



IMPACT 2025 REPORT

ANNE ARUNDEL
ECONOMIC DEVELOPMENT CORPORATION

2660 RIVA ROAD, SUITE 200, ANNAPOLIS, MD 21401 | AAEDC.ORG | 410.222.7410



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Anne Arundel County has a diverse
\$64.3 Billion economy, the third
largest in Maryland, with over
67,400 businesses calling it home.



LETTER FROM OUR CEO

Dear Colleagues, Partners, and Friends,

As we reflect on 2025, we are proud of the momentum and meaningful impact our team achieved in support of businesses and communities across the county. One effort we are especially proud of is the Key Bridge Small Business Grant Program, through which AAEDC distributed \$995,000 in direct relief to 24 Anne Arundel County businesses, helping them stabilize operations and move forward after a crisis.

AAEDC also reached a major milestone with the completion of our first-ever Strategic Plan, developed over several months with input from nearly 70 community stakeholders. This plan provides a clear, data-informed roadmap to guide our work over the next five years. Our Inclusive Ventures Program (IVP) continued to thrive as well, and due to strong demand, we proudly hosted a second Spanish-language cohort, expanding access for more entrepreneurs.

2025 was also a transformative year for revitalization at the Glen Burnie Town Center. In partnership with the Better Block Foundation, we unveiled the Glen Burnie Better Plaza, introducing a community-driven public space shaped by months of resident engagement

We also hosted the Glen Burnie Farmers Market, welcoming 51 vendors and 18 food trucks across 12 markets, supported by initiatives like Market Bucks and live music that drove consistent attendance and local spending. These efforts were complemented by a new public art mural at Rotary Park by Annapolis native Comacell "Cell Spitfire" Brown Jr., creating a vibrant visual landmark for the community.

Beyond placemaking, we advanced long-term redevelopment by selecting Sawmill Partners, LLC to lead the future Villages at Sawmill Creek at 7409 Baltimore Annapolis Boulevard, a transit-oriented project designed to catalyze sustained investment in the Glen Burnie corridor.

These accomplishments represent just a few examples of the impact our team delivered over the past year. As you explore the full 2025 Impact Report, we hope you share our pride in the work reflected throughout these pages and the positive outcomes it has created for Anne Arundel County's businesses and communities.

Thank you for your continued partnership and support.

Warm Regards,,

Amy Gowan

President & CEO

**ANNE ARUNDEL ECONOMIC
DEVELOPMENT CORPORATION**





IMPACT 2025 REPORT

EXECUTIVE SUMMARY



ANNE ARUNDEL

ECONOMIC DEVELOPMENT CORPORATION

The Anne Arundel Economic Development Corporation (AAEDC), founded in 1993, has spent over 30 years driving economic growth in Anne Arundel County. As a key resource for the business community, AAEDC attracts new companies, supports existing ones, and promotes long-term economic vitality.

While programs have evolved, AAEDC's work has consistently centered on core economic development practices; business retention, expansion, and attraction (BREA), along with small business lending and support.

As one of the premier economic development corporations in the state, AAEDC has had recognized success in:

- Providing hands-on assistance to businesses of all sizes and sectors, including through the Inclusive Ventures Program
- Providing financing assistance to local businesses in the form of grants and loans via the VOLT Fund and Next Stage Tech Fund
- Enhancing commercial districts and corridor infrastructure through initiatives like the ACR Fund and the revitalization efforts at the Glen Burnie Town Center





