Dear Rockville Stakeholders,

REDI continues to bring value to Rockville, assisting and accelerating our business community. This year we showcased Rockville’s thriving industry segments, including biohealth and life sciences, cybersecurity, and technology, through signature events and collaborations. Our incentive programs remain successful in assisting new and expanding companies in Rockville. Our two established programs, the Rockville MOVE Program (for new companies) and the Business Expansion Fund (for existing companies), assisted five companies occupying a total of more than 21,000 square feet and representing nearly 300 full-time jobs. We also launched two new incentive programs this year—the Retail Façade Improvement Grant and the Rockville Small Business Impact Fund. Both funds were designed to boost the economic impact and vitality of local businesses and demonstrate our collective desire to strengthen business development in Rockville.

After an extensive nationwide search, we welcomed Cindy Stewart as REDI’s new Executive Director. Cindy’s proven experience brings fresh energy and ideas to accomplish our mission and we are excited about her contributions to help REDI and the City of Rockville grow and thrive.

Our City’s national recognitions reinforce business, employment, and quality of life. Once again, the City led Maryland municipalities with an average unemployment rate of 3.3%, well below the average municipal unemployment rate of 4.2%.

Rockville remains a vibrant business community where education and diversity are valued and business leaders’ voices are heard. With the recent Amazon headquarters announcement and other regional growth, REDI remains poised to serve businesses that want to launch, locate, and expand in Rockville. We celebrate our 2018 accomplishments and look forward to even greater achievements in 2019!

Sincerely,

Paul Newman, REDI CHAIRMAN

VERDI BOARD OF DIRECTORS

<table>
<thead>
<tr>
<th>Chairman</th>
<th>Susan Prince</th>
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<tr>
<td>Paul Newman</td>
<td>The Mitre Corporation at</td>
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<td></td>
<td>the National Cybersecurity</td>
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<td>Center of Excellence</td>
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<tr>
<td>Robert DiSpirito</td>
<td>City of Rockville</td>
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<tr>
<td>Ahmed R. Ali</td>
<td>Marji Graf</td>
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<tr>
<td>TISTA Science &amp; Technology Corporation</td>
<td>Rockville Chamber of Commerce</td>
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<tr>
<td>Becky Briggs</td>
<td>Jennifer Hester</td>
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<td>Our Gift Biz</td>
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<td>Lisa Cines</td>
<td>Dr. Kimberly Kelley</td>
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<td>Radius Worldwide</td>
<td>Montgomery College</td>
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<td>Dale Cyr</td>
<td>Bridget Donnell</td>
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<td>Inteleos</td>
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<td>Craig J. Kwiecinski</td>
<td>Maryland Department of Commerce</td>
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<td>José Ochoa</td>
<td>Bridget Mburu</td>
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<td>Altimmune</td>
<td>Senior Business Administrator</td>
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<td>Todd Pearson</td>
<td>Travel &amp; Events Manager</td>
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<td>B.F. Saul Company</td>
<td>Training &amp; Events Manager</td>
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<td>Nancy Regelin</td>
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<td>Maria Ryan McElhenney</td>
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2018 ANNUAL REPORT
REDI creates two new business incentive funds

- REDI launched its Retail Façade Improvement Grant to provide financial assistance to Rockville retailers. The matching grant is funded by Maryland Department of Housing and Community Development through its community legacy program. Local retailers can apply for a $5,000 grant to renovate, update, and/or rebrand their storefront exteriors, thereby making them more attractive and inviting to customers while showcasing the City of Rockville’s commercial strengths.

- The Rockville Small Business Impact Fund was created to promote economic development in Rockville’s metro-area performance districts. The fund targets new and existing small businesses in these districts, which continue to boost economic impact and strengthen business development in the downtown area. The pilot year focused on the Rockville Town Center area.

Rockville incentives assist five local companies

Five Rockville companies were awarded grant funds from the Rockville MOVE program and the Business Expansion Fund in 2018—A-Tech Systems, Avendra, EurekaFacts, Kalibri Labs, and OJC Consulting. Combined these companies constitute a total of 21,354 square feet of commercial class A and B office space leased and represent 298 full-time jobs.

