generate a lot of jobs, starting with those necessary to see it to completion.

"Once we have some of the retail and other uses in place, it will be good to have some potential new chamber members moving in," he said. "Also important is that it has a housing affordability component, so truly everyone can participate in this type of development."

Thompson said TSG plans to submit Phase II plans for county review in

September.

"That will include a continuation of the residential program mix and some retail that will form a critical mass," he said.

Two additional phases will follow, with complete build out depending on market demand.

Despite being one of the first county projects to be discussed as a TOD, Laurel Park Station took a long time to get out of the starting gate and was beaten by other TOD projects.

"There were a lot of complications along the way, complications at the track and trying to get the station developed," Guzzone said.

A series of track ownership changes from Magna Entertainment Corp. to MI Developments to TSG was only partly to blame. Major funding shortfalls and a racing industry in its twilight cast serious doubt over the very future of the racetrack until a referendum vote in 2008 enabled slot machine revenues to begin reviving thoroughbred racing in Maryland.

A few minor complications remain, Thompson said, acknowledging that TSG and the county are still working with CSX, MARC, the City of Laurel, the Maryland Department of Transportation and the Maryland Department of Transportation to finalize station plans.

"We're going to get it done, because it needs to get done," Guzzone said. "This is the kind of development we all want for the future."

LHC to honor three at ceremony

Leadership Howard County will honor three outstanding community leaders at its annual awards and graduation ceremony held at Ten Oaks Ballroom on June 11.

Those receiving awards are; Ananta Hejeebu, distinguished alumni; Tom Burtzloff, unsung hero; and Phyllis Madachy, leadership legacy.

The event also celebrates the graduation of the Leadership Premier and Essentials classes of 2019.

In presenting the award to Mr. Hejeebu, managing partner of Howard Tech Advisors, LHC noted his commitment to the community, which included serving on the Howard County Board of Education and service to his church and other civic groups, including the Howard County Autism



Ananta Hejeebu



Tom Burtzloff



Phyllis Madachy

Society, the Howard County Chamber of Commerce, the Community Foundation of Howard County, and the Salvation Army.

Tom Burtzloff, recipient of the Unsung Hero award, is president of CMIT Solutions of Columbia. He was recognized for demonstrating a positive, dedicated commitment to improving the community. As a

passionate supporter of Leadership Howard County, Mr. Burtzloff was active with LHC's Business Day planning committee and he made significant contributions to Leadership U having served as a mentor and key member of the LU Steering Committee.

Phyllis Madachy will receive the Leadership Legacy award. As a community volunteer, she has had

a transformative impact on Howard County – both as a dedicated professional for over two decades with Howard County Government, as well as through her volunteer work and commitment to promoting community-based programs for older adults and their families.

Leadership Howard County provides innovative programs designed to empower and connect community leaders and keep them engaged in the critical issues facing Howard County and the region. Drawn from private businesses, nonprofits and the public sector, Leadership Howard County participants share a common interest in learning more about their community and a commitment to making a positive impact.

Columbia Arts plans exciting summer

The upcoming summer schedule of arts and cultural events in Downtown Columbia includes popular standbys and some surprising new additions to summer entertainment.

"Columbia's Arts Summer of 2019 will be the most exciting ever," said Columbia Festival of the Arts Director David Phillips.

Among the highlights is the third annual **Books in Bloom** book festival, presented by the Downtown Columbia Partnership and The Howard Hughes Corporation on June 2, at the Merriweather Post Pavilion.

"We expect readers and followers of current social issues to be very happy with this year's Books in Bloom," enthused Downtown Columbia Partnership Executive Director Phillip Dodge. "We have lined up critically acclaimed and best-selling authors to participate in readings, panel discussions and other activities for all ages. We promise unique and thoughtful perspectives on immigration, the 50th anniversary of Stonewall, feminism, and other topics."

On the heels of Books in Bloom is the annual Columbia Festival of the Arts free **LakeFest** weekend June 14-16 at the Columbia Lakefront. According to Phillips, *LakeFest* will feature more than 45 visual artists, 16 different bands, 8 shows by a dance company in a truck, and festive food and drink.

"The two weeks following *LakeFest* includes four days of a one-man circus

WHAT'S HAPPENING?

► A complete listing of events can be found on our website at www.visithowardcounty.com/festival/.

► For a current schedule of activities in Downtown Columbia, visit <https://www.facebook.com/pg/ColumbiaMD/events>

in the Merriweather District, jazz artists René Marie and Experiment in Truth at the Horowitz Performing Arts Center, and more than 40 films at the Horowitz Center and other locations," the Festival director added.

The annual **Lakefront Summer Festival**, presented by Columbia Association, returns this year with free entertainment nearly every day from June 17 through September. This year's schedule includes more than 50 afternoon and evening concerts, 25 family-friendly films – including popular Disney and superhero movies – plus Teen Open Mic Nights and weekly Dancin' Under the People Tree sessions.

"This will be a summer unlike any other at Merriweather Post Pavilion and in Downtown Columbia," said Ian Kennedy, Executive Director of the Downtown Columbia Arts and Culture Commission (DCACC), which owns the pavilion.

"This will be the first season of Soulful Symphony's new residency and we're looking forward to their premier

performance on June 29," Kennedy said, adding, "We are also bringing back our popular **Merriweather Movie Nights** series."

"We are thrilled to provide another summer full of amazing events in Merriweather Park at Symphony Woods" said Nina Basu, President & CEO of the Inner Arbor Trust. "Our events include the incredibly popular free **Chrysalis Kids Series**, co-presented with Howard County Department of Parks and Recreation and the Columbia Association, and sponsored by ReThink Water, a local boxed water company," she added.

"We are also thrilled to expand the **Community Concert Series** of free concerts, including the Columbia Orchestra Summer Pops Concert and a concert by the Maryland Arts Council Heritage Award winning Cultura Plenera celebrating Puerto Rican music traditions," Basu continued, adding, "The Trust is also hosting the Chrysalis Cabaret series, in partnership with Columbia Orchestra and Columbia Jazz Band, including renowned and diverse local artists such as Lavenia Nesmith. Finally, the Trust is also hosting the three-day FantasyWood festival along with ManneqART over Memorial Day Weekend."

"There is always something exciting happening when it comes to arts and cultural events in Howard County!" remarked Amanda Hof, executive director of Visit Howard County.

Tillman to speak about 'The Big Melt'

Residences at Vantage Point Arts & Culture Collective presents naturalist Ned Tillman reading from his young adult novel, "The Big Melt," on



Ned Tillman

Tuesday, June 18, from 7-8 p.m., in the auditorium of the retirement community in Downtown Columbia.

"The Big Melt" is a work of contemporary fantasy fiction featuring a series of climate catastrophes that challenge people living in Sleepy Valley to save their town. Tillman will read from his work and discuss the power of literature and intergenerational collaboration to address climate change.

Tillman is the author of "The Chesapeake Watershed: A Sense of Place and a Call to Action" and "Saving the Places We Love." He is principal of Sustainable Growth, LLC, and was formerly president of an environmental assessments firm, Columbia Technologies.

There is no admission fee for the reading, but reservations are required at stewartk@vantageplace.org.

Residences at Vantage Point is located at 5400 Vantage Point Road.

Call 410-992-1241 or visit www.VantagePointResidences.org for more information.

Vehicles for change kicks into new gear

By Mark R. Smith
Senior Writer

For 20 years, Vehicles for Change (VFC), Halethorpe-based nonprofit, has offered a conduit to the formerly incarcerated to hone an employable skill and offer a road to a full, productive life.

VFC accepts donated cars from citizens who get a tax write-off for doing so. VFC then takes the cars that are in the best condition – which CEO Marty Schwartz estimates is “one out of six” – repairs them, then awards them to a person who is working to escape poverty for \$900, complete with a six-month warranty.

“All they pay is \$80 a month for a year,” Schwartz said.

VFC also makes sure they pass inspection and even details them, he said.

“To get into our program, you need a recommendation from the prison instructor.”

Marty Schwartz

“We invest about \$1,000 in parts, at our cost; the folks that fix the cars are overseen by certified mechanics, but most of the work is done by our former prisoners in our training program” at the 501 c 3, which has an operating budget more than \$5 million, said Schwartz, who noted that VFC has become “the largest, low-income car ownership program in the country.”

How It Works

Schwartz said “about 90 percent” of the mechanics at VFC were incarcerated, “and many have just come out after taking advantage of the automotive training program in the Maryland prison system.

“To get into our program, you need a recommendation from the prison instructor,” he said. “One is at Jessup and others are in Baltimore, Hagerstown and the Salisbury area.

Today, “we have 30 employees, including 20 in Halethorpe, of which five are graduates of our training program.”

The nonprofit “started the training program in 2015 and has 106 graduates,” said Nikki Zaahir, VFC national director of workforce development and training. “We have 100 percent placement and two of our alums are making more than \$100,000.”

VFC has relationships with county, state and federal prison systems, “but just those four aforementioned of the state’s prisons offer automotive training,” Zaahir said. “Usually, interested individuals will write me a letter with a recommendation from their instructor. I visit each place twice a year to make them aware of what we offer, etc.

“We haven’t had any issues with the former prisoners, who must have a high school diploma or GED and have taken behavioral classes. We’re getting the cream of the crop,” she said.

Some of the former prisoners have certification when they get to VFC. “All have at least some training. They continue training via internship with us, mostly at Halethorpe, for 4-6 months; then, we become their placement agency,” she said. “Finding a job in this field is easy, because there are roughly 30,000 openings nationally. Most stay around metro Baltimore, but occasionally they go out of state.”

‘Secret Sauce’

Mary Keller, special grants administrator for the Maryland Department of Labor & Licensing’s (DLLR) Division of Workforce Development & Adult Learning, talked about the role of VFC in redirecting the lives of citizens who have been incarcerated, calling the nonprofit “a prime example of best practices for re-entry initiatives.”

Keller said, “I think they’ve figured out the secret sauce.”

DLLR provides grants to VFC of \$150,000-\$200,000 every year via its Employment Advancement Right Now (EARN) Maryland Program, “and VFC’s involvement is also key to barrier removal, as it removes any barrier that would prevent success, like obtaining transportation, child care, housing, driver’s license, etc., It partners with various organizations to take care of whatever is needed.”



A mechanic-in-training checks under the hood of a used vehicle with Nikki Zaahir (center) and Marty Schwartz, of Vehicles for Change. The nonprofit repairs donated cars and awards them to a person who is working to escape poverty for \$900, which includes a six-month warranty.