AAEDC TEAM



**PRESIDENT
& CEO**

Amy Gowan



**CHIEF OPERATING
OFFICER**

Wes MacQuilliam



**DIRECTOR OF RESEARCH &
PROGRAM DEVELOPMENT**

Jonathan Boniface



**VICE PRESIDENT,
ADMINISTRATION**

Lisa Grunder



**CHIEF OF
STAFF**

Christina Holliday



**VICE PRESIDENT,
FINANCIAL SERVICES**

Steve Primosch



**VP MARKETING &
COMMUNICATIONS**

Victoria Zelefsky



**BUSINESS
DEVELOPMENT
DIRECTOR**

Jill Porter



**BUSINESS
DEVELOPMENT
DIRECTOR**

Anita Dewling



**BUSINESS
DEVELOPMENT
DIRECTOR**

Barbara Quaye



**BUSINESS
DEVELOPMENT
DIRECTOR**

Shelley Garrett



**SENIOR LOAN
ADMINISTRATOR**

Dawn Seaton



**TOWN CENTER
REVITALIZATION MGR**

Kayleigh De La Puente



**CREATIVE & IT
MANAGER**

Grayson Orphe



**MARKETING &
OUTREACH MANAGER**

Steve Adams



OFFICE MANAGER

Jennifer Ball



LOAN ADMINISTRATOR

Kelly Hall



LOAN UNDERWRITER

Timothy Sharp



MARKETING INTERN

Maddalyn Kunst



The Anne Arundel Economic Development Corporation (AAEDC) is a privatized agency of Anne Arundel County government dedicated to driving business growth and community revitalization. Through hands-on assistance, targeted financing tools, and place-based investments, AAEDC supports businesses at every stage from emerging entrepreneurs to established companies, while strengthening commercial districts and key industries including technology, agriculture, and maritime.

In 2025, AAEDC achieved significant milestones across its programs and initiatives. Most notably, the Inclusive Ventures Program (IVP) graduated **36 business owners**, including **12 from its second Spanish-language cohort**, with alumni from across the first **11 cohorts collectively creating 483 new jobs and generating over \$53 million** in revenue to the County. The VOLT Loan Program awarded **over \$1.85 million (\$1,850,150) to 15 small, minority-, woman-, and Veteran-owned businesses**, bringing the total to **over \$24 million in loans supporting 193 total businesses since 2013**. Revitalization efforts included issuing more than **\$135,000 in loans and \$108,000 in grants** for façade improvements in older commercial districts, **disbursing \$778,332** in state and community foundation funding for revitalization and placemaking in Glen Burnie, leading a public-private partnership to redevelop 7409 B&A Blvd in Glen burnie, and advancing community-focused initiatives including the Glen Burnie Better Plaza, the newly commissioned Rotary Park mural, and management of the Glen Burnie Farmers Market. Disaster recovery efforts delivered **\$995,000 in relief grants to 24 businesses** affected by the Key Bridge Collapse, while agricultural growth was bolstered by **\$50,508 in grants to eight farm-based businesses**. Building on these achievements, AAEDC completed a comprehensive five-year strategic plan charting a clear vision to strengthen core programs, expand impact, and advance economic opportunity across Anne Arundel County.

As we reflect on the progress made in 2025, we are proud of the tangible support provided to businesses, commercial districts, and community partners across Anne Arundel County. Guided by our new five-year strategic plan and inspired by the momentum of this year's accomplishments, AAEDC remains committed to fostering economic growth through innovative programs, strategic partnerships, and sustainable development, ensuring Anne Arundel County continues to thrive as a premier place to start, grow, and succeed in business.





IMPACT 2025 REPORT

ACHIEVEMENTS & COMMUNITY IMPACT



INCLUSIVE VENTURES PROGRAM

The Inclusive Ventures Program (IVP), launched in January 2021 to support small, minority-owned, woman-owned, and Veteran-owned businesses in Anne Arundel County, continued to advance its mission and expand its impact.

In 2025, IVP had **36 graduates across 3 cohorts**, including **12 Hispanic business owners** who completed the **second Spanish-language version** of the program. Impact surveys from the first 11 cohorts show that **119 graduates created 483 net new jobs** in Anne Arundel County and generated **nearly \$53 million in revenue** to the County.

In 2025, the Inclusive Ventures Program (IVP) celebrates its five-year anniversary. Since its inception, 184 entrepreneurs have completed the program, making IVP a cornerstone of grassroots economic development in Anne Arundel County. We look forward to continuing to support business owners as they create jobs, grow revenue, and build lasting generational wealth.

“As a business owner it’s always difficult to get out of the day-to-day, so I loved that IVP pushed me and my husband to think about how to take our business to the next level and generate twice as much revenue as we are now.”