Four companies receive ExportMD Grants

Four Rockville-based companies, CryptoniteNXT, Kolon TissueGene Inc., Rife International, and Speak Agent Inc., received ExportMD grants from the MD Department of Commerce to help finance the costs of international marketing efforts.

Tista wins $163M contract

TISTA Science and Technology Corporation was awarded a VA Financial Service Center Program Management Support Services contract totaling $163 million.

Selected business expansions & relocations

Ascantage Pharma raises $150 million

Ascantage Pharma, a global biopharmaceutical company with U.S. headquarters in Rockville, raised $150M in Series C funding to support its pipeline of novel small molecule therapies for cancers, build out facilities for research & development and manufacturing, and create additional jobs.

Launch Workplaces expands

Launch Workplaces finished its Rockville expansion of 11,500 square feet at its Seven Locks Road location. This location offers even more opportunities for individuals, startups, and small companies to grow.

Enterprise Rent-a-Car celebrates 10,000 locations

Enterprise Rent-a-Car opened its 10,000th location in Rockville. The new site occupies 2,500 square feet and marks the City’s eighth location of the company’s 172 locations in the DMV and surrounding areas.

Dawson’s market reopens

As the first recipient of the Rockville Small Business Impact Fund, Dawson’s Market reopened in Rockville Town Square.

2018 business accolades

Nine local companies made Inc’s 2018 list of fastest-growing private companies in America:

- BarnAllen Technologies
- Credible Behavioral Health Software
- Homesnap
- HORUS Technology Solutions
- MarketPro South
- Ripple Effect Communications
- Precise Software Solutions
- Tista Science and Technology
- Vigene Biosciences

2018 Rockville accolades

- #1 Best place to live in Maryland (Money, 2018)
- #1 Greenest city to live in Maryland (Insurify, 2018)
- #19 Best small cities for small businesses (Verizon Business, 2018)

- #3 State technology & science index (Milken Institute, 2018)
MAJOR ROCKVILLE EMPLOYERS

Adventist HealthCare
Shady Grove Medical Center

BAE SYSTEMS

BioReliance®

Choice Hotels®

Emmes

FINRA

IDT

Infosys

Public Services

KAISER PERMANENTE®

LOCKHEED MARTIN

MACRONEGENICS

Montgomery College

Otsuka

Synutra

U.S. NRC

USP

Westat®

QUALITY OF LIFE
Access to nationally-ranked public schools, a robust transit network, and abundant parkland

BIOHEALTH HUB
Home to 300+ lifesciences companies just minutes from FDA, NIH, and NIST

GET IN TOUCH WITH REDI
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Rockville, Maryland 20850
(301) 315-8096
Info@RockvilleREDI.org
www.RockvilleREDI.org

SUPPORT FROM REDI
Site Selection Assistance
Fast Track Development Coordination
Data and Demographic Research
Business Funding and Incentive Connections
Networking and Referral Resource
Workforce Development Liaison

QUICK FACTS

9,500 BUSINESSES
Significant industry clusters include cybersecurity, life sciences, and technology

TALENTED WORKFORCE
Triple the national rate for residents with advanced degrees

EXCELLENT QUALITY OF LIFE
Access to nationally-ranked public schools, a robust transit network, and abundant parkland

BIOHEALTH HUB
Home to 300+ lifesciences companies just minutes from FDA, NIH, and NIST
**REDI HIGHLIGHTED EVENTS**

**BUSINESS APPRECIATION WEEK (BAW)**
The ever-popular BAW event was held during April 2018. Representatives from REDI, REDI’s Board of Directors, Rockville City Council, Rockville Chamber of Commerce, and economic development partners from Montgomery County and the State of Maryland visited 45 companies. BAW continues to be a great opportunity to connect with businesses and share resources.

**2018 BIO INTERNATIONAL CONFERENCE**
In June, REDI exhibited in the Maryland Pavilion at the 2018 BIO International Conference held in Boston, MA. REDI staff interacted with more than 50 companies in the life sciences industry as part of an effort to highlight Rockville’s assets as a great business location for biotech companies.

**REDI SPONSORS MAST CONFERENCE**
REDI proudly sponsored the ISPE Mid-Atlantic Science & Technology Showcase held in May. This annual event strengthens industry relationships by connecting biotech professionals from across the region with resource partners.