That VFC also pays its interns “is huge, especially in re-entry,” she said, “and the stimulated work environment is also beneficial, as clients are expected to show up every day, on time, and act in a professional manner as they hone their skills.”

Keller went on to say that VFC has made great progress in removing the stigma of hiring someone with a criminal background. “They only had a couple of employer partners when the program started but now there are more than 20,” she said. “They could easily be in other states. The need for this model is huge and we would be happy to support any expansion within Maryland.”

Also offering praise for VFC was Ed Rothstein, president of ERA Advisory, of Sykesville. “What VFC does is all about having a win-win-win approach, with the community as its focus,” he said.

“The three wins are focused on people and the community. First, in empowering individuals to learn

and be trained as mechanics; second, working to employ these mechanics to serve in our community; and third, to provide folks in need not a handout, but a hand-up by selling them a vehicle at lowest feasible cost,” said Rothstein. “This is a recipe for success.”

What’s Next

As part of the 20th anniversary year, VFC will award 20 cars to 20 families, which will all donated by Towson-based Mile One/Heritage Car Group.

Another aspect of its business that VFC wants to promote is that it’s open to the public, too. “People on the street can bring their cars in and pay about 20 percent less for repairs than they would anywhere else,” Schwartz said.

All told, the VFC experience has been a long, and productive odyssey.

“I get four or five emails a day from someone who needs a car, as well as nice notes back from previous clients,” he said. “We’ve delivered cars to more than 6,300 families.”

Cybersecurity awards honor local firms, individuals

By George Berkheimer
Senior Writer

It should be no secret that cybersecurity is a growing business in our area. And, those who are growing businesses here are also doing award winning work.

The nonprofit Cybersecurity of Association of Maryland (CAMI), in partnership with EZShield, the Maryland Department of Commerce and Point3 Security, hosted the 3rd Annual Maryland Cybersecurity Awards Celebration.

A sold-out crowd of more than 350 attendees was on hand at the Maryland Live! Casino and Hotel in Hanover to congratulate award winners judged to have outstanding cybersecurity products, services or programs, or to have made substantial contributions to Maryland's cybersecurity industry.

Formed in 2015 as a way to connect Maryland's cybersecurity companies and connect them with other businesses, academic organizations, non-profit organizations and government entities in need of cybersecurity solutions, CAMI has grown to include approximately 500 current members, 450 of which are Maryland cybersecurity companies.

"We have actually expanded our mission to include workforce," said Stacey Smith, CAMI president and CEO. "We also have a nationally unique Maryland Cyber Jobs Board, a skills-based portal that lists Maryland cybersecurity positions."

CAMI Awards

IronNet Cybersecurity of Fulton was honored as 2019's Cybersecurity Company to Watch, while John Leitch, Annapolis-based Winquest Cybersecurity's president and CEO, was named Cybersecurity Champion of the Year.

Diane Janosek, commandant of the NSA's National Cryptologic School, received CAMI's Cyber Warrior Woman of the Year Award.

"John [Leitch] is passionate about making cybersecurity affordable for all businesses," said Scooter Monroe, director of development at Wellington Development of Port Covington, who presented the Champion award.

When Maryland's 2018 legislative session featured a tax credit bill for small businesses buying cybersecurity technologies from qualified Maryland companies, "He played a leading role

As the proud home of Fort Meade, Maryland's largest employer with an economic impact of more than \$13 billion, we can't help but show a little gratitude and appreciation for entrepreneurs and companies who support national security and defense.

Jerry Walker

in influencing Maryland's lawmakers to include cybersecurity services in the bill, which successfully passed," Monroe said.

Janosek manages and oversees the delivery of military and civilian intelligence training to help ensure a strong federal workforce to defend critical national security networks.

"She has also contributed to cybersecurity education through her work with NSA and the National Science Foundation's GenCyber camps which are hosted in 47 states ... and provide summer cybersecurity camp at no cost for students and teachers at the K-12 level," said April Doss, a partner with the Saul Ewing Arnstein & Lehr law firm which sponsored the Cyber Woman of the Year Award.

"When I cut my teeth on cybersecurity at NSA it wasn't common in this industry to look around and see a room with this much diversity and inclusion," Doss said during the ceremony. "It is absolutely fabulous that CAMI is doing so much to encourage that."

Local Recognition

In addition to the official award categories, several counties presented awards to homegrown talent to recognize businesses or individuals who are making an impact in their own communities.

Jerry Walker, Anne Arundel County Economic Development Corp. CEO, presented the Best of Anne Arundel County Award to Bowler Pons Solutions Consultants of Annapolis.

"As the proud home of Fort Meade,

Maryland's largest employer with an economic impact of more than \$13 billion, we can't help but show a little gratitude and appreciation for entrepreneurs and companies who support national security and defense," Walker said. "Bowler Pons Solutions Consultants has expertise spanning engineering, cybersecurity, program and project management and information technology."

IronNet Cybersecurity also received the Best of Howard County Award, presented by Leonardo McClarty, Howard County Chamber of Commerce president and CEO.

"We're fortunate to have a host of highly competitive cybersecurity firms that made this decision quite difficult," McClarty said.

Hall of Fame

Following CAMI's award ceremony, the National Cybersecurity Hall of Fame held its annual Hall of Fame Dinner.

The Hall of Fame was created in 2012 to recognize innovative individuals and organizations that played a key role in the creation and growth of the

cybersecurity industry.

Among the 2019 class of honorees were Sheila Brand, former chief of the standards division at NSA's National Computer Security Center; retired Air Force Lt. Gen. Kenneth Minihan, former director of the NSA who operationalized NSA's Information Systems Security mission promoting engagement with industry and academia and U.S. allies; the late Becky Bace, who created the Computer Misuse and Anomaly Detection (CMAD) research program during her 16-year career with NSA and also played an important role in the apprehension of notorious phone hacker Kevin Mitnick; and Brian Snow of Clarksville, whose 35 years of service at NSA included six years as Technical Director of the Information Assurance Directorate.

Snow helped create the Secure Systems Design division and played a large role in the development of military tactical radios, and also was a leader in bridging the gap between the government's cryptographic dominance and the emerging commercial cryptography community.

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Q&A *With* Ellen Hemmerly

bwtech founder looks ahead

By Mark R. Smith
Senior Writer

As the founding executive director and president of the UMBC Research Park Corp., Ellen Hemmerly has overseen the growth of the operation from two trailers on UMBC's main campus to a center of technology business development and commercialization that encompasses two incubators and more than a half-million square feet of space. As she approached what she recently announced would be her final month on the job, she shared her thoughts with The Business Monthly on the future of tech development.

How many clients are in the bwtech incubator?

We house more than 130 tenants. We have only about 10,000 square feet available for lease.

Has there been any talk of building new facilities?

We would love to expand and there have been discussions. If we can identify developable land, there are several development partners interested in working with us.

How do you measure success?

There are different ways we measure results. One is to observe if a company is still in business and growing; in our case, we can report that about two-thirds of our incubator companies are still in Maryland and operating after five years. That's a good percentage, given that many small businesses don't last that long.

The other measure we use is expansion. The more a company expands in Maryland, the more economic impact it has on the state. We don't have many companies leaving; if that happens, it's usually through acquisition. But in the end, mainly because of the workforce, most of them do stay here.

How does bwtech support faculty entrepreneurs from UMBC?

bwtech provides support to UMBC faculty interested in applying for Maryland Innovation Initiative (MII) funding. During the last several years, 15 faculty-formed companies have received MII funding. Additionally, several bwtech companies have licensed technology from UMBC.

Does bwtech support both product and services companies?

Yes to both. All companies are

technology-focused and about half are product companies.

Are you encouraged by the Maryland Technology Development Corp.'s (TEDCO's) effort to boost venture capital in the market?

TEDCO and other investors that are more focused on Maryland are doing a good job. We need to continue to develop public and private sources of capital to support innovation and early stage companies in Maryland.

What are bwtech's main competitive advantages?

The affiliation with UMBC is bwtech's strongest advantage. bwtech companies have access to many UMBC resources, including students, faculty, facilities and educational offerings. bwtech also is strategically located just minutes from BWI Thurgood Marshall Airport and is in close proximity to Fort Meade, Baltimore and Washington, D.C. Finally, bwtech has an excellent network of mentors and advisers.

Does bwtech have any special designations that provide tax and other incentives?

Yes. bwtech is located in a state RISE (Regional Institution Strategic Enterprise) Zone and in a federal Opportunity Zone, as well as a HUB Zone. These designations can provide property and/or job tax credits, as well as preferences for government contracts.

Can there be too many incubators?

My view is that incubation, if it's conducted within an incubator where startups come to learn and grow for two or three years, is a local initiative and stimulates the economy. As long

as an incubator is well-run, several can operate, survive and thrive in a given market.

Also, when you run a specialty incubator, like our cybersecurity offering, that's another solid add to the community. A real incubator offers more than space, since they also provide support, access to resources, etc. bwtech operates two industry-focused incubators in life sciences incubator and cybersecurity, which includes the Northrop Grumman Corp. (NGC) Cync program and the iCyber Center, an international cybersecurity incubator.

What are the latest developments in bwtech's relationship with NGC?

NGC has been running the Cync program for eight years and we have enjoyed a mutually beneficial and successful relationship where we have worked to attract the most cutting-edge cybersecurity companies. We look to have a consistent roster of four to six residents at a time in the program, and it's been a great model – to the degree that we would be interested in duplicating it, should we be able to locate the right industry partner that would offer solid financial support and increased opportunity for participating companies.

What corporations, businesses and government entities does bwtech have close relationships with?

Aside from NGC, which is our most substantial, we also have Baltimore County and Maryland Commerce, plus some corporate sponsors like the law firm Whiteford, Taylor & Preston, as well as marketing and other firms that offer services to our companies.

We also have close relationships with our developers, Merritt Properties and Corporate Office Properties Trust; those partnerships are very important to our program. There are also a number of government agencies that lease space at bwtech.

How does bwtech integrate with the local community?

We offer programming and events, some just for the companies in bwtech@UMBC, and others we open to the community. It can be via an



Ellen Hemmerly

educational program or a networking event, like our signature Cybertini receptions.

What are your biggest challenges at bwtech@UMBC?

Today, it's ensuring we have enough space to continue to accommodate new companies and the growth of our incubator companies. Also, additional funding would be very helpful. We receive support from UMBC, Baltimore County and Maryland Commerce, but about 85 percent of our revenue is self-generated.