Hilarey Leonard, Leo Annapolis

“The program really inspired me. Although I was one of the more senior participants, it reminded me to never quit and pushed me to add several new revenue streams to grow our business.”

Calvin Cain, PKG's Mobile Kitchen

2025 Impact

3 Cohorts

36 Graduates

12 Hispanic business owners



In 2025, AAEDC awarded **over \$1.85 million (\$1,850,150)** to **15** small, minority-owned, woman-owned, and Veteran-owned businesses through the VOLT Fund. These loans varied in size and purpose, from a **\$25,000 loan** for a vehicle purchase (its 4th Micro VOLT loan) to a **\$375,000 loan** for a skin care business to expand business into additional space.

Highlights from targeted VOLT Fund program impact in 2025 include:

- Four microloans totaling **\$160,000 via the VOLT Microloan Fund**, supporting accelerator graduates who face challenges accessing traditional financing.
- **Nine VOLT loans totaling \$1,550,000** to women-owned businesses via the VOLT Fund, aimed at supporting small, women and minority owned businesses through the state of Maryland.

Since May 2013, AAEDC has awarded **over \$24 million to 194 businesses** through the VOLT Fund, working alongside a network of 9 fund managers who have distributed over \$130 million in 1,240 business transactions as of June 30, 2024. AAEDC looks forward to continuing to support business growth and job creation across Maryland.



“Without our VOLT loan, I don’t know that we would have a business. It allowed us to purchase the equipment we needed and implement our marketing campaign, and I’m happy to report that we turned our first profit just four months after receiving it. THANK YOU!”

Michael Calabrese, Chesapeake Tram & Waterfront Services

2025 Impact

\$1.85 million+ awarded

15 Businesses received funding from AAEDC

9 Businesses received VOLT loans

4 VOLT Microloan Funds



Key Bridge Small Business Relief Grants

In partnership with the Baltimore Community Foundation (BCF) and the Greater Baltimore Committee (GBC), AAEDC helped deliver **\$3 million** in direct relief grants to **66 small businesses** impacted by the Francis Scott Key Bridge collapse. Through the Maryland Tough Baltimore Strong Key Bridge Fund, AAEDC administered **\$995,000 in grants to 24 local businesses** in Anne Arundel County, supporting businesses facing sharp disruptions in revenue, increased operating costs, supply chain delays, and reduced customer traffic.

The grants (ranging from \$10,000 to \$50,000) supported a diverse mix of industries including trucking and logistics, marine services, restaurants, retail, construction, and personal services. Many of these businesses are locally owned and deeply connected to their communities, making this funding essential to stabilizing operations and preserving jobs during a prolonged period of uncertainty.





GLEN BURNIE *Town Center*

In 2025, AAEDC completed a variety of high-visibility, high-impact projects that spurred economic activity and strengthened connections with the surrounding communities at the Glen Burnie Town Center.



Better Block

AAEDC contracted and partnered with the Better Block Foundation, a national urban design nonprofit organization, to conceptualize, create, and launch **“The Glen Burnie Better Plaza.”** Developed through a 120-day process, the project was shaped by community feedback gathered through public surveys and hands-on planning sessions led by Better Block and AAEDC and temporarily transformed the Town Center into a vibrant community gathering space in the summer of 2025. Together Better Block and AAEDC brought the reimagined Plaza to life in early June with the help of residents and local organizations. To mark the completion of this project and open it officially to the public, AAEDC hosted a public ceremony, mallet strike, and two-day community event which welcomed hundreds of visitors.



Glen Burnie Farmers Market

AAEDC managed the Glen Burnie Farmers Market in 2025, which featured local vendors, food trucks, and live music. The market featured **51 local vendors, 18 food trucks** and **13 local musicians** over **12 markets** throughout the summer. AAEDC also managed all social media and marketing efforts for the market.



Rotary Park Mural Project

In early 2025, AAEDC selected Annapolis native **Comacell “Cell Spitfire” Brown Jr.** to design and install a new mural on the two exterior walls of Rotary Park in Glen Burnie, Maryland.

