Greetings,

The business of green is big business these days. From the federal government to local towns, going green seems to be at the top of everyone's list. It can be a minimal effort or a herculean accomplishment. Harford County is no exception. The foundation has been built over several years, and the County continues to expand and innovate valuable programs.

In this issue, you'll learn about some successful green companies, get some easy green ideas and gain access to green resources that can help your business be energy-efficient and cost-efficient.

To learn more about the resources mentioned in this newsletter or to become involved in EDAB activities, please visit the Harford County Office of Economic Development website at www.harfordbusiness.org/.

Sincerely,

Eric McLauchlin
Chairman, EDAB

BUSINESS SPOTLIGHT - BEING GREEN:

FRITO-LAY

At its Aberdeen warehouse facility, Frito-Lay has made sustainability a top priority. This food manufacturer has a 20-member Green Team and a 15-member Pollution Prevention team. The Green Team oversees the company's strict environmental guidelines and the Pollution Prevention Team maintains the Zero Landfill initiative, which has resulted in 16 percent reduced landfill waste. Frito-Lay has also set a goal of reducing its natural gas usage by 10 percent, electricity usage by 10 percent, and water usage by 15 percent.

The company has adopted a highway route in Aberdeen, which employees clean up quarterly. Frito-Lay employees visit schools regularly to educate students on environmental compliance, and they participate in the Earth Day event at Aberdeen's Festival Park. In 2008, Frito-Lay recycled product waste, paper, cardboard, metal, aluminum cans, pallets, packaging waste, bulk bags, and plastic containers. After paying all waste bills, $130,551 was generated and put back into the recycling program.

THE BUSINESS OF GREEN

September 2010 marks the advent of several County programs designed to support the business of green. They include the County's A/Together Now! Single Stream Recycling beginning September 12, and Business Appreciation Week, September 20-24, when th County Executive and the Office of Economic Development will recognize Harford County's most sustainable businesses.

These initiatives are just a few examples of how businesses and residents can go green and see the results both financially and physically. Th recycling program allows all recyclables in the same container, resulting in an estimate savings of over $400,000 per year to th County's operating budget, as well as increase convenience to participants. The soon-to-be released Harford County Green Business Network (HCGBN) will both recognize and challenge businesses to implement sustainability. culminating event on September 23 at COPT (Corporate Office Properties Trust) LEE (Leadership in Energy and Environmental Design building in North Gate Business Park will showcase green design and spotlight participating HCGBN businesses.

From the White House to local government nationwide, green jobs and businesses continue to be top-of-mind. A recent report from th Maryland Green Jobs and Industry Task Force cited that jobs in the U.S. green economy grew nearly two and a half times faster than overall jobs between 1998 and 2007, according to th Pew Charitable Trusts. During this time, green jobs grew by 9.1 percent, while total jobs grew by only 3.7 percent. In Maryland, the Governor has set a goal of creating, retaining or placin 100,000 green jobs in the State by 2015.

Harford County businesses have green resource available from both the state and th County. The Maryland Green Building Task Force and the Northern Chesapeake branch of th USGBC (United States Green Building Council) promote green initiatives and incentives. Loca organizations including Frito Lay, Frederick War Associates, Independent Can Company an Harford County Public Schools have earned place in the Maryland Green Registry tha recognizes greening efforts. The Harford Count Government was the first entire local government entity on the Registry.

These groups make "green" a priority. Simpl modifications like switching to reusable cups an dishwasher save money and energy. Wate
ALCORE CORPORATION

Alcore Corporation, a manufacturer of lightweight structural core materials for the aerospace, marine, construction, rail and industrial markets, shows its commitment to sustainability at its Edgewood location. Part of the M. C. Gill Corporation Group of companies, Alcore has separate locations for metallic and non-metallic honeycomb operations in Edgewood and employs about 200 people. The company's Lean Manufacturing principles provide efficient work flow to reduce lead times, improve quality, and eliminate waste.

Alcore's Environmental Team has designed educational materials on recycling and participated in local green initiatives. Alcore eliminated dumpsters, resulting in a 48.07 ton landfill reduction in the first quarter of 2009. Recycling aluminum, plastic, wood, and steel resulted in a cost avoidance of $1,978 in first quarter 2009. Alcore's hazardous waste/toxic use vendors are required to recycle their drums and totes.

BUSINESS APPRECIATION WEEK

Representatives from the County Executive’s office and the Office of Economic Development will visit businesses throughout the County the week of September 20-24. As part of their visits, they’ll recognize some businesses for their green efforts. Here’s where you can spot them:

- **Monday** Aberdeen
- **Wednesday** Bel Air and North Harford
- **Thursday** Chesapeake Science and Security Corridor, Green Design at COPT
- **Friday** Tourism Breakfast at Bulle Rock, Havre de Grace

COMING SOON . . .