What has been the high point of your tenure in bwtech@UMBC?

One of the more recent highlights has been growth of the cybersecurity incubator. To my knowledge, we have the largest such incubator in the country. That has been tied to the growth of the industry but is also a testament to UMBC's strength in that market, as well as our excellent location.

Is the word retirement part of your vocabulary?

Actually, I announced at our last board meeting that I am retiring at the end of June. I feel we've achieved a great deal and the research park has been nearly full for the past four years. Today, we're thinking about where to go from here.

What's the next phase for bwtech@UMBC?

Expansion and we'll be looking for new leadership. We want to continue to attract innovative technology companies and support the research and economic development missions of UMBC.

Paragon steady, ready in sizzling bio market

Acquisitions, expansion fuel rapid growth

By Mark R. Smith
Senior Writer

For a long time, the climb to success was slow, yet steady for Paragon Bioservices, a biologics contract development and manufacturing firm with expertise in gene therapy and next-generation vaccines.

However, recent growth has been fast and furious, with a future that's looking bright after the company's move into its new 150,000-square-foot manufacturing facility in the BWI Business District.

The move was followed by the purchase of the company for \$1.2 billion by Catalent Pharma Solutions and then a new partnership in gene therapy manufacturing with Sarepta Therapeutics.

But that wasn't all.

Next came the announcement that Paragon will add another building in Harmans at what is envisioned to become a 425,000-square-foot, \$250 million campus.

That's a far cry from the company's early days nearly three decades ago in East Baltimore, near Johns Hopkins Hospital.

Back Story

Marco Chacón, a Costa Rican immigrant, and wife Debbie founded the company on a shoestring, but their vision led to grand success, especially after the gene therapy field got hot and spurred more progress, to the point that the new version of the company projects revenues of more than \$200 million and will employ about 500 workers by the end of 2019.

A recent turning point for the company was when Pete Buzy came on board in 2014 as a consultant, then later that was named CEO to augment the C-suite for Chacón. That put the company on a growth trajectory as the gene therapy market exploded – and Paragon was prepared for quick growth.

"Paragon has experienced steady and modest growth throughout its company history," Buzy said, though pointing out that it's only been during the last several years that "the strong expertise in Viral Vector scale-up that set Paragon on a higher growth trajectory. By leveraging its process development experience and know-how in the gene therapy field, specifically with AAV vectors, we were able to partner with companies that are leading the field in gene therapy therapeutics for rare diseases."

The new facility near BWI Thurgood Marshall Airport will allow Paragon, and now Catalent, to offer full-scale manufacturing in the field of viral vector gene therapy manufacturing. "This is critical for our customers, like Serepta," he said of Paragon's new partner, "[that] are leading the way with innovative treatments for rare disease."

The main advantage for Paragon today is its "ability to capitalize on the manufacturing, quality and regulatory expertise that Catalent brings to the table," Buzy said. "Additionally, there is a commitment from Catalent for continued investment into the gene therapy manufacturing space. This will allow our customers

photo Courtesy of Paragon BioServices Ins



Paragon Bioservices, a biologics contract development and manufacturing firm with expertise in gene therapy and next-generation vaccines, is expanding its manufacturing facilities.

to feel secure in their partnership with Paragon." All of this happened, of course, with an infusion of money, hence the recent sale.

Paragon had been private equity-backed "for the past five years," Buzy said. "The hyper-growth Paragon is experiencing has created a huge demand for additional capital spending and new funding. The acquisition by Catalent will strengthen Paragon's solid foundation and enable us to continue our unparalleled growth, with continued investment in the gene therapy space."

That deal came to fruition, in part, because of the support Paragon received from Columbia-based Evergreen Advisors. CEO Rick Kohr said the firm was putting the capital together for the manufacturing facility "in 2014, when we raised \$13 million."

Ripple Effects

George Davis, CEO with Columbia-based TEDCO, also recalled Paragon's drive to the future.

"A few years back, they knew they needed a larger facility that's world class and state-of-the-art, so they secured a great deal of capital. It will create various high-paying jobs," said Davis. "They've done a great job. It's a nice play all around."

It's indeed a big deal.

Paragon is "very, very exciting and extremely valuable to the state," said Davis. "The various vaccines, gene therapies and therapeutics [developed by the company] will boost our ecosystem. Anytime we can find and grow a business in that way, it's powerful for the region because it creates so many jobs. And when you reach that level, those jobs have versatility and longevity."

He said it will also result in an influx of venture capital in the region. "When a transaction of more than \$1 billion takes place," Davis said, "that gets the attention of venture capital people. We have plenty of angels and lower-level investors, but we need more venture capital. And Paragon's great management team will take the

company to new levels. Catalent is a big brand name and they [made the deal because they] recognized the spaces Paragon will put them in."

Yet another boost will be the other companies that want to be located near Paragon, for various reasons. "I talked to a company in Boston two weeks ago that needs to be around a company involved in gene therapy and they are thinking of moving to Baltimore," Kohr said. "They need such a company to partner with and grow."

Repeat the Formula

The news about Paragon has been greeted as validation of what can happen in Maryland.

"Paragon's acquisition and continued growth in Maryland is further proof of what we insiders know – we are a life sciences powerhouse on the rise," said Julie Lenzer, chief innovation officer with the University of Maryland's Office of Technology Commercialization. "In addition, their new manufacturing space is a huge win for everyone."

Mike Galiazzo, president of the Regional Manufacturing Institute of Maryland, agreed. "I think Paragon provides a perfect example that manufacturing in Maryland can grow. The company was incubated, launched and expanded in Maryland, and that's the formula that we need to advocate. It's a great example off progressing from the research and development phase to becoming successful."

Galiazzo recalled meeting Marco Chacón "about 18 months ago and I was very impressed with his story about how he made the company happen."

"When you have people like him who have a vision, understood how it could work, was sensitive about the importance of people and pulled the right resources together," he said, "you understand why Paragon is successful. This is a huge step in a movement to focus on investing in small Maryland companies and watching them grow."

'The Future'

Add Davis to the list of movers and shakers who are anticipating great things from The Paragon Effect on state businesses and in the community.

"From where I sit, we see bio happening all over the state," he said. "There is a heavy concentration along the Route 270 Corridor in Montgomery County, but it is also growing in Frederick, in College Park, in Baltimore City and County, and around UMBC and in Howard County. Now, this big news will spur growth in Anne Arundel County, too."

Kohr agrees. "Bio is scattered throughout the state, certainly more than 10 years ago," he said. "We have an incredibly powerful ecosystem locally and in the region that makes us more competitive with Philadelphia, Boston and San Diego."

"The bioscience market and cell tech are the future, and it will drive the formation for an ecosystem all around it," said Davis. "Biologics don't travel real well, so having that presence locally will help the small, and well as the large, companies."

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Opioid
deaths
climb*Counties step up programs
to meet addiction needs*By Mark R. Smith
Senior Writer

The opioid crisis is an out-of-control horror story of previously unseen proportions, tangents and tragedy, with a corresponding spiraling rate of death.

How to stop it?

That was the question that government entities are working to answer.

State and local jurisdictions are pointing to progress but overdoses and deaths have increased, according to a new report from Maryland's Opioid Operational Command Center (OCCC).

The report states that the number of opioid deaths has continued to rise – there were 2,114 in Maryland last year, representing a 5.2 percent increase from 2017 – marking the lowest rate of increase since 2011.

Opioid death toll increased statewide 8.2 percent in 2017.

While the 166 deaths in Anne Arundel County was slightly up last year, they are on a slower pace this year with 37 deaths at the end of April. Opioid deaths in Howard County dropped to 38 a year ago, with six so far in 2019.

Howard added to treatment options by opening Howard House, a 16-room treatment facility for men with substance use disorders, including opioid addiction.

“Last year, there were 2,400 deaths from all chemicals, with 2,100 opiates. By far, they’re the biggest killer.”

Steve Schuh

Treatment Options

Clients at Howard House, run by Tuerk House, of Baltimore and located on Route 108, receive a continuum of care including peer support, case management services, therapeutic behavioral health sessions and more.

Maura Rossman, Howard County health officer, said that news is just part of what's in the pipeline.

“We’re hoping to continue to our training and distribute naloxone with funding from the Maryland Department of Health,” Rossman said. “We’re hoping to soon launch more harm reduction strategies, like a syringe program and using fentanyl strips to test a drug (i.e., to see if cocaine is actually more fentanyl).”

Rossman said that the county is also working with first responders who can use naloxone, leave kits for people who refuse a trip to the hospital and arrange follow-up from peer specialists.

“We have to meet people on their own terms,” she said.





The new Howard House, which had operated for more than a decade at College Avenue in Ellicott City, is a piece of corralling the opioid epidemic.

"We've recognized for years that rehab options in Howard County were limited so I'm delighted that we're expanding residential treatment services," she said.

Looking ahead, Rossman said a 60-bed facility for men and women in another location has been proposed in addition to Howard House. "We still have a relatively small amount of rooms compared to days past, but today other types of facilities are proving effective in treating the addicted," she said, notably via outpatient services.

New Partner

Also, a new public-private partnership with Fort Lauderdale, Fla.-based

Delphi Behavioral Health Group is planned to add residential treatment options, including detox. The four-year, \$3 million partnership is being hailed as Maryland's first for substance abuse treatment.

"The county's goal was to solidify the continuum of care that has been lacking for individuals of all income levels," said David Stup, director of corporate business development, noting the company already operates a similar facility in Linthicum, the Maryland House Detox, which also offers 16 beds and treats 70 patients per month.

The facility "was Maryland's first stand-alone detox facility, which we opened to provide flexibility in the existing treatment system to relieve the bottleneck at the detox level," said Stup.

He added that it's wise for observers to dig into the numbers to see how the addiction situation is evolving. "While the opioid numbers have somewhat leveled off, we're now dealing with a rise in the use of cocaine and other substances."

Where to Turn

The news is better in Anne Arundel County, too, where Billie Penley, acting director of the Department of Health, said as of April 24 "we're down with O.D.s and deaths for the year," citing the county's rehab facilities in Annapolis and Glen Burnie and its Safe Station program as key reasons for the improvement.

"There have been more than 2,000 assessments at police and fire stations since April 2017; this calendar year there have been more than 330 to date so the numbers are dropping," Penley said.

There are always mental health crisis personnel on hand and the Crisis Response Team is also proactive about meeting those in crisis at other sites before they even need to approach a safe station when they call the county's WARM line.