The mural was installed in the fall, and AAEDC celebrated its completion at an unveiling ceremony on November 6. Local and state leaders delivered remarks on the importance of placemaking, celebrating Comacell's **53rd mural and 22nd in Anne Arundel County.**



Signage Design & Installation

In 2025, AAEDC led the installation of **2 town center branded wayfinding signs** and **6 branded parking signs** that help visitors easily navigate the Glen Burnie Town Center by identifying parking, landmarks, and key points of interest.



Community Revitalization

Since its inception, AAEDC has awarded over **\$4.5 million** in loans and **\$584,000** in accompanying grants through our Arundel Community Reinvestment (ACR) Fund, which incentivizes business façade improvements in older commercial districts located in the county's eleven Commercial Revitalization Districts; parts of the City of Annapolis; Anne Arundel County's Enterprise zone, located in Brooklyn Park; and designated commercial corridors located in South County. Over the past year, AAEDC awarded **two loans for \$135,000 and \$108,000 in accompanying grants to three recipients.**

In 2025, AAEDC was awarded **\$150,000 in funding from DHCD's Maryland Facade Improvement Program.** This funding will allow AAEDC to provide matching grants to Arundel Community Reinvestment loan applicants with projects in the Sustainable Communities of Brooklyn Park, Glen Burnie, and Odenton.



Regional Ag Center (RAC) RFP

In July 2025 AAEDC issued an RFP on behalf of the County for qualified consulting firms to conduct a comprehensive **economic and market study and feasibility assessment** for the development of a Regional Agricultural Center (RAC) at the Lothian Grain Elevator site. Based on results of the market feasibility study, possible services could include USDA-inspected meat processing, value-added food production, cold storage, commercial kitchen space, and product aggregation and distribution. In November 2025, AAEDC announced the selection of Matson Consulting, a business-consulting firm located in Aiken, South Carolina, to conduct the feasibility assessment.





Redevelopment Initiatives & Projects

Anne Arundel County and AAEDC selected Sawmill Partners, LLC to lead the redevelopment of 7409 Baltimore Annapolis Boulevard in Glen Burnie. The 13-acre County-owned site will become the Villages at Sawmill Creek, a transit-oriented community that incorporates new housing, green space, multimodal transportation connections, and environmental restoration. The project is designed to strengthen links between the Glen Burnie Town Center, the Cromwell Light Rail Station, Sawmill Creek Park, and the B&A Trail while preserving nearby neighborhoods and improving environmental conditions on the long-underutilized property.

Chosen through an RFP process led by AAEDC, Sawmill Partners brings deep experience in sustainable redevelopment and community-driven design. The project aligns with the goals of Plan2040 and Glen Burnie's Sustainable Community and TOD designations, positioning it as a catalyst for broader corridor revitalization. AAEDC also secured a **\$300,000 grant** from the Maryland Department of Housing and Community Development to conduct environmental remediation and prepare the site for redevelopment.



ABIG

In 2025, AAEDC partnered again with MARBIDCO to award **\$50,508 in matching grants** from our Agricultural Business Improvement Grant Program to help **8 farm-based businesses** in Anne Arundel County expand their operations and generate more revenue. This year's total represents a significant **\$12,508 increase from 2024**, and the program was expanded to include commercial watermen in 2025. ABIG's continued success and impact demonstrates our commitment to supporting the success and growth of farm-based businesses in the county.



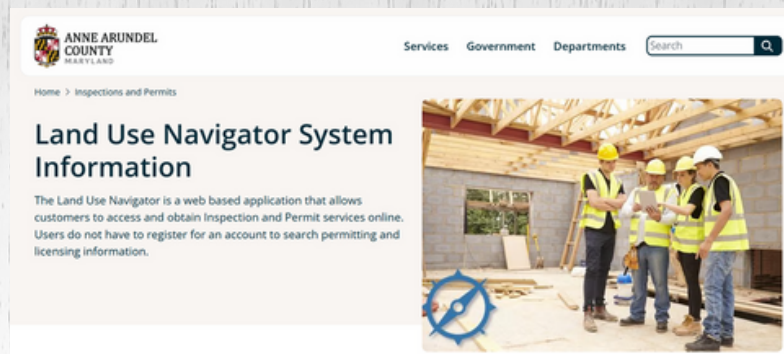
"We used our ABIG grant to build a new pole barn for our sawmill and other woodworking equipment, allowing us to expand our woodworking operation as well as increase our efficiency and cost-effectiveness. The barn also created added storage for hay, creating more efficient livestock feeding and bale storage. Finally, the project has allowed us to create safer spaces in our older barn for new activities, such as school group visits and special events, that will allow us to substantially increase our agritourism revenue."