**CYBERSECURITY EVENT**
REDI and Montgomery County Economic Development Corporation (MCEDC) hosted a cybersecurity event in March. Representatives from Network Alarm Corporation, VariQ, and Cohn Reznick comprised the panel, which discussed how to protect company systems and best practices to ensure a secure business network.

**REDI HOSTS CHINESE DELEGATION**
REDI co-hosted a delegation from Shanghai, China, at the Rockville Innovation Center. Discussions centered on several of Rockville’s industry segments—biohealth, lifesciences, and cybersecurity.

**WHY ROCKVILLE? CAMPAIGN EVENT**
Formerly a print ad campaign known as “Rockville Works for Me,” REDI re-branded it into the more versatile “Why Rockville?” video campaign sponsored by Capital Bank. A kick-off networking event was held in November at Cambria Suites and convened more than 20 Rockville companies that filmed short videos promoting Rockville as a premier business location.

**BY THE NUMBERS**

<table>
<thead>
<tr>
<th>Category</th>
<th>2018</th>
<th>2017</th>
<th>Growth</th>
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<tr>
<td>Clients Served</td>
<td>1,768</td>
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<td>44%</td>
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<tr>
<td>Business Starts</td>
<td>62</td>
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<td>19%</td>
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<tr>
<td>Jobs Created/Retained</td>
<td>719</td>
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<td>475%</td>
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<tr>
<td>Increase in Sales</td>
<td>$3.8m</td>
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<td>81%</td>
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<tr>
<td>Capital Infusion</td>
<td>$2.7m</td>
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<td>230%</td>
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<tr>
<td>Women-owned Businesses</td>
<td>251</td>
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<td>83%</td>
</tr>
</tbody>
</table>

*Note: All figures represent growth over the previous year.*

2018 ANNUAL REPORT
**MWBC HIGHLIGHTED EVENTS**

**MWBC ANNUAL AWARDS LUNCHEON CELEBRATES WOMEN ENTREPRENEURS**

Some of the state’s top business leaders and elected officials attended MWBC’s third annual awards luncheon in October. Women entrepreneurs who have persevered to achieve success were celebrated in the following categories: **Woman Entrepreneur of the Year, Minority Woman Business of the Year, Woman Exporter of the Year, and Woman Innovator of the Year**. Awards were also given for local business partners recognizing the **MWBC Volunteer of the Year** and **MWBC Corporate Partner of the Year**. The 2018 StartRight! Grand Prize Winner was also announced. A $5,000 check was presented to Teri Olivier of **Celebrate! Work from Home, LLC**.

This year’s keynote speaker was Mali Phonpadith, founder of The SOAR Network and best-selling author. Her inspirational remarks motivated attendees to dream big and continually strive for greatness.

**OTHER NOTABLE MWBC EVENTS**

- Participated in the SME Ecosystems and Entrepreneurship Panel for the International Leadership Program hosted by the U.S. Department of State.
- Hosted its inaugural Maryland Women’s Business Day at the Lowe House Office Building in Annapolis. The March event celebrated Maryland’s female leaders and recognized State Delegate Ariana Kelly for her efforts to support Maryland’s women entrepreneurs.
- Kiesha Haughton, MWBC Managing Director, presented at the 2018 Association of Women’s Business Centers (AWBC) Conference.
- Martha Jiminez, Business Counselor, appeared on Radio America (AM 1540), a local Spanish-broadcast station, to discuss MWBC and its resources for minority women entrepreneurs.

**ROCKVILLE ECONOMIC DEVELOPMENT, INC.**

**MARYLAND WOMEN’S BUSINESS CENTER**

For more information, contact us:

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Rockville, Maryland 20850
(301) 315-8096 - REDI
(301) 315-8091 - MWBC

www.RockvilleREDI.org
www.MarylandWBC.org

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- company/Rockville-REDI
- @MarylandWBC
- @MarylandWBC
- company/MarylandWBC

**MWBC Locations**

**Frederick County**
118 N. Market Street
3rd Floor
Frederick, MD 21701

**Montgomery County**
51 Monroe Street
Plaza East-20
Rockville, MD 20850

**Prince George’s County**
Bowie Business Innovation Center
14000 Jericho Park Road
Bowie, MD 20715