Also, the county recently debuted Screening Team to Access Recovery (SCAR) groups at the county's high schools.

Angela Traynor, founder and director of Serenity Sistas, a recovery residence in Annapolis, is impressed by what she sees happening in Anne Arundel.

"I feel very blessed to live here, and anyone who has [an opioid addiction] issue should feel that way, too, because we have the safe stations and the

Narcan availability," Traynor said. "The county is also pushing training to teach everyday citizens to offer Narcan, as well as direction to treatment."

'Good Examples'

Steve Schuh, executive director of the OCCC and former Anne Arundel County executive, said the increase in the number of fatalities has slowed in the last two years, thanks in large part to local efforts in each county.

"Anne Arundel and Howard counties are good examples of what's happening and are among the state's leaders in combating the epidemic," said Schuh. "They've expanded their support services to help people who are in recovery, worked with federal law enforcement and educated young people."

Schuh gave his boss credit for the heightened efforts around the state to combat the crisis. "Gov. [Larry] Hogan declared a state of emergency two years ago and we have since seen a surge in support, treatment and recovery programs," he said, "and dramatically stepped up law enforcement at all levels to not only intercept drug shipments but also to get users into treatment."

The biggest problem of late, said Schuh, is the surge of fentanyl use and how it's being mixed into other drugs. "It now accounts for 90 percent of all opioid-related deaths, when mixed with heroin, cocaine," he said.

Today, he's hoping he'll have better numbers to read by the end of 2019. "Last year, there were 2,400 deaths from all chemicals, with 2,100 opiates," Schuh said. "By far, they're the biggest killer."

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Pittman proposes Anne Arundel tax hike

By Len Lazarick
Staff Writer

In his first budget as Anne Arundel County executive, Democrat Steuart Pittman is proposing to slightly raise both the county income tax rate and its property tax rate – but still maintain the county’s ranking as having the lowest taxes of any suburban county in Maryland.

This flies in the face of conventional political wisdom and even recent polling data that finds Anne Arundel voters still think taxes are too high, though they are slightly open to raising the local income tax.

“I’ve been told by political experts that our county taxpayers don’t want to invest in services, and that the only way to create local government revenue is to promote new development,” Pittman told the county council in presenting his \$1.7 billion budget plan.

Pittman said previous “elected officials lacked the courage to budget for the future.” For the past 12 years, Anne Arundel has had three Republican county executives and a GOP majority on the county council. That flipped in last year’s election.

‘We turned our backs’

“We turned our backs” on crowded schools, growing call volumes for police and fire, and a school construction backlog, Pittman said repeatedly.

He blamed previous office holders for lowering tax rates and expanding county debt, while catering to developers whose buildings would help pay for budget increases.

Pittman said that the state of Maryland ranks Anne Arundel County 23rd of 24 counties for tax effort. This

Pittman took pains to justify the modest size of the tax hikes, and blamed his GOP predecessors for “gimmicks” and “short-term fix” of extending county bonds from 20 to 30 years, reducing annual debt payments but increasing total interest costs.

is among the reasons the county gets lower per pupil funding from the state than comparable counties like Howard.

Pittman is proposing to raise the property tax rate from 90.1 cents per \$100 of value to 93.5 cents per \$100. This raises the property tax on a property assessed at \$346,000 – the median value of a local home – by \$121.

“The Maryland General Assembly passed legislation in 2012 to prevent local revenue caps from forcing limits on education funding,” Pittman noted. “We can set a property tax rate higher than our revenue cap limit if the purpose is to fund the school board’s budget request.”

“The idea of going through the revenue cap made me uncomfortable,” he went on. “I was uncomfortable until I saw a chart showing the four times that politicians lowered the ceiling for future years by setting rates lower than the cap.”

He’s proposing to raise the local income tax from 2.5 percent to 2.81 percent, but that is still lower than the



Steuart Pittman

maximum rate of 3.2 percent in the larger suburban counties.

Anne Arundel’s median household income is \$94,500. If that translated into taxable income of \$87,000, an Anne Arundel household would pay \$270 more in county taxes under Pittman’s proposal.

Poll finds weak support

The April poll of 622 Anne Arundel residents by the community college’s Center for the Study of Local Issues found them equally split 47 percent to 47 percent on support for “raising revenue for schools and other priorities by increasing the local income tax less than one percentage point to levels found in Prince George’s, Howard and Montgomery counties.” But barely a third of respondents supported “legally bypassing limits imposed by the property revenue/tax cap to raise funds dedicated to public schools.”

A general question on the survey on

personal finances also found 56 percent of Anne Arundel voters responding that “taxes are too high in relation to the government services provided,” a figure slightly lower than in past years – but the question applied to taxes in general.

Sensitive political issue

Taxes in Anne Arundel are hundreds of dollars lower than Howard and surrounding counties, but the question is a sensitive one for Pittman. During last year’s campaign, Republican County Executive Steve Schuh repeatedly asserted that Pittman could not pay for his pledges on schools and public safety without raising taxes.

In his budget message, Pittman took pains to justify the modest size of the tax hikes, and blamed Schuh and his GOP predecessors for “gimmicks” and “short-term fix” of extending county bonds from 20 to 30 years, reducing annual debt payments but increasing total interest costs.

The bulk of Pittman’s budget increase goes toward schools, which make up half of local spending including debt service. It provides 136 new classroom teachers to cope with enrollment growth and reduce class sizes, plus 27 new positions for school counselors, psychologists and social workers.

Pittman also fully funds all the school board’s negotiated pay increases, including two step increases that were skipped in 2010 and 2011.

The capital budget also includes \$250 million for school construction, public safety and transportation.

Needs four Democrats

To win these tax hikes, Pittman will likely depend on the county council’s new Democratic majority of four members out of seven, including a seat that flipped parties last year.

The reaction of one Republican council member to the hikes was swift. The day after Pittman’s announcement, Council Member Nathan Volke proposed an amendment to the county charter to cap the current local income tax at the current rate of 2.5 percent. But Volke needs five votes to put the measure on next year’s ballot, including at least two of the four Democrats.

If the council does not go along with Pittman’s tax hikes, they must cut his budget to stick within revenues. They must approve a balanced county budget by mid-June.



Anne Arundel County Executive Steuart Pittman presents his budget, which includes tax increases.

Celebrating 50 years

Howard Chamber



**Advocacy
Networking
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Advocacy, connections and access

The mission of the Howard County Chamber is to provide advocacy, connections, and access to timely information to advance the growth and success of the business community.

The Chamber is the county's premiere business organization with more than 730 businesses of all sizes and from all industries as members.

The Chamber provides value in three ways.

People

The Howard County Chamber connects business owners and their employees with the region's most influential community leaders, business executives and elected officials. The Chamber also connects members to business opportunities and important information through networking events, seminars, and participation on Chamber committees.

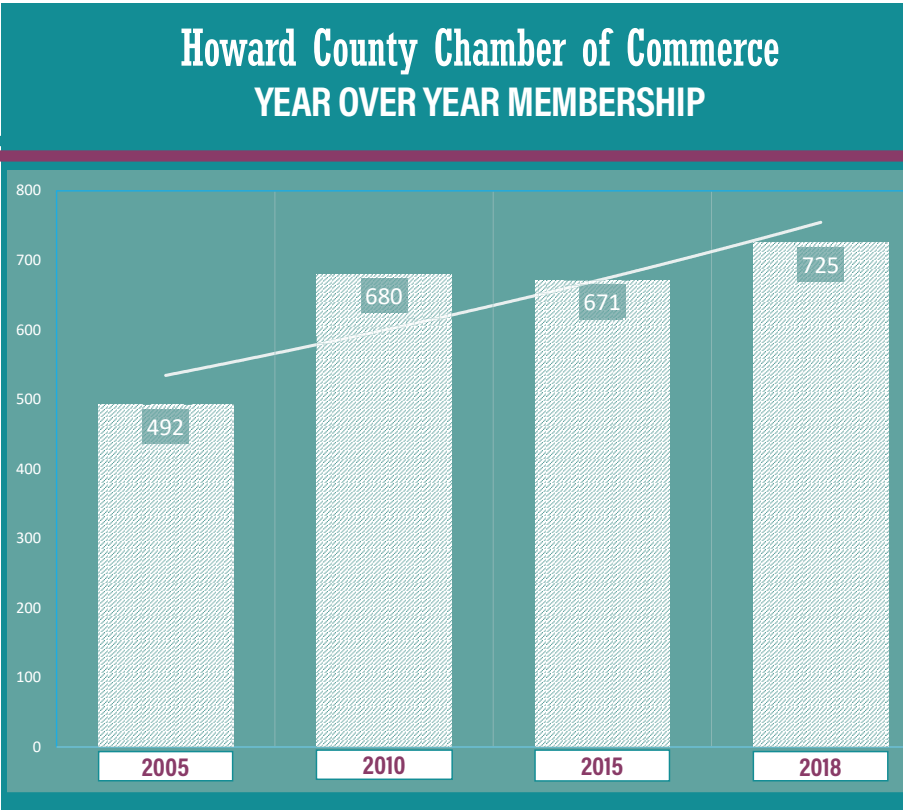
Policy

The Chamber keeps members up-to-date on legislative and economic developments. As an advocate for the

business community, the Chamber's legislative agenda is driven by the Legislative Affairs Committee which meets regularly to discuss legislation on the horizon and the impact it could have on businesses.

Prosperity

Chamber members have access to marketing, referral, and cost-saving programs simply by joining.



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The advocacy begins here

The Howard County Chamber works year-round to make sure that its members are up-to-date on legislative and economic developments. But the Chamber also is a strong and well known advocate for the community.

The Chamber's legislative agenda is driven by input from members. This includes the Legislative Affairs Committee, comprising members that meet regularly to discuss upcoming legislation and the potential effects for businesses.

As a force for Howard County

advocacy, the Chamber represents the voices of many different businesses. Because of that, it is able to get attention from our elected leaders that an individual business owner might never be able to achieve on his or her own.

Each year, the Chamber hosts several Legislative events including the Business Day in Annapolis, the Legislative Wrap-Up Breakfast, the Elected Officials Meet & Greet, and the Legislative Preview Breakfast.

People, Policy and Prosperity

With its strategic location, diverse and educated workforce, extraordinary standard of living, and business-friendly policies, Howard County was made for business.

With a "members first" philosophy and exclusive networking benefits, the Howard County Chamber was made for business.