Gwen Manseau, Hollywood Farm

The grant recipients and funded projects in Anne Arundel County include:

- **Zang's Farm, Harwood – \$1,871** to expand caneberries and U-pick operation.
- **Hollywood Farm, Annapolis – \$10,000** to construct a pole barn for on-farm timber harvest woodworking equipment and hay storage.
- **Rawlings Farm, Lothian – \$5,000** to expand turkey production and processing (funded by AAEDC only).
- **FAFO Farm, Davidsonville – \$10,000** to construct greenhouses and conduct fencing repairs.
- **The Hill, Lothian – \$500** to upgrade fencing for livestock production (funded by AAEDC only).
- **Maidstone Harvest, Annapolis – \$8,637** to expand wildlife management fencing for production.
- **Ryan Mould's Fresh Crabs and Seafood, Shady Side – \$7,500** for equipment related to Blue Catfish and Maryland Blue Crab Harvest.
- **Mallard Creek Farm, Lothian – \$7,000** for shelter and fencing upgrades for equine and livestock expansion.

Improving Land Use & Development Processes



In 2025, AAEDC played a key role in advancing more efficient and transparent land use and development processes across Anne Arundel County. Working in partnership with the County Executive's Office, AAEDC leadership convened a series of targeted meetings with land use attorneys, engineers, developers, and commercial property stakeholders to identify challenges and opportunities within the county's development review framework.

Insights from these industry conversations, alongside input from Planning & Zoning, Public Works, and Inspections & Permits, directly informed the County's August release of its Land Use Process Report, "Finding and Recommendations to Improve County Land Use Processes", which outlined findings and actionable recommendations across seven critical areas impacting development timelines and predictability. Following the report's release, the County Executive's Office established an implementation committee to coordinate and advance these recommendations, marking a meaningful step toward improved efficiency, interagency collaboration, and a more business-friendly development environment.

Supporting Workforce Recovery & Economic Stability

In 2025, AAEDC served on the County's Economy and Employment Committee as part of the Federal Impacts Recovery Framework, helping coordinate response efforts to federal layoffs, funding reductions, and policy uncertainty. AAEDC monitored workforce and industry trends tied to major federal employers and sectors—including Fort Meade, the National Security Agency, and the MILCON and GovCon industries—and partnered with the Maryland Department of Commerce's Office of Military and Federal Affairs to convene an Anne Arundel County GovCon Listening Roundtable to inform state advocacy and identify opportunities for collaboration.



AAEDC also issued a countywide survey that generated 160 responses from businesses, residents, and federal employees or contractors, providing insight into federal contracting exposure and workforce impacts. Additional efforts included hosting a startup and early-stage technology roundtable, presenting AAEDC resources to GovCon leaders, participating in regional federal and defense-focused hiring and industry events, and collaborating with workforce and education partners to support job placement, entrepreneurship, and long-term economic resilience.





In 2025, AAEDC continued producing and publishing its highly popular **bi-monthly New & Expanding Business Reports**, which highlight businesses that are new to, relocating to, expanding in, or under new ownership in Anne Arundel County. Widely used by stakeholders, these reports have become one of AAEDC's most consistently high-performing content assets, driving strong engagement and reliable click-through activity across our digital channels. This year, we also introduced an updated report format to improve clarity, readability, and overall user experience, resulting in increased reach and positive audience feedback. Sustained interest and engagement with the bi-monthly reports directly informed the development of a new annual publication.

In January 2025, AAEDC launched its inaugural **Annual New & Expanding Businesses List Report**, further reinforcing the organization's role as the county's go-to source for timely, actionable business intelligence. The report received significant media attention and expanded AAEDC's audience reach, underscoring the value of delivering a comprehensive, data-driven snapshot of business activity across Anne Arundel County.



