



The Office of Economic Development

City of Havre de Grace

Year End Highlights 2010

Economic Development Vision Statement

Havre de Grace will attract and retain quality companies by providing a business environment that includes incentive programs, favorable property tax rates and a clean, safe environment for businesses to succeed. This environment will attract a quality workforce and create a synergy among local businesses. The City will become a voice of advocacy for the City's business community through building strong relationships with local business organizations, property owners, individual businesses, Harford County and the State of Maryland. Open communication between City and businesses will enable the City to implement and administer programs that meet local business needs. Investment in business raises revenue from property taxes and creates jobs that facilitate growth resulting in an increased tax base.

Grants Dollars Spent

\$298,517

In 2010, the Office of Economic Development administered a total of \$298,571 in grant dollars. All grant funding was awarded from the State Department of Housing and Community Development and secured through the Office of Economic Development.

Executing the funded projects that receive grant support is truly a team effort. The Office of Economic Development works closely with the Department of Public Work as well as the Havre de Grace Main Street organization to successfully complete streetscape projects and façade improvement projects.

1. Streetscape Improvements

The City utilized *\$166,000 of state grant funding* which leveraged over \$260,000 of City contribution for three streetscape projects completed in 2010.

Havre de Grace Department of Public Works did a fantastic job of managing the streetscape improvements which took place on Pennington

Avenue, Franklin Street, and the intersection of Green Street, Washington Street, and St. John Street.

Franklin Street received new curbs, sidewalks and the signature brick sidewalk seen throughout the Main Street District. Additionally, the streetscape was upgraded with much needed street lighting and new trees.

The 300 and 400 blocks of **Pennington Avenue** also received new signature brick sidewalks, street lighting and trees.

Pedestrian Crosswalks at Washington, Market and Green Street were completed as part of improving the look of the intersection as well as improving pedestrian safety.



Pedestrian crosswalk and City seal

2. Façade Improvement Program *Havre De Grace Main Street*

The façade improvement program has proved its success in 2010. The goal of the program is to use state funding to spark private investment in our Main Street District. *State grant funding totaling \$77,517* leveraged more than \$145,000 of private investment in 2010. Main Street accomplished this by offering a grant/loan program to help incentivize and finance improvements.

The City Office of Economic Development and Main Street work in conjunction to run this successful program. Positive outcomes of the program have been job creation, increased property values, and the encouragement for neighboring property owners to make similar façade enhancements.

3. Economic Revitalization Plan

A consultant was hired in 2010 to complete a study which will serve as the roadmap to funding and implementation of top priority projects for City Economic Development. The consultant was fully funded with *\$55,000 of grant funding from the State of Maryland*. Included in the long list of deliverables that the City has requested, there will be a parking study, retail market analysis, and redevelopment plan for specific properties along Route 40 and in the Main Street District. The study will be completed in Spring 2011.

Grant Dollars Awarded \$150,000

Havre de Grace pursues both State and federal grant assistance to help complete capital projects, fund studies, and other projects that improve the quality of life within our City.

In November 2010, the City of Havre de Grace received notification from Governor Martin O'Malley that our grant proposal was awarded in the amount of **\$150,000**. The money will be used for the following projects:

1. 400 Block of St. John Street Streetscape Improvements (\$100,000)

Streetscape improvements will include the installation of street trees, lighting, replacement of sidewalks, and installation of signature brick. To the extent financially possible, the City will also make aesthetic improvements to the Water Treatment Plant façade facing St. John Street.

2. Façade Improvement Program (\$50,000)

The Façade funding will continue to make funding available to property owners and businesses within the Havre de Grace Main Street District.

3. Architect on Call Program

The Office of Economic Development was awarded free architectural services from David Gleason Associates for two properties located in the Main Street district. The City received approximately \$4,000 of architectural services at no charge. Services provided were conceptual drawing of 500 North Union Avenue (Legion Square) and the Water Treatment Plant located on the 400 block of St. John Street. The program is offered through the Maryland Downtown Development Association.

Marketing

The Office of Economic Development markets Havre de Grace as a great place to locate or relocate a business. This is accomplished through, print advertisements, websites, networking with commercial real estate brokers, and attending specified trade shows.

1. Funded Print Ads:

ARRIVE Magazine
 Havre de Grace Magazine
 Daily Record
 Harford County Style Magazine
 2011 Havre de Grace Chamber Guide

2. Web Presence:

Contact information for the Havre de Grace Office of Economic Development as well as listings for larger industrial or commercial spaces are highlighted on www.tradeandindustry.com the leading site selection webpage.