The Chamber's value-added services are driven by three ideals: People, Policy and Prosperity.

Also, the Chamber is known for hosting events. Informative member luncheons and engaging legislative events help members stay current on policy issues, gain perspective on economic trends and develop insights into new opportunities.

There is strength in a business community that works together to ensure the voice of business is heard on public policy issues.



The Howard County Chamber Young Professional Network is flourishing. The group hosts bi-monthly networking events that often bring together more than 100 leaders and staff members of the business community.

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Q&A With Leonardo McClarty

President plans for chamber's future

You have been president of the Howard Chamber for nearly five years. How has your view of the county changed during your tenure?

I have a greater appreciation of why people care so deeply about this community and why it is a special place. I also have a greater understanding of the challenges that in the midst of our community accolades go hidden from the general public but that must be addressed for continued prosperity.

Even though Howard isn't the largest county, our Chamber is the largest in the region. What makes the Chamber so successful at bringing in members?

In 2018, we were recognized as being the largest in the Greater Baltimore region. I believe we have experienced success at member recruitment due to a member focused agenda, solid programming and a desire to constantly evaluate ourselves so that we can continue to get better.

As you look ahead, what are the major priorities of the Chamber now?

Our priorities will always be first and foremost membership recruitment and engagement. We also want to do more to support our small business members, thus we will look closely at what we are currently offering and need to offer to add more value to

small firms.

We will also do more in the marketing and communications arena using more video and social media to promote our offerings but more importantly to highlight our members.

Lastly, we want to do more in regards to community impact. Thus, the reason for our inaugural Intercity Visit to Somerset County, New Jersey, in September.

I believe now, more than at any time before, when you attend a Chamber event, you see yourself whether in gender, race, ethnicity, business size, business location or time in business.

What are the biggest challenges facing the Chamber today?

The Chamber is constantly challenged for people's time and money. People are busy and often don't have time to participate in things as they once did.

Further, the I-95 corridor has a host of opportunities for those just seeking

You don't survive without being battle tested and scarred. To be here 50 years means that we are doing right by the Howard County community.

networking and business development. As a result, you don't need the Chamber if just want to network.

The Chamber is also challenged by mergers and acquisitions frequently taking place in this region.

We have lost members through no fault of our own. It was simply a member company being bought or in some instances two member companies coming together.

The final challenge is that of image. For some, the Chamber continues to conjure up the image of an exclusive "good old boys club." We are aware of this persona and the staff and board are constantly working to create an atmosphere where diversity and inclusion is welcome and valued.

Business evolves at a rapid pace. How is the Chamber keeping up with the changing needs and desires of its members?

For us, it is listening, observing, and being open to feedback. It is taking on new roles.

For example, one way to add value is to be a resource and conduit for members as they seek information. Our members may be able to obtain information on their own but if we can get them that information quicker thereby saving them time, that's value.

It's looking to see if we can do more technology such as Webinars, Livestreaming, etc. Things that will allow members to benefit but not always feel they have to drive somewhere.



Leonardo McClarty

Howard County is very diverse and so is the business community. How is the Chamber responding to embrace the diversity and make it a strength?

We are responding to the diversity of the business community by recognizing that diversity is a strength. We are also doing more to reach out to groups that we have never worked with before. We are also making sure diversity is reflected in our staff, our board, and programs.

I believe now, more than at any time before, when you attend a Chamber event, you see yourself whether in gender, race, ethnicity, business size, business location or time in business.

The Chamber is celebrating its 50th anniversary this year, 2019. What does 50 years of experience mean to the work of the Chamber?

50 years reflects the dedication of the men and women that first saw the need to start a Chamber and then were committed to support it during the start-up years and then in some of its darkest days.

You don't survive without being battle tested and scarred. To be here 50 years means that we are doing right by the Howard County community.

As you look ahead, what role will the Chamber fill for the business community in the future?

It is my goal that we will be seen as an influencer and convener. Beyond stellar programming for events, we want to influence decision making and be seen as a group that can bring people together whether they have similar or disparate views.



Leonardo McClarty, president and CEO, leads the Howard County Chamber as it celebrates 50 years serving as the "voice of business."

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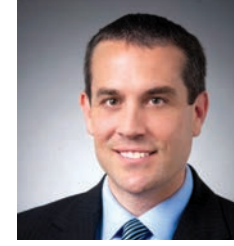
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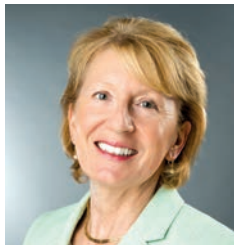
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What we say about our chamber

"I attended a 'Coffee with the President' earlier this summer and shortly after this meeting, and after exchanging business cards, the host stopped by one of my hotels at the Courtyard Columbia and I was able to secure meeting space for his trainings. It was such a great example of how the Chamber brings our neighboring companies together to support one another in the market."

Tori Haro, sales executive, Marriott

"As always, the event began w/ being greeted by the great HCC staff! Thank you for bringing a smile to my face the minute I arrived. The food, agenda, awards and entertainment were one of a kind, not to be duplicated! Well done, thank you very much!"

Ian Riddle, The Columbia Bank, on Signature Event

"Leonardo – the women from Edwards who attended today's event came away refreshed and inspired. They just don't have enough positive words to say about the day! Thanks to you and the team for putting on a great event!!"

Gina Abate, president/CEO, Edwards Performance Solutions

Each and every experience with the HCC team has been positive, informative, cheerful and rewarding. They are quick to avail themselves and always have a positive solution or remedy anytime you go to them for assistance. I am looking forward to a continued relationship with the team and have had the pleasure to work one-on-one with Ronni especially, and could not ask him to be more accommodating and available to us as members. Thank you.

Lorrita Matthews, State Farm Insurance - Alexander Brown

Lincoln College of Technology has benefited tremendously from our partnership with the Howard County Chamber of Commerce through the community resources provided, introductions made, relationships built, business exposure, and increase in brand visibility. We have evolved from members, to advocates of the chamber, and our campus is respected as the community staple it has been for over 60 years."

Tafia L. Allah Pringle, director of Career Services, Lincoln College of Technology

"What a great event today! I was so impressed with how you improve the Women's Leadership Conference every year! I made some excellent connections. You all are onto something."

Tracy Turner, Executive Director, Howard Tech Council

"This was a great investment of a day. Topics... presentations... networking."

Daniel Benjamin, American Public University System on Cyber 8.0 Conference

"ABSOLUTELY amazing. This is one of the best meetings that I have attended ... and I have attended a lot."

Terrance MacGregor, Bytelion on GovConnects BizBreakfast



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HOWARD COUNTY CHAMBER BOARD OF DIRECTORS**Board member builds community****By Susan Kim**
Staff Writer

"Howard County is my home and I grew up here." That's one of the first thoughts Linda Sorg Ostovitz shares when asked about her choice of where to live and work.

Ostovitz, principal and practice group director at the Offit Kurman law firm in Maple Lawn, has based her entire professional career in Howard County.

"I was a prosecutor here. I had my own solo private practice here," said Ostovitz, who identifies herself not just as an attorney but also as a businesswoman and an entrepreneur.

Over 38 years in legal practice, her workplace context has changed – she's now part of a large law firm with almost 200 attorneys – but her sense of being "home" working in Howard County has been a constant part of her life.

Her circles of acquaintances have grown in what she describes as a "constant building" of a sense of community. "I know people from school [University of Baltimore School of Law], from professional organizations, from my charitable work, just from living here."

After losing her husband way too early to cancer in 2013, Ostovitz threw herself into even more professional and charitable activities. "I like to walk into a place where I am not a stranger, and people around me are not strangers," she said.

A recent recipient of a Maryland's Top 100 Women award from The Daily



Pam Long, who normally takes pictures for Howard Chamber events, takes a turn on the other side of the lens with Linda Ostovitz (right).

Record, Ostovitz sees her membership in the Howard County Chamber as a natural extension of building her community. "It's one thing to be a businessperson out there by yourself. It's another thing to be in a group with other businesspeople and with people who are advocating for business."

Though her own needs as a

businessperson have changed over the years, she has continued to find the chamber a valuable resource.

For example, she finds that attending legislative breakfasts and discussing hot topics – such as minimum wage – helps her gain a leg up on what's happening in Annapolis.

Her involvement in the chamber

also exposes her to many types of businesses.

"You meet people you might not otherwise form a relationship with," she said.

In fact, those relationships are at the heart of why Ostovitz remains committed to the chamber. "The way we rely on each other, it's not just walking into a networking event," she said. "It's seeing each other regularly. It's building trust. The reason I joined the chamber is that I feel like I can make a difference with how people are treated when they walk into a room."

As a board member for the chamber, she added, her goal is to make people feel comfortable. "It's not to hang out with my friends. When I see somebody walk in, I want them to feel like they're welcome."

From a leadership perspective, Ostovitz said she'd like to see the chamber give people who attend events an even greater opportunity for visibility. "I think people come to events to see and be seen," she explained. "One of the things we are instituting is being a little more deliberate about identifying and welcoming new members of the chamber."

An introduction can be as simple as calling out the name of a business and having the representative stand up.

"It's an important part of what we do and I would like to see us continue to do that," she said. "I'm an existing member and I want to see who the new people are. I want to be able to greet them. Again, it's all about relationships and I'd like to see us build them even better."

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YOUNG PROFESSIONALS NETWORK

Breakout Games manager values time with young professionals

By Susan Kim
Staff Writer

In his business, Michael Makar wants people to break out. When supporting the chamber, he wants to help people break in.

Active in the Chamber's Young Professionals Network (YPN), Makar is also leading a fun and entertaining business, Breakout Games, in Columbia, which he manages.

With eight different themes, small groups try to escape from rooms in under an hour at Breakout Games.

Room themes in Columbia include Do Not Disturb, Hostage, Island Escape, Kidnapping, Museum Heist, Mystery Mansion, Operation: Casino, and Runaway Train. Participants sign up in groups – from two people minimum to seven or eight maximum – to crack codes, discover clues and solve puzzles. The cost is \$23.99 - \$33.99 per person, with bigger groups receiving a discount.

Mystery Mansion and Kidnapping are the most popular rooms, Makar said. "In Kidnapping, everyone gets handcuffed to the wall first thing."

A little over half of the groups who

sign up are actually able to "break out" on their own, said Makar (but, truly, they get to go home anyway).

