

ECONOMIC DEVELOPMENT

CHARLES COUNTY, MD

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2005-2006 Report

S. Suburban Washington D.C.-
Southern Maryland

*Engineering The Next Generation
of Business Parks & Planned
Communities*

INSIDE THIS ISSUE:

<i>County Entrepreneurs Rate 16th in Country</i>	1
<i>Naval Base Receives National Military R & D Center Mandate</i>	2
<i>Universities Leveraged in Business Development Strategies</i>	3
<i>UMD Energetics Technology Center Becomes Reality</i>	4
<i>301 Business Corridor Class A Buildings and Parks Find Success</i>	5
<i>White Plains Tech Park East & County RFP moving forward</i>	5
<i>St.. Charles ACPT & Simon Expanding With New Projects</i>	6
<i>Waldorf Tech Begins Roll Out</i>	6
<i>La Plata Rebirth Comes Alive</i>	7
<i>Hughesville, Indian Head, & Nanjemoy Set Visions For Future</i>	8
<i>50% Open Space Top County Priority</i>	9
<i>Tourism Joins ED Dept In Efforts</i>	10
<i>D.C. Development Moves South & Military Campus Considered</i>	11
<i>Commissioners Guide New Effort</i>	12

COMMISSIONERS ADDRESS ECONOMIC DEVELOPMENT

Charles County continues its advancement in business and community development; the County has now reached 140,000 residents with a workforce of 70,000. Jobs within the County are shifting from retail and service to engineering, research, administration and management.

In 2005, the County Commissioners moved to upgrade the area's non-profit economic development effort to a full department of County government, giving the Economic Development Department (EDD) professional staff direct access to a broad base of County departments and employees. This move shortens cycle time substantially between the needs of new and existing employers to expand or locate new facilities and the County's ability to support those needs.

The transition of the EDD staff to a County staff was completed in early 2006, and



The Facchina Company headquarters on Centennial Street in La Plata

a new Director was hired to lead the effort following an extensive national search.

The new ED focus is part of 15 top priorities set by Commissioners to be the foundation program for the new ED Department. These include establishment of two science and tech parks in the 210

Corridor of Bryans Rd/Indian Head and the 301 Business Corridor Hub area of White Plains. The Commissioners also set the facilitation of the location of the University of Maryland's proposed new Energetics Applied Research and Development Center in Charles County by the

Continued p. 12

Special Point of Interest



CHARLES COUNTY RATED 16TH IN NATION BY INC. MAGAZINE

Charles County has evolved as the new South Suburban Washington D.C. development corridor and the link between D.C. and Southern Maryland. As a result, county businesses, military contractors and communities are receiving new recognition. In the May 2006 issue of *Inc.*

Magazine, Charles County, Maryland was recognized as an "entrepreneurial hotbed," based on its strong entrepreneurial job growth in 2005. The County was in the top fifth of all 393 communities nationally reviewed and an impressive 16th on the list of Midsize Communities in the

150,000 population range.

According to *Inc.*, who spoke with EDD Director John Reardon for the article and about the final selection, the local concentration of scientists and engineers - as well as the county's proximity to Washington, DC - created

Continued p. 2

COUNTY ENTREPRENEURS RATED 16TH NATIONALLY BY INC. MAGAZINE FOR JOBS

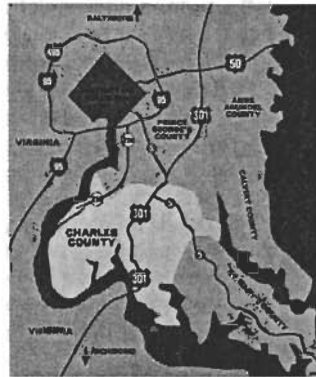
(continued from p. 1)

“...a hotbed for business and defense tech research; and administrative support firms for federal agencies, which has driven entrepreneurial, small company growth ties in

activities in the region.” The new ED department had just completed an area analysis which reflects an average of 700 net new jobs being created each year in the County with over 46% in the “primary employers” area.

Charles County is a post federal employee retirement area where many highly skilled professionals form new companies following careers in military, government, and business research; resulting in part for the trend recognized by *Inc. Magazine*. The growth of this base and many federal service companies is evident in the very low building vacancy rate realized

in the County and which is driving new construction and the three new business parks being planned.



Inc. Magazine rating is the first for Charles County Entrepreneurial base of operating companies

NATIONAL RECOGNITION FOR ENGINEERS & SCIENTISTS

NAVAL BASE MANDATE “CREATE NATIONAL ENERGETICS RESEARCH CENTER”



The Naval Surface Warfare Center at Indian Head, in Washington, DC's south suburban area and southern Maryland, has a long history in the nation's defense. Founded more than 100 years ago in 1890, the facility at Indian Head was the Navy's first established presence in Southern Maryland and began as a gun test facility on the Potomac River. Since then, operations at the base have evolved into numerous scientific and response-force missions with a core competency in energetics, and serving the Navy, Air Force, Army, and Marines.