2025 HIGHLIGHTS

385

**Businesses
Identified**

283

**New
Businesses**

61

**Expanding/
Relocating**

41

**New
Ownership**



2025 - 2030 STRATEGIC PLAN

2025-2030 | STRATEGIC PLAN

In 2025, we were proud to launch our first-ever 2025–2030 Strategic Plan, a five-year roadmap shaped through guidance from a national consulting firm and input from nearly 70 community stakeholders. This comprehensive, data-informed plan outlines clear strategies to empower businesses, expand job opportunities, and revitalize communities across Anne Arundel County.

Building on AAEDC's longstanding success of supporting businesses of all sizes, administering financing tools such as the VOLT Fund and Next Stage Tech Fund, and advancing placemaking and revitalization projects including the ACR Fund and Glen Burnie Better Plaza, the Strategic Plan provides a focused framework for the next phase of economic development. It reflects both the county's evolving economic landscape and AAEDC's commitment to being a responsive, innovative, and community-driven organization.

Guided by AAEDC's updated mission, vision, and values, the Strategic Plan positions the organization to support key industries, attract investment, and champion Anne Arundel County's continued economic vitality.



The plan centers on three core areas:

- **Advancing Place-Based Investment** – AAEDC will drive economic growth in the County through revitalization and strategic land use.
- **Support Business Retention, Expansion and Attraction (BREA)** – AAEDC will strengthen County businesses to foster long-term economic resilience.
- **Provide Business Finance Resources** – AAEDC will enhance its lending programs and increase access to capital.

Marketing & Outreach

Guided by intentional annual and monthly marketing plans, AAEDC takes an intensive and strategic approach to curating, creating, and sharing content that's both engaging and useful to both the business community and the public. Our plans include a mix of timely news and opportunities, dedicated content campaigns, and creative storytelling, all seeking to ensure our audience stays informed and inspired. The primary types of content we focus on include:

- **Promoting Programs and Events:** Highlighting initiatives, internal events, and community gatherings.
- **Celebrating Local Businesses:** Showcasing and supporting businesses within the county.
- **Sharing Resources:** Providing valuable state and local business resources, including grant and loan opportunities, to empower the community.
- **Thought Leadership:** Offering insights and expert advice tailored for entrepreneurs and business executives.



Social Media Reach & Engagement

13,983	3,350	1,085	1,939,465	34,413
followers across 4 platforms	new followers	posts	total views	total reactions



Press Coverage

140	37	56
press mentions	news outlets	organic mentions



Web Traffic

101,062	41,697	277
page views	new users	unique traffic sources



Email Marketing

11,791	97	49.03%	10,493
subscribers	total emails sent	average open rate on newsletter	total newsletter link clicks

AWARDS & HONORS



Amy Gowan, our President & CEO, graduated from Leadership Maryland's Executive Program, an eight-month, statewide leadership experience for senior executives. The program brings together accomplished leaders to explore Maryland's most pressing economic, social, and environmental issues. By completing this highly selective program, Amy joins an influential alumni network of more than 1,600 leaders committed to driving positive change across the state.



Barbara Quaye, our Business Development Director who manages the Inclusive Ventures Program (IVP), was named a recipient of the 2025 Black History Month "Few of the Many Awards," which honors individuals who have contributed exceptionally to Anne Arundel County through their work and service. In 2025, she also graduated from Leadership Anne Arundel, a professional development program that seeks to nurture community trustees who improve the quality of life in Anne Arundel County.





GREATER BALTIMORE COMMITTEE

Boards, Committees & Advisory Roles

AAEDC staff serve on numerous local, regional, and industry boards and committees, representing the organization and advancing its mission beyond direct programming. This collective engagement strengthens collaboration, informs decision-making, and amplifies AAEDC's impact, serving as a force multiplier for economic development across Anne Arundel County and the region.

- Agriculture Commission (Lead Agency)
- Annapolis & Anne Arundel County Chamber Board of Directors
- Annapolis 250 Anniversary Commission
- Anne