With eight different themes, the Columbia location

The Columbia location, which opened in September 2016, is one of 43 Breakout locations across the nation. Howard County was an attractive location because it's situated between Baltimore and Washington, D.C. and only a few minutes off of I-95, Makar said.

"The affluence of Howard County is also great for our business," said Makar, who has been the manager for two-and-a-half years.

After graduating from Duquesne University in Pittsburgh a few years ago, Makar joined the chamber when he became manager of Breakout Games. "I've mostly been to the Young Professionals Network [YPN] events, and they are always well-planned and very fun," he said, adding that he especially enjoyed a recent YPN gathering at the Main Event entertainment venue in Columbia.

"I really enjoy seeing who else is a



Photo by Emily Calkins
Michael Makar, manager of Breakout Games, is active in the Howard County Chamber Young Professionals Network.

I really enjoy seeing who else is a young professional in Howard County. People don't generally move to Howard County until they have a family and want to settle down here.

Michael Makar

young professional in Howard County," Makar said, adding that, before he joined the chamber, he wasn't connecting to as many local young people. "People don't generally move to Howard County until they have a family and want to settle down here," he said.

Through YPN, he learns about local jobs and businesses, and, in turn, explains why Breakout Games is so much fun. "People have heard of escape rooms but they don't always know about Breakout," he said.

With about 34 team members, Breakout Games in Columbia is busier during the summer, and plans are in the works to add a submarine-themed escape room.

"It can be very fast-paced here," said Makar, "but I'd still call it less 'white knuckle' than retail or a restaurant."

Makar described his job as "incredibly fun." He oversees a team that performs upkeep on the rooms, tweaks escape codes and sits in a master control room issuing hints for groups that need them.

When families sign up for a Breakout adventure together, Makar said, they seem to either work well together – or not. "In the family situations, I've noticed it's really sink or swim," he said, adding that businesses also use Breakout as a team building exercise.

In the coming year, Breakout Games in Columbia plans to rent additional space at its current location to add three more selections for escape room adventurers. "Our tech and design capabilities, which are at our headquarters in Lexington [Kentucky], have skyrocketed," Makar said.



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GOV CONNECTS

Aronson nurtures government resource

By Susan Kim
Staff Writer

Aronson, an assurance and tax consulting firm, joined the Howard County Chamber of Commerce in 2012 to help create the chamber's GovConnects program.

Mike Muscatello, a partner at Aronson, describes GovConnects as "an active program that provides opportunities for contractors to network and develop industry relationships in addition to providing valuable information on contracting opportunities."

Muscatello added, "It has been great to have the support of the chamber behind us to continue to grow the program."

In addition to GovConnects, the chamber also has what Muscatello believes is "a strong legislative advocacy presence in the county and state" that provides opportunities to its members to network and learn about the local business and non-profit community.

As he was taking stock of the Howard Chamber's assets, he said,

"We live our mission statement of providing opportunities for our people, contributing to the success of our clients and enriching our communities."

Mike Muscatello
"The Young Professionals Network "is unrivaled in the state."

Muscatello urged companies to understand all of the programs of the chamber and to encourage their employees to participate.

Why Howard County?

When Muscatello considers the unique aspects of doing business in Howard County, at the top of his list is access to a highly educated and talented workforce.

The county, while in close proximity to Washington, D.C. and Baltimore,

is still what he calls "a distinct local community," and he values "being a part of a community of business leaders that are passionate about local causes in addition to business in Howard County."

As he meets fellow businesspeople, Muscatello said the information he gathers and the people he meets continually build on his knowledge and understanding of his industry and increase the value he brings to his clients.

"On a personal level," he added, "there are so many opportunities to give back to the community and business leaders who are willing to do so, and taking advantage of these opportunities enables me to meet some talented people and to continue to grow my leadership profile."

What's next?

Aronson, now more than 55 years old, has more than 250 team members, and Muscatello said he is proud that "we live our mission statement of providing opportunities for our people, contributing to the success of our clients and



Mike Muscatello

enriching our communities."

He said he envisions Aronson continuously growing to provide greater opportunities for its people. "We will be the dominant firm in each of our chosen industry specialties – including government contracting – and service offerings," he said.

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JAMES ROUSE

March 25, 1966

Columbia Association (CA) salutes the Howard County Chamber. We look forward to continuing to develop our partnership with the Howard County Chamber to bring value, guidance and support to our community.

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The Business of Howard - A Silver Anniversary

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Scientists get set for asteroids

Continued from page 1

possibly life on the entire planet.

In his keynote address, NASA Administrator James Bridenstine noted that the meteor that exploded spectacularly 18 miles above Chelyabinsk, Russia, in 2013 caused significant damage to 7,200 buildings in six cities, injured more than 1,500 people badly enough to require medical attention, and created intense heat felt by humans 62 miles away.

"Modeling indicates this is an event that occurs about once every 60 years, and in the last century we've had three such events," Bridenstine said. "They're not rare."

A recently enacted law mandates that NASA detect, track and characterize 90 percent of an estimated 25,000 NEOs that are 140 meters or longer in size. By comparison, the Chelyabinsk super bolide was a 20-meter object.

With roughly 8,300 objects already counted, "We're a third of the way there," Bridenstine said. "But we need to get a lot more data and we have to do it faster. We want more international partners that can join us in this effort."

Know your enemy

In order to safeguard against asteroids, scientists need to know a lot more about them.

Currently, NASA's Osiris Rex mission is orbiting Bennu and is expected to return to Earth in September 2023 with a sample of the asteroid's surface.

Hayabusa2, another sample mission operated by the Japanese space agency JAXA, will return from Ryugu in December 2020.

On Feb. 13, 2029, the 370-meter asteroid Apophis will miss the Earth but will come close enough to provide a chance to measure the object's interior strength, structure and structural integrity.

"It's an amazing opportunity, learning how these objects are put together in case we ever have to move one out of the way," said MIT Planetary Scientist Richard Binzel.

APL is developing an Asteroid Probe Experiment (APEX) mission concept for a rendezvous with Apophis, said mission design and navigation engineer Fazle Siddique, which proposes placing a seismometer on Apophis to better understand its interior surface features.

"The idea is to arrive early to map it, deploy the seismometer before the encounter, then remap the body after the encounter to detect any changes," said APL Planetary Scientist Jeffrey Plescia. "We're also going to be there long enough that we would expect to see an impact or two from micrometeorites large



Scientists are aiming to track as many as 25,000 asteroids that potentially could be aimed at Earth. They are planning how to either push them off course or eliminate them.

“Nuclear weapons could theoretically be used to vaporize or diminish a threatening asteroid. The current international Outer Space Treaty prohibits stationing these weapons in outer space.

enough to generate seismic energy. The other opportunity would be to do an active experiment.”

Launching DART

NASA's first planetary defense mission, the Double Asteroid Redirection Test (DART), is slated for a June 2021 launch aboard a SpaceX Falcon 9 rocket from Vandenberg Air Force Base in California.

The mission, led by APL, will be the first to demonstrate the kinetic impactor technique, which involves slamming a spacecraft into an asteroid at high speed to shift it off course.

DART will target the smaller of two objects making up the binary asteroid Didymos, which will be about 7 million miles from Earth at the time of impact, scheduled for October 2022, enabling researchers to more easily detect any deflection.

APL will build and operate the DART spacecraft, with mission support provided by teams from Goddard Space Flight Center (GSFC) in Greenbelt, Johnson Space Center in Houston, and the Jet Propulsion Laboratory in California. The craft will weigh 555 kilograms (1,224 pounds) and will be traveling at 6.65 kilometers (4 miles) per second on impact.

According to DART Investigation Team Member Megan Bruck Syal, a planetary science and defense physicist at Lawrence Livermore National Laboratory

in California, interpretation of the detected nudge velocity imparted to the asteroid will depend on a variety of conditions, including the effect the spacecraft's shape and solar panels have on the resulting impact crater.

"We know asteroids have rubble pile structures," she said. "Details of where the impact occurs are going to matter, probably. If it's near or on a boulder, it's going to change the outcome."

Untangling the red tape

Even if humans develop a foolproof method of deflecting or neutralizing collision course asteroids, there are still a lot of hurdles standing in the way, not the least of which is good old bureaucratic red tape right here on Earth.

For starters, international law imposes no obligation on any state to share information on NEO impact threats with other states that may be in harm's way

"The states are free to decide whether they want to assist other states or not ... and a planetary defense action that would affect the population or territory of another state would be contrary to international law unless it's authorized or justified under international law," said Cordula Steinkogler, a member of the European Centre for Space Law.

And although nuclear weapons could theoretically be used to vaporize or diminish the size of a threatening asteroid, the current international Outer Space Treaty prohibits stationing these weapons in outer space in any manner.

Equally important, Steinkogler said, are ramifications of the planetary defense decision-making process in regard to state sovereignty and representation, particularly when time is of the essence.

"Some instruments that address future planetary defense missions could be developed in advance," she suggested, to include a mandate for conducting the missions, modalities for cooperation, parameters for the use of nuclear explosive devices and safety standards, among others.

Indie film makers offered state funding

Continued from page 1

had the Maryland indie credits been available a year or so earlier," he said, "I may have been able to keep most, if not all, of the \$250,000 production in Maryland."

What Happens

Had more or all of *Tilghman* stayed within Maryland's confines, the result would not only have been a 25 percent rebate for Shipley's production, but also a boosted bottom line for several local businesses, as productions large and small purchase a variety of products and services to get through a day's work.

"It was in West Virginia that we bought lumber to build the sets, and rented four houses and a country inn," he said, "plus, we ate at the inn and at several local restaurants. On any given day, we were shooting with about 100 extras. This was no tiny undertaking."

As of today, Maryland Film Office Director Jack Gerbes said the tax incentive offering for the indie producers "has been available for several months and we are excited that one local filmmaker has applied" and will be receiving a yet "to-be-determined amount" of tax credits for the production.

That said, "There are still several hundred thousand dollars available. We're working hard to get the word out to the local industry and we're looking forward to more indie producers utilizing the incentives as we nurture the next generation of filmmakers," Gerbes said, noting Maryland's industry luminaries, such as John Waters, Barry Levinson, David Simon and Matt Porterfield.

As the Small Maryland Film Tax Credit program will assist lower budgeted productions, the Film Production Activity Tax Credit Program, which is focused on high impact productions, continues to benefit Maryland.