From its 3,500-acre penin-

sula on the Potomac River in Charles County, this naval military support facility houses a number of integrated commands and over 700 mission-critical scientists and researchers. Several large tenant commands include the Indian Head Division Naval Surface Warfare Center, the Naval Explosive Ordnance Disposal Technology Division, the Naval Ordnance Safety and Security Office, the Naval Sea Logistics Center, the Marine Corps Chemical Biological Incident Response Force, and the Joint Interoperability Test Command.

These units — with their focus on biological response teams, IEDs and bunker buster smart bomb technologies — are key components of the Nation's front line military advantage.

In 2005, the Base Realignment and Closure (BRAC) Commission of the Department of Defense completed its study of all U.S. military bases and

made recommendations to Congress that Maryland and this base were to be the recipient of a number of substantial base relocations, expansions and modernization focus.

Stellar efforts by the NSWC contractors, scientists, researchers and military personnel producing the “best of the best products and research” gave congressional representatives, state delegates, county commissioners, businesses, the BRAC, and a dedicated group of community volunteers under the NSWC defense alliance, the ability to make a solid case for maintaining and expanding the military facility at Indian Head into a national center for energetics excellence.

The new post BRAC mandate to modernize this national Center for applied and advanced Energetics capability is now moving forward.

See related story on pg. 11

CHARLES COUNTY LEVERAGES UMD ENGINEERING EXCELLENCE



Charles County has embarked upon a strategic initiative to engage the core expertise of a number of world class universities in the County's economic and employer development efforts. The University of Maryland has had an ongoing relationship with the Naval Surface Warfare Center at Indian Head in Charles County, advancing energetics research as a world leader in this defense technology. Through the UMD/NSWC partnership, the University assists NSWC and its support contractors in maintaining the Nation's global position in defense. The partnership provides advanced research

from the UMD engineering department through the Center for Energetics Concepts Development (CECD) and advance degrees for base personnel in this very highly competitive global field. The UMD partners with the College of Southern Maryland on the delivery of technical training for base personnel through their county campus and undergraduate degree programs. The next step in the UMD/NSWC/CSM energetics relationship is the building of an applied research center in energetics in Charles County to test the UMD/CECD concepts developed at the UMD campus and

to create commercial applications for the military and private industry. This project is now underway and planned as an anchor tenant facility in the new S. Potomac Science and Tech Park being planned northeast of Indian Head off highway 210 in Bryans Road, with project timeline spread from 2006 - 2009.

(See related story page 4)



BUILDING ON UNIVERSITY & COLLEGE PARTNERSHIPS

BEST IN CLASS UNIVERSITIES INVITED TO EVALUATE PARTNERSHIPS

With the established relationship with UMD, the Economic Development Department has opened additional discussions with a number of universities to look at other development and advisory partnerships. In 2006, the County economic development department has been in dialogues with departments at



Johns Hopkins University and MIT, involving S & T developments along the 301 Busi-

ness Corridor and corporate/military cluster development within the County's employer base, as well as overall development.

These discussions are in early stages but are expected to position the County and its business properties for present and future growth.

JOHNS HOPKINS BUSINESS SCHOOL, REAL ESTATE DEPARTMENT ACCEPTS INVITATION



The Edward St. John Department of Real Estate at Johns Hopkins University offers a Masters of Science in Real Estate with a curriculum that includes market analysis, law, design, construction,

investment analysis, finance, and land use regulation. These focus areas are issues that Charles County's planning officials and developers address daily as Charles County responds to its growing position in Southern Maryland and the Washington, DC metropolitan areas.

At the invitation of the ED Director, Dr. Michael Anikeeff, Professor and Department Chair, and Dr. Isaac Megbo-

lugbe, Associate Professor came to Charles County to explore using the County as a case study for their graduate program and to collaborate on "Best Practices" for county projects related to open space, business and technology parks, affordable housing and military base redevelopment.

The preliminary meetings have gone well. Readers should watch for future articles and updates.

NEW 210 INDIAN HEAD/BRYANS RD SCIENCE AND TECHNOLOGY PARK TAKING SHAPE

Maryland's top technology and office park developer, Corporate Office Property Trust (COPT) of Columbia, Maryland



who owns eight business parks around the DC beltway; and Charles County's top construction/development firm, The Facchina Companies, known for its major commercial developments in La Plata, Annapolis, D.C. and Miami, have joined forces to create a new Energetics Science and Technology Park just outside the Town of Indian Head, as part of the new Bryans Road community sub area plan.

The new 200 acre tech park will house the proposed Energetics Technology Center,

a collaboration between the University of Maryland's Center for Energetics Concept Development, the Naval Surface Warfare Center and Charles County. This first generation science, office and technology park will be anchored by a 52 acre parcel provided to Charles County by the State of Maryland after the state's purchase of Chapman's



Landing, a newly designated 2200 acre wildlife and environmental study area.

