Greetings,

Two years after the worst recession in generations, the U.S. economy is seeing signs of a recovery. Our economy is strengthening and businesses are locating and hiring in Harford County. We welcome the growth.

Believe it or not, a recession can be a good time to launch a successful new business. History has shown companies founded during economic recessions have gone on to become some of the biggest brand names today. General Electric, Hewlett-Packard, Revlon Cosmetics and Hyatt Group all started during tough economic times.

Harford County's Office of Economic Development has worked with over 130 new and expanding businesses over the past three years. This is a sign that our county has remained successful in a tough economy. This month we will look at some of the companies that are prospering amidst a tough business climate.

To learn more about the resources and assistance provided by the Harford County Office of Economic Development, please visit their website at www.harfordbusiness.org.

Sincerely,

Eric E. McLauchlin
Chairman, EDAB

BUSINESS SPOTLIGHT

Motile Robotics Inc. Headquarters in Joppa

Kenneth Dawson, President of Motile Robotics, Inc. (MRI), started the corporation in 2007 with a vision to advance technology within the realm of robotic science.

MRI is a small, for-profit, research and development firm that provides support to government institutions and programs, academic universities and commercial enterprises. MRI offers expertise in the areas of robotic design, materials science, machine learning, perception, controls and mechanical design.

MRI's research currently includes small-scale combustion and hybrid population systems, microscale biomimetic platform design, nano-scale multifunctional material design, and intelligent, cognitive-based software design. Motile Robotics' goal is to extensively further bio-inspired, micro-scale robotics systems with near-autonomous ground and air mobility, through analytical research, focused creativity and deductive reasoning.

Motile Robotics' success can be credited to its talented staff of degreed and advanced degreed professionals that help foster...
productivity within the organization and sustain a competitive advantage within the industry. The Harford County Office of Economic Development is proud to have provided small business support that has helped Motile Robotics prosper in this economy.

http://www.motilerobotics.com

SciTech Services

SciTech Services, established in 1991, is an engineering, environmental and technical services company. The SciTech corporate experience is built on and around Department of Defense (DoD) chemical and biological (CBD) defense programs.

Headquartered in Havre de Grace, Maryland, SciTech employs over 80 professional and technical staff specializing in data acquisition, information technology (IT), systems applications, chemical and biological defense (CBD), research and technology, chemical munitions research, chemical agent analytical processes, demilitarization, training, energetic and testing. SciTech has won repeat task order contracts from DoD agencies.

Ramesh Srivastava, Chairman, and Jim Warrington, CEO & President of SciTech, moved their Edgewood location in 2010 at the height of the recession. Taking advantage of real estate opportunities, the company bought the former Harford Duracool plant at 2129 Pulaski Highway for $1.2 Million. The company plans to use about twenty-five percent of the available 60,000 square feet and lease the rest to additional companies doing business with APG. The company will spend an estimated $5 Million in renovations, effectively turning the vacated building into a hub for defense contractors.

SciTech and its leaders contribute their success to being a small size company, which gives them the ability to be flexible during difficult economic times. Being a professional services company, SciTech broadened its base by diversifying their services, adding Navy acquisition training. SciTech also attributes its success to its talented and visionary staff.

SciTech has a policy to team with small and large businesses in order to provide the best complement of capabilities for responding to the client's needs and requirements. Learn more about SciTech at http://www.scitechinc.com.

Pairings Bistro of Bel Air

On April 15, 2011, Maryland State Comptroller Peter Franchot recognized Pairings Bistro of Bel Air by awarding the restaurant with a Better with Less Award. In bestowing the award, the Comptroller commended Pairings owner, John Kohler, for his ability to succeed and persevere through the toughest of economic times. Businesses in each county in Maryland are being recognized by Comptroller Franchot. Pairings Bistro was nominated by Cathy Werner of the Maryland Association of Realtors.

John Kohler attributes his success to controlling costs, wearing many hats and getting to know his customers' needs. Mr. Kohler opened his new restaurant in March of 2009 at a time when other established businesses were adjusting to a down economy, cutting back and laying off employees. Mr. Kohler stated that having to adjust and budget from the very beginning has helped him succeed. A recent Pairings Bistro special event was held at Rockfield Manor for Valentine's Day. This large event was a prix fixe five course dinner with wine.

http://www.pairingsbistro.com/

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.