

Organization: Harford County Office of Community & Economic Development

Community Size: Large (More than 200,000)

Name of Program: Harford Business Innovation Center

Contributions to Best Practices: The Harford Business Innovation Center creates jobs through strategic partnerships and collaboration. It consolidates resources into one convenient location, providing cost-effective and accessible entrepreneurial support to the local business community.

Coordination of Partnerships: The Harford Business Innovation Center (HBIC) is a conglomeration of some of the Harford County Office of Community & Economic Development's (OCED) partner organizations that allows entrepreneurs one-stop-shop access to local, state, and federal resources for the purpose of technology transfer and commercialization. HBIC is a technology business incubator that provides tailored business support services and networking opportunities with Aberdeen Proving Ground (APG) and the entire Harford County business community. HBIC houses representatives from the Maryland Small Business Development Center (SBDC), the Maryland Defense Technology Commercialization Center (DefTech), the Maryland Procurement Technical Assistance Center (MD PTAC), the Network-Cross Functional Team for the U.S. Army Futures Command (N-CFT), the Technology Transfer Office from the U.S. Army Combat Capabilities Development Command (CCDC), and the Maryland Technology Development Corporation (TEDCO). HBIC's purpose is to accelerate the growth of local technology development companies, small defense contractors, and cyber/IT start-ups from incubation status to stand-alone companies and to assist them in navigating the technology transfer process. Services provided include help with business planning, networking opportunities, strategic collaboration, contract monitoring, proposal and bid assistance, and pre- and post-award audits. OCED's location along the Route 40 corridor less than two miles from APG allows for ease and accessibility outside the fence line for entrepreneurs or businesses to capitalize on technology transfer opportunities.

Leverage of Resources: As both co-located partner and leaseholder to the organizations housed at HBIC, OCED provides a variety of resources to ensure their success as well as convenient access for entrepreneurs to utilize their services. OCED provides office and meeting space of varying sizes for each HBIC organization that includes utilities, high-speed internet access, a training room with sophisticated technology, and conference capabilities. OCED has provided space for organizational events as well as marketing support and promotional materials for the events. OCED representatives also frequently attend events held by these organizations and have served as speakers and partner representatives.

Innovation and Creativity: The Harford Business Innovation Center embodies its namesake call to action by promoting innovative thinking and harnessing entrepreneurial creativity through partnerships and mentoring. OCED's partners housed at HBIC specialize in business development and offer resources and assistance for entrepreneurs or companies beginning at

the business concept stage and continuing through commercialization. For example, MD PTAC assists small businesses in preparing for and engaging in procurement with government agencies and offers counseling, training, and outreach programs through each step in the process. DefTech leverages intellectual property developed at Aberdeen Proving Ground and combines it with the region's workforce and innovation infrastructure to promote and enable its commercialization, and can also connect entrepreneurs to a patent database to search for technology development opportunities. HBIC provides a wide range of local, state, and federal resources under one roof with the overarching goal of finding and enabling technology transfer opportunities for businesses of all sizes.

Jobs (before): 0

Jobs (after): 0

Source of Fund (public investment): Harford County, Aberdeen Proving Ground Technology Transfer, the Office of Economic Adjustment, University of Maryland, Maryland Department of Commerce, the Army Network-Cross Functional Team

Source of Funds (private investment): n/a

Leverage of Resources (initial investment): 175536

Leverage of Resources (total investment): 351072

Expansion of tax base (before): 0

Expansion of tax base (after): 0

ROI: Diversification of economy and leverage of technology from Aberdeen Proving Ground

Budget and Source of Funding: 175,536 - average annual investment

Harford County, Aberdeen Proving Ground Technology Transfer, the Office of Economic Adjustment, University of Maryland, Maryland Department of Commerce, the Army Network-Cross Functional Team

Impact on Employment: creation of new companies

Expansion of Impact on Tax Base: creation of new companies

Diversification of Economy: The Harford Business Innovation Center serves the Harford County business community by assembling resources that specialize in targeted business support in order to take advantage of technology transfer opportunities. HBIC organizations utilize the intellectual property and innovation found on Aberdeen Proving Ground and merge it with local

entrepreneurs or businesses to stimulate new economic growth and development. HBIC serves as the conduit for both the county business community and APG to harness the creativity and state-of-the-art research and development already present in Harford County and work together to find mutually beneficial and profitable avenues for both the defense and commercial sectors.

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