The new wildlife area, the modernized Maryland Airport (now approved to move forward) and tech park are seen as key pieces in an overall highway 210 military, business and green development corridor strategy

for the area's long term success.

The Charles County Commissioners' goal is to build a viable mix of employment, housing, open space and military support assets that would create a world class energetics capacity at Indian Head and a viable Bryans Road sub-area community. County Commissioners, in planning the new employment center, sought developers that were the best in their industry group and — in the case of COPT — known for "Green Business Park" developments. Such developers incorporate into their parks and buildings, energy and environmentally sensitive designs. The new Park is being planned to come on line in 2008-2009.

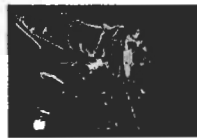


MILITARY & BUSINESS TECH CLUSTERS

SUPPORT TAKING SHAPE

NEW ENERGETICS APPLIED RESEARCH CENTER OPENS DEVELOPMENT OFFICE

The University Of Maryland School of Engineering and the Center for Energetics Concept Development (CECD) are now moving on the third component of a world class Energetics partnership: the newly planned applied energetics research center in Charles County. This ET Center is the key to advance the NSWC at Indian Head to a national world center in Energetics research for military and non-military applications.



The planned ET Center is seven years in the making and will bring an academic and military applied research initiative that will allow the advanced research at the UMD/CECD to be converted to real time products and services in a compressed

time line that the UMD/CECD center is not yet structured to undertake. This unique Applied Research Center will allow military defense and non-defense units to reduce time between identifying a defense need and responding to that need, which is critical to meeting

threats in today's environments. The new center will also provide similar services to other military branches, Homeland Security, and non-military customers.

In late 2006, an interim ETC transitional office will open for the planning and operational staff while the new S&T ETC home is under design and development outside Indian Head. The ETC senior staff

interviews are presently completed and through the efforts of Congressman Steny Hoyer, and Senator Barbara Mikulski, some \$3 million in federal Navy research and HUD planning support will be available for the Center.

Complimenting this support, the Charles County Commissioners have made the commitment to develop a new Science and Technology Park providing support infrastructure, land, and participation in a leveraged developer's joint partnership.



The new center and park are planned to come on line between 2008 and 2009. This project is a vital component in the plan for modernization and expansion of the Indian Head area to support the new post BRAC mandate.

ECONOMIC DEVELOPMENT

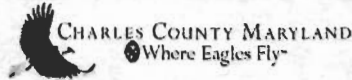
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CHARLES COUNTY COMMISSIONERS



COMMISSIONERS: Front left: Wayne Cooper (President) and Robert Fuller (District 4); Top row left: Edith Patterson (District 2), Al Smith (District 3), Candice Kelly (District 1)

COMMISSIONERS 15 PRIORITIES GUIDE NEW ECONOMIC DEVELOPMENT EFFORT

(Continued from pg 1)

University of Maryland's Center for Energetics Concepts Development (CECD), a key project needed to move forward on the development of the base at Indian Head as a modern Military Technology Campus. Other priorities addressed include tourism, agriculture and open space.

The underlying tone of the list of priorities was to create and expand primary employment; broadening the military, federal government, academic research and business employers' base inside the County. At the same time, the Commissioners were seeking to advance the County's competitive position in Maryland and the D.C. area for employer locations. Major highway construction projects were undertaken to resolve the building traffic issues resulting from the

county's continued growth.

These projects were complicated by a school district and student population that continued its advancement in national testing, facilities and engaging course work, energizing the learning environment. This year the district was also supported in its special efforts to continue to build on its teacher training, curriculum upgrades and excited students involved in new space and aeronautics math, science and technology programs that will continue to see Charles County students do well in future careers.

In 2005 and 2006, construction began on new employer office buildings and business parks. This will continue into the next several years. It is the County's goal to see more non-retail space under construction and occupied than new retail space. Presently the County has

12.5 million square feet of buildings with 7.5 million square feet of non-retail. However, in recent years more retail space has been under construction than tech, office and manufacturing space.

The non-retail space houses the County's primary employers base and core, higher end job opportunities. On average, 700 new jobs are created each year in the County, with 46% in non-retail employers. The County Commissioners are focused on moving the annual percentage to above 50%.

The new ED Department, business park creations, existing employer expansions and new employer recruitment programs are targeted to achieve this goal and expand employment for the County's skilled residential base.

Mission: The mission of Charles County Government is to provide our citizens the highest quality service possible in a timely, efficient, and courteous manner. To achieve this goal, our government must be operated in an open and accessible atmosphere, be based on comprehensive long- and short-term planning, and have an appropriate managerial organization tempered by fiscal responsibility. **Vision:** Charles County is a place where all people thrive, and businesses grow and prosper; where the preservation of our heritage and environment is paramount; where government services to its citizens are provided at the highest level of excellence; and where the quality of life is the best in the nation.