THE HARFORD COUNTY GREEN BUSINESS NETWORK (HCGBN)

GREEN JOBS

A third quarter 2009 study by the Department of Labor, Licensing, and Regulation (DLLR) estimates that Maryland is currently home to 75,000 green jobs, concentrated in the following sectors:

<table>
<thead>
<tr>
<th>Industry Sector</th>
<th>Percent of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prof. &amp; Technical Services</td>
<td>23%</td>
</tr>
<tr>
<td>Construction</td>
<td>19%</td>
</tr>
<tr>
<td>Admin. &amp; Waste Services</td>
<td>15%</td>
</tr>
<tr>
<td>Wholesale &amp; Retail Trade</td>
<td>15%</td>
</tr>
<tr>
<td>State &amp; Local Government</td>
<td>6%</td>
</tr>
<tr>
<td>Educational &amp; Health Services</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>17%</td>
</tr>
</tbody>
</table>

FOR MORE INFORMATION, VISIT THE MARYLAND GREEN REGISTRY WEBSITE AT:

http://www.mde.state.md.us/MarylandGreen/

FAST GREEN FACTS

- Businesses can go green with incentives from the state of Maryland, including the Clean Energy Incentive Tax Credit, Green Building Tax Credit, Solar Energy Grant Program and Wind Anemometer Loans. For details, visit www.harfordbusiness.org/index.cfm?ID=88
- Harford County was accepted to the Maryland Green Registry in April 2010 – the first entire county government on the registry.
- More than a dozen Harford County organizations are members of the Maryland Green Registry, including Harford County Public Schools, U.S Army Garrison and corporations of all sizes.
- Harford County is a member of ICLEI – International Council for Local Environmental Initiatives – Local Governments for Sustainability.
- Total funding for the Solar and Geothermal Tax Credit increased from $150,000 to $250,000 beginning July
BUSINESS SPOTLIGHT

From the federal government to local towns, going green is an important commitment for sustainability. Companies, institutions, and individuals are influenced by this movement and are making changes to their processes and practices accordingly. Here are just a few examples:

FRITO LAY

At its Aberdeen warehouse facility, Frito Lay has made significant strides in sustainability. The company has adopted a highway route in Aberdeen, which has resulted in a 16 percent reduced landfill initiative. They have also set a goal of creating, retaining or placing 20,000 green jobs between 1998 and 2007, according to the Maryland Green Jobs and Industry Task Force. This goal is part of a larger campaign supported by the Maryland Green Jobs and Industry Task Force, which is focused on creating, retaining or placing 85,000 green jobs in Maryland by 2015.

ALCORE INC.

Alcore has separate locations for metallic and non-metallic recycling. The company has adopted a highway route in Aberdeen, which has resulted in a 16 percent reduced landfill initiative. They have also set a goal of creating, retaining or placing 20,000 green jobs between 1998 and 2007, according to the Maryland Green Jobs and Industry Task Force. This goal is part of a larger campaign supported by the Maryland Green Jobs and Industry Task Force, which is focused on creating, retaining or placing 85,000 green jobs in Maryland by 2015.

Lay recycled product waste, paper, cardboard, metal, aluminum cans, pallets, packaging waste, bulk bags, and plastic containers. After paying all waste bills, the company can save money and energy. Water usage is reduced by 10 percent and paper usage is reduced by 10 percent.

The company has adopted a highway route in Aberdeen, which has resulted in a 16 percent reduced landfill initiative. They have also set a goal of creating, retaining or placing 20,000 green jobs between 1998 and 2007, according to the Maryland Green Jobs and Industry Task Force. This goal is part of a larger campaign supported by the Maryland Green Jobs and Industry Task Force, which is focused on creating, retaining or placing 85,000 green jobs in Maryland by 2015.

POLLUTION PREVENTION TEAM

The Pollution Prevention Team maintains the Zero Landfill initiative, which has resulted in 16 percent reduced landfill. They have also set a goal of creating, retaining or placing 20,000 green jobs between 1998 and 2007, according to the Maryland Green Jobs and Industry Task Force. This goal is part of a larger campaign supported by the Maryland Green Jobs and Industry Task Force, which is focused on creating, retaining or placing 85,000 green jobs in Maryland by 2015.

GREEN TEAM

The Green Team oversees the Pollution Prevention Team. They have also set a goal of creating, retaining or placing 20,000 green jobs between 1998 and 2007, according to the Maryland Green Jobs and Industry Task Force. This goal is part of a larger campaign supported by the Maryland Green Jobs and Industry Task Force, which is focused on creating, retaining or placing 85,000 green jobs in Maryland by 2015.

SUSTAINABILITY PROGRAMS

Besides companies, government organizations are also embracing sustainability programs. Harford County, for example, has a Green Business Network (HCGBN). The network promotes sustainability by offering resources, networking opportunities, and educational programs. The Maryland Green Register, a program that recognizes sustainability efforts, includes many Harford County organizations, such as Frito Lay and Frederick War.

Sources: Harford County Office of Economic Development; Harford County Government; MD Green Jobs and Industry Task Force Report

The Economic Development Advisory Board consists of a number of subcommittees - including technology, workforce development, finance, tourism and land use - dedicated to the positive growth and economic development of Harford County.