An example is the economic impact of the six seasons of *House of Cards*: The series had an overall economic impact of more than \$700 million for the state; in addition, each season the production hired more than 2,000 Marylanders and it also purchased, rented and required services from more than 2,000 Maryland businesses. "What's timely now is that, with fiscal 2020 coming up on July 1," said Debbie



It takes a good-sized cast to complete a movie; the actors pictured were only part of the crew who contributed to the making of Bill Tilghman and the Outlaws, which will screen at the upcoming Columbia Film Festival.

We're looking forward to more indie producers utilizing the incentives as we nurture the next generation of filmmakers

Donaldson Dorsey, director of the Baltimore Film Office and vice chair of the Maryland Film Industry Coalition (MFIC), "we want to make sure applicants know that a change was made to the application process that lowered the established time of a Maryland-based limited liability company from 12 months to three."

Dorsey also stressed that the MFIC has made efforts to "provide a boost for Maryland's homegrown film industry. Our goal is to get more filmmakers involved in the program," she said. "We have many independent filmmakers all over the state who could benefit from it."

Multiple Platforms

Dorsey added that the overall incentive program will not only receive \$11 million in tax credits in fiscal 2020, an additional \$3 million will also be added each of the next three years, too, until the figure reaches \$20 million.

She described projects that qualify for the credits. "There are many types of film activity with many layers," she said. "There are large productions, like feature films and TV series, on one end;

then on the other end, we have ultra-low budget indie projects and many other types of productions falling in between. Taking advantage of these incentive opportunities is how we can build the film production ecosystem, then keep people here to make their projects in Maryland. We don't want them to have to go anywhere else."

Nor does David O'Ferrall, business agent with the local office of the International Alliance of Theatrical Stage Employees. He thinks that simply applying for the credits "can be somewhat of an eye-opener for new producers as they learn about the process, which isn't anything new," he said. "That happens to major producers, too."

O'Ferrall said "all concerned in Maryland" are on board with the new indie program, "because it is hoped that it will lead to the production crew, like gaffers, grips, etc., to get experience working on films that will one day lead to full careers in Maryland," adding, "That's the idea behind that part of the legislation."

Investment

The program will lead to more reinvestment, too, "because a refundable tax credit of 25 percent on the direct costs makes it easier for new people to build their own brands," said Keith Mehlinger, professor and director of the Screenwriting and Animation Program at Morgan State University and an MFIC board member.

Regional filmmakers are "under-recognized," Mehlinger said. "The

There are more platforms now than ever. If there's a place and time for this to succeed, it would be Maryland, right now.

Baltimore area is entering an interesting time because the discipline of computer science is crossing paths with film and humanities, creating greater opportunity. Many of our students are making films to earn money for college by doing webisodes, web content, client-driven videos and short films.

"After they're out of school for a couple of years," he queried, "who knows where it will all lead?"

Noting that many creative people often "don't understand [the need to spend time sending] all of the emails and memos you have to write to secure funding and get setup to shoot a film," Mehlinger said the MFIC may have to run workshops "to get into the nuts and bolts of preparing to produce a film, then follow it up to offer more support."

'Right Now'

Mehlinger reiterated Dorsey's point about this land of enhanced opportunity.

"Genres such as micro-budget filmmaking are on the uptick, he said. "I'm very interested to see how this situation evolves. [The new incentives became available] at the right time, because there are more platforms now than ever. If there's a place and time for this to succeed, it would be Maryland, right now."

While noting that people have often mortgaged their houses to raise funds to produce films – for better or worse – "With an incentive involved," Mehlinger said, "it can be easier to pay the money back and even reinvest it."

As for Shipley, he doesn't know if he's going to produce a fourth movie, but he does know that he has a new reason to give it some thought.

"We have a strong industry in Maryland and I'll be interested to see if local filmmakers take full advantage of the incentives," he said. "You never know when the next major talent might come along and do just that."

Is it time for 'recall' and 'special elections?'

In Maryland, we never recall our politicians, and when a political vacancy occurs, we don't do anything special.

Unlike many of the states to our west, influenced by the progressive movement of the last century, Maryland's constitution does not provide for recall by the voters of an elected official in mid-term. Except for some municipalities, we don't hold special elections when a vacancy occurs, even in the early part of the state's typical four-year term.

Both policies put the power back in the hands of the citizens. That might have proved useful recently.

In Baltimore, Mayor Catherine Pugh hung on for weeks over the Healthy Holly book scandal despite calls for her resignation by the entire city council, state legislators and business leaders. The council had no power to remove her – a power that could admittedly lead to mischief – but allowing for a recall petition by Baltimore voters might have put more pressure on, even though it would have been a slower process than her ultimate resignation.

In the legislature this year, which does have the power to expel a member, one delegate was censured for using a racial slur and was stripped of all committee assignments. There were calls for her to resign, but if recall were allowed, the residents of Del. Mary Ann Lisanti's Harford County district could have taken that power into their own hands.

In the case of Baltimore, there was an automatic succession plan putting City Council President Jack Young in Pugh's place.



FROM THE STATE HOUSE

by Len Lazarick



Del. Adrienne Jones (center), new Speaker of the House, with Delegates Dereck Davis and Maggie McIntosh.

But if Lisanti had resigned or been removed, a small contingent of Democrats on the Harford County Democratic Central Committee would have nominated her replacement for Gov. Larry Hogan to appoint, typically a done deal.

When House of Delegates Speaker Michael Busch died April 7, it created a similar vacancy in District 30A, an Annapolis area he had represented for 33

years. Twelve members of the Anne Arundel County Democratic Central Committee, in a meeting that didn't even take place in Annapolis, nominated Annapolis City Alderwoman Shaneka Henson, who will now serve Busch's full term until the 2022 election.

Ironically, Henson's Ward 6 seat on the Annapolis City Council will be filled by two special elections, a primary June 4 and general election July 2. That's what the city charter calls for. Special elections in Maryland also occur when there is a vacancy in the U.S. House of Representatives. The U.S. Constitution requires the representatives to be chosen directly by the people, and not party officials. (U.S. Senate vacancies in Maryland are filled by the governor.)

There have been several attempts to change the Maryland Constitution to provide for special elections, most recently by Sen. Clarence Lam of Columbia.

Like earlier versions which failed to pass by other sponsors, if a vacancy occurs in the first year or so of a term, the constitutional amendment, SB313, would require the governor to name a temporary replacement but also to call for special elections to coincide with the primary and general election in the presidential election year.

Lam, the League of Women Voters, Ken Stevens and other good government types testified for the legislation in February before the committee on which Lam serves. Like similar attempts, it went nowhere. The bill didn't even get a vote. Ditto for the House version of the measure.



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CENTRAL MARYLAND CHAMBER by Raj Kudchadkar



A successful meeting and Hall of Fame!

The Central Maryland Chamber (CMC) hosted its 3rd Annual Meeting and Hall of Fame May 13 at the Hotel at Arundel Preserve. The event was an opportunity to review the successes of the previous year and celebrate the wonderful businesses that make the chamber such a dynamic organization.

The keynote speaker for the event was Michael Locksley, the University of Maryland's new head football coach. He is the winner of the 2018 Broyles Award, given to the nation's top coach. Coach Locksley spent the previous three years working under Nick Saban at the University of Alabama, where he was the offensive coordinator helping win a national championship.

Coach Locksley shared his vision for the University of Maryland football team and his approach to his first season as head coach. Most importantly, he discussed leadership and what it takes to build successful programs.

After Coach Locksley's remarks, the CMC inducted an accomplished group of businesses into its Hall of Fame.

Congratulations to the following businesses for their accomplishments and positive impact on the regional business community!

► Start-up of the Year: The Blackwall Barn & Lodge (<http://www.barnandlodge.com>)

► Woman-Owned Business of the Year: Allogram (<https://www.allogram.com>)

► Minority-Owned Business of the Year: JDA Management (<https://www.jdamanagementandconsulting.com/welcome>)

► Business of the Year (Small): Dr. Backup (<https://drbackup.net>)

► Business of the Year (Large): Atlas Container (<https://atlascontainer.com>)

► Business Partner of the Year:

Printing Specialist Corporation (<https://www.printingspecialist.com>)

► Volunteer of the Year: Matt Slovick (<https://www.aflac.com>)

► Government Advocate of the Year: Maryland Commerce Secretary Kelly Schulz (<http://commerce.maryland.gov/commerce/kellyschulz>)

► President's Award for Outstanding Service: Providence Center (<https://www.providencecenter.com>)

► Chairman's Award for Community Impact: AJ Properties (<http://ajprop.net>)

Multi-Chamber Networking

As a regional chamber, the CMC makes every effort to collaborate with other chambers within our region. That is why we are committed to multi-chamber events and expanding the networking reach of our members.

Our next multi-chamber networking lunch will be Wednesday, June 5 from 11:30 a.m.-1:30 p.m. at Yellowfin Steak & Fish House (2840 Solomon's Island Road, Edgewater, MD 21037).

The CMC will be joined by the Greater Bowie Chamber, Greater Crofton Chamber, Greater Severna Park & Arnold Chamber, Northern Anne Arundel County Chamber, and Southern Anne Arundel Chamber.

This is a prime event to get good regional exposure for you and your businesses. You can register for this event through the CMC's website at: <http://web.centralmarylandchamber.org/events>

The event will include speed networking (i.e. table rotations), a full buffet lunch, and door prizes.

Be sure to bring plenty of business cards and get ready to make new connections!

Raj Kudchadkar is president and CEO of the Central Maryland Chamber.



HOWARD COUNTY CHAMBER by Leonardo McClarty

Cyber Conference enters its 10th year

When the Howard Chamber held its inaugural cyber conference 10 years ago, it was on the heels of Base Realignment And Closure (BRAC). The affects of which saw Central Maryland benefit greatly as the Defense Information Systems Agency (DISA), which provides complete information technology services to the Department of Defense, moved its headquarters to Fort Meade.

In addition, the expansion of the National Security Agency and the stand-up of the U.S. Cyber Command, both of which are located on the campus of Fort Meade, enhanced the state's prowess in cybersecurity and intelligence activities.

The early year conferences were a combination of basic cyber education and a discussion of how government contractors could benefit from future acquisition opportunities.

Fast forward to 2019 and Cyber is just a major part of our vernacular as WiFi, social media, online banking, apps, Amazon, and Google. Major security breaches from national retailers to household hotel brands to local governments have all in business making Cyber a major component of business continuity.

It is against this backdrop that the Howard Chamber's Cyber conference operates this year.

Under the headline of "Cyber Sensemaking," the one day event will provide attendees with a fluid and continuous approach for establishing better defenses and best practices as a community. It involves combining our retrospective knowledge with ongoing

observations.