3. Trade & Conference Vendor Space: C4ISR Symposium

As an exhibitor, the City of Havre de Grace was able to reach over 120 private and public entities involved in the movement of C4ISR capabilities to Aberdeen Proving Ground (APG).

Previously held in Atlantic City NJ, 2010 was the first year the symposium was held in Maryland which reflected the movement of C4ISR from Ft. Monmouth to APG.

This was an excellent opportunity to showcase Havre de Grace as a great place to Live, Work, Stay, and Play.

Showcase for the August 2010 C4ISR

<p><i>Live</i></p> <ul style="list-style-type: none"> • Victorian Charm • Waterfront Living • Access to Magnet School Programs and Quality Higher Education • Strong Community Involvement 	<p><i>Work</i></p> <ul style="list-style-type: none"> • Easy Access to APG, Within 5 miles • I-95 Corridor & Central Proximity to Baltimore and Philadelphia • New Business Incentives through Economic Development 	<p><i>Stay</i></p> <ul style="list-style-type: none"> • Bed & Breakfast • Accommodates Corporate Meetings • Ideal Location for Weddings & Corporate Events • Extended Stay 	<p><i>Play</i></p> <ul style="list-style-type: none"> • Restaurants, Events, Festivals and the Arts • Hiking, Biking & Kayaking • Boating, Water Sports, and Golf • Premier Golf • Heritage Museums
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Business Appreciation Week/Economic Development Awards

Havre de Grace Chamber of Commerce: 2010 Economic Development Awards

For the seventh consecutive year, the Havre de Grace Chamber of Commerce and the Havre de Grace Office of Economic Development held the Havre de Grace Economic Development Awards.

The award categories recognize outstanding business and organizations within our community. The power of one enterprising business has benefits beyond their own success. One business or a single organization can reach thousand of citizens, create jobs in Havre de Grace, bring in new customers who will support other Havre de Grace business, or even revitalize an entire City block.

2010 Economic Development Award Winners

Community Involvement
Havre de Grace Branch of the Harford County Library
Regional Awareness Award
The Havre de Grace Seafood Festival
Best Rehabilitation Project
The Sawyer Rehabilitation Project
Business if the Year
WXCY
Honorable Mention
Goll's Bakery was honored for 80 years of business in downtown Havre de Grace

Business Appreciation Week- Harford County

Three Havre de Grace businesses were honored during Harford County Business Appreciation Week for their outstanding contribution to the Havre de Grace Business community.

EFC Systems was honored for their significant investment in their new facility located in the Havre de Grace Industrial Park.

Laurrapin Grill was honored for their environmental awareness initiatives including, recycling, buying local, utilization of grey water and other sustainable practices.

Super 8 Hotel was honored for both exterior and interior renovations to improve the appearance and quality of their facility.

Advocate in Annapolis

For the second consecutive year, Meghan Simmons, Havre de Grace Manager of Economic Development was requested to testify in Annapolis on behalf of local governments and downtowns in favor of funding programs which help business development in small communities.

The state Department of Housing and Community Development(DHCD) asks the City of Havre de Grace to testify based on our credibility in successfully receiving and administering grant funded projects.

The City testified in favor of fully funding the Community Legacy Grant Program as proposed in Governor O'Malley's FY2011budget, as well as in support of passing the ***Sustainable Communities Act 2010***.

Economic Development Advisory Board

The Economic Development Advisory Board (EDAB) represents the Havre de Grace business community and provides a critical voice in making sure the business perspective is considered when developing legislation within the City, County, or State.

In 2010 EDAB weighed in heavily on revision of the Residential Business (RB) zoning. Additionally, EDAB publically supports projects that will have positive results for the Havre de Grace Business community including the Lower Susquehanna Heritage Greenway (LSHG) gateway project.

Awards and Recognitions

MEDA Revitalization Award

The Maryland Economic Development Association (MEDA) presented their judges award to the "The



Sawyer Revitalization Project at 142 North Washington Street". The MEDA Awards recognize members' efforts to attract and

support businesses, redevelop business districts, market communities, and promote workforce development and tourism.

This Havre de Grace project was recognized along with other great projects in the State, some of which were multi-million dollar redevelopment projects. This brought great honor and recognition to Havre de Grace Main Street, the City of Havre de Grace, Mrs. Sawyer and her family, as well as the owners of the Vineyard Wine Bar.

Daily Record honored Meghan Simmons, Havre de Grace Manager of Economic Development for the City of Havre de Grace as a Very Important Professional (VIP) Successful by 40 winner. The Daily Record honored 50 professionals under the age of 40 from the Baltimore Metro area who have established themselves professionally in their area of expertise.