This approach is different than traditional decision-making approaches, in that it incorporates shared experiences and perspectives, to implement meaningful solutions to cybersecurity dilemmas.

The 2019 focus will be on people, intrusions and networks from the perspective of both technicians and management, thereby making it something that all in business can benefit from.

This is also an event where all can benefit whether a sole proprietor, cyber security firm, or major corporation.

One of the most highly accomplished panels of experts in their respective fields have been assembled to discuss these three topic areas from an experiential perspective, offering relevant solutions to problems all face daily.

Research has shown that with that companies struggle more with the day-to-day challenges of defending against cybersecurity threats than they do with implementing the latest and greatest security appliances or concepts.

Understanding the nuances of cyber can be daunting for most business owners and representatives. Yet, it doesn't have to be if one avails themselves of industry best practices and strong counsel.

All of this and more can be obtained by attending the June 19 Cyber conference. For details on speakers, cost, and agenda, interested persons should visit cyberhoward.com.

Leonardo McClarty is president and CEO of the Howard County Chamber.

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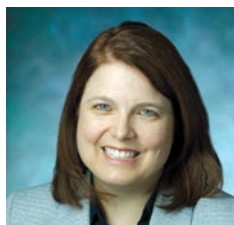
PEOPLE IN BIZ

Foundation names Smith veep

Howard Hospital Foundation, which provides philanthropic support to Howard County General Hospital, promoted Jennifer Smith to vice president of development.

Smith brings more than 25 years of institutional development experience, including cultivation, solicitation and stewardship of major gifts, capital campaign strategy, annual appeal programs and event planning.

She joined Howard Hospital Foundation last year as director of major gifts. In her position, Smith strengthened the foundation's major gift and planned giving program by establishing a campaign plan, managing the planned giving committee and cultivating



Jennifer Smith

relationships with donors.

Prior to joining Howard Hospital Foundation, Smith led the University of Maryland St. Joseph Medical Center Foundation as executive director, managing a staff of seven professionals and a \$1 million budget.

Previously, she held the positions of associate vice president of university advancement, director of individual giving and director of annual giving for Stevenson University.

She was director of development for the Archdiocese of Baltimore and director of development services for Loyola University Maryland, where she also held other positions supporting the university's fundraising efforts.

UHY promotes Romano, Good

UHY Advisors and **UHY LLP, of Columbia**, have promoted **Shelley Romano** to principal and **Amanda Good** to senior accountant. Romano joined UHY in 2018 after the merger with bgr CPAs and has more than 35 years of experience providing accounting and tax services. Good has been with the firm since 2016 and provides attestation and assurance services, and specializes in nonprofits.

Wecker, Restaurateur of Year

Steve Wecker, who owns the Iron Bridge Wine Company, in Columbia, as well as Cured | 18th & 21st, also in Columbia, was named Restaurateur of the Year by the Restaurant Association of Maryland (RAM). Wecker and his brother, Rob, also own the Mutiny Pirate Bar & Island Grille, which has locations in Glen Burnie and Elkridge.

Wasilsin to Maryland \$aves

John Wasilsin is the new executive director and CEO of Maryland\$aves. Wasilsin previously served as president and COO at the Maryland Technology Development Corp.

(TEDCO), and as deputy secretary at the Maryland Department of Budget and Management.

Baldwin named VP at HCGH

Howard County General Hospital (HCGH) has appointed Jennifer Baldwin as vice president of nursing/chief nursing officer. She most recently serves as the senior vice president of patient-centered medical home and care management at CareFirst.

Harden to head MRPA

Holly Harden, recreation services supervisor for the Howard County Department of Recreation & Parks, has been elected president of the Maryland Recreation & Parks Association (MRPA). Harden been with the department for 26 years and is currently serving as the manager of teen and grant programs.

Malmgren honored by NAACCC

Anne Arundel Community College (AACC) Professor Rick Malmgren has been honored as Educator of the Year at AACC by the Northern Anne Arundel County Chamber of Commerce.



Mavis Ellis, chair of the school board, (left) Debbie Engle and Karalee Turner-Little, (right) deputy superintendent of HCPSS.

School board honors Engle

The Howard County Board of Education recognized Debbie Engle with the Friends of Education Award at a reception April 11, immediately followed by an award presentation at the Board meeting.

Engle is an advocate for the achievement and well-being of all HCPSS students, having volunteered with the school system for more than 15 years.

She helped develop the PALs preschool program for children with disabilities, and she has devoted much of her time to policy committees, the Special Education Citizens Advisory Committee, the Operating Budget Review Committee.

The board also acknowledged nominees Trent Hall and the Howard County Autism Society for their contributions to the school system.

Leadership names new president

Kris Valerio Shock, an experienced business development and organizational leader, has been named President & CEO of Leadership Anne Arundel.

"LAA is one of the best kept secrets in the county yet the most vital and dynamic organizations in the community feature LAA graduates" said Shock.

Prior to joining LAA, Shock served as the senior director of the Office of Strategic Industries and Entrepreneurship at the Maryland Department of Commerce.

From 2008 to 2015, Shock served as executive director of the Chesapeake Regional Tech Council.



Special Olympics Howard County would like to thank all the sponsors and volunteers who made the 18th annual Inspiration Walk such a success. The proceeds from the walk will enable the county program to continue to provide year-round sports training and competition opportunities in 20 sports for Howard County children and adults with intellectual disabilities. Special thanks to Honorary Chairperson State Senator Guy Guzzone.

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Roof Terrace Restaurant at the Kennedy Center



A NEW CAR AND A NEW PARTNER

Sylvia Hennessie, Howard County Teacher of the Year for 2019, was surprised with the keys to a new Ford EcoSport May 3 at Guilford Elementary School in Columbia. The event highlighted the launch of a new partnership between the Howard County Public Schools System (HCPSS) and Apple Ford. On hand for the presentation were Apple Ford Chairman George Doetsch and President Chip Doetsch; HCPSS Superintendent Michael J. Martirano; Howard County Board of Education members Jennifer Mallo, Vicky Cutroneo and Chao Wu. Apple Ford will provide a free two-year lease on an Apple Ford vehicle for the Teacher of the Year and will join the HCPSS Staff Discount program to offer car purchase and repair discounts to school system staff members.

In addition, Apple Ford will participate on the Superintendent's Program Innovation Advisory Board and the Automotive Technology Career Academy Advisory Council. HCPSS Career and Technology Education staff will collaborate with Apple Ford to provide automotive internships and apprenticeships for high school students and to expose students to new automotive and business technology as part of their learning experiences.

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GRAINS TO GLASS

Brewers tap farmers for local ingredients

By Susan Kim
Staff Writer

Local brewers and distillers are cultivating relationships with local farmers who provide fresh ingredients that end up in your glass.

At Hysteria Brewing, brewer, Ty Kreis and his colleagues use a brewer's base malt, a type known as 2-row, purchased from Chesapeake Malting at Hopkins Farm in Havre de Grace. Two-row malting barley, which is grown for brewing as opposed to feeding cattle, gets its name from the arrangement of the kernels when the head is viewed down its axis.

Hysteria goes through a 1,500 pound bag of malt about twice a month.

"Every beer is made with water, yeast, malt and hops," said Kreis. "You can fine-tune a recipe by adding specialty malt, or you can roast malts longer for a darker beer."

Kreis, who met the owner of Chesapeake Malting when they both worked for DuClaw Brewing Company, has been using local malt from the time Hysteria Brewing was founded in September 2017.

That relationship is important to him from both an economic and a philosophical standpoint. "If there are no local farms, there's no beer," said Kreis.

John Aguilera, one of several partners opening the new Ellicott Distilling Company this summer, plans to get ingredients locally, including wheat, rye and corn. Aguilera has also been looking at sourcing local wine to distill into brandy.

"Sourcing things locally not only helps your neighbors and friends but also helps out the local economy," he said.

Jailbreak Brewing Company in Laurel has its own twist on local partnerships.

Although the brewery currently doesn't use many local ingredients in its beers, Jailbreak's spent grain is collected by a local farmer, who feeds his turkeys with it.

"And, in full circle, those are the turkeys we then purchase for menu items in FoodWorks [the brewery's kitchen]," said Becca Newell, director of marketing for Jailbreak.

What about hops?

At least for the past 70 years, most hops in the U.S. were grown in Washington, Oregon and Idaho, according to agriculture agent Bryan Butler, who is overseeing a study on hops at the Western Maryland Research and Education Center in Keedysville.

With the advent of microbreweries, interest grew in growing hops in Maryland. "There are probably less than 25 acres in production across the state," estimated Butler. "That's a guess based on the people



Photo by Aaron Hopkins

At Chesapeake Malting, winter barley becomes malt when it's immersed in water, sprouted, and dried.

There may be brewers who really want to say they can make a truly local beer. It'll be a novelty.

Bryan Butler

I know growing and producing. People also have hops in their backyard. But there is a lot of interest. That's what prompted our research project."

Among hops-growing breweries is Manor Hill Brewing, Howard County's first farm brewery. Located on the Marriner family's 54-acre working farm in Ellicott City, the farm currently grows two-plus acres of hops, 14 acres of corn and fruits and herbs.

To be classified as a farm brewery, said Randy Marriner, "Howard County zoning regulations require at least two acres of an ingredient be grown on the subject farm."

What are the chances hops crops could make a comeback locally on a wider scale?

Frederick-based Flying Dog Brewery and the University of Maryland Extension have teamed up to complete a multi-year study, overseen by Butler,

of the economics and feasibility of bringing hops production back to the East Coast, after it fled west nearly a century ago during Prohibition.

Now in its fourth year, Butler's research project has gathered data that he hopes will lead to unbiased information to make business decisions: "Is this profitable? Can we produce a volume of hops? What's the quality going to be? What's the consistency?"

Those are the kinds of questions Butler currently asks as he evaluates local hops, along with sending them to Virginia Tech for a full chemical profile.

So far, Butler said, it looks as if growing hops in Maryland is a very management intensive, expensive prospect, particularly during record rainfall years such as 2018.

"You go up into the desert states where most hops grow and it doesn't rain like that," he said.

Then there's the signature Maryland summer-time humidity. "We're trying to dry it to eight percent moisture and that's hard to do when it's 96% humidity."

Ultimately, from a business perspective, hops will be a niche market, Butler predicted. "While it's certainly not for everyone, there may be brewers who really want to say they can make a truly local beer. It'll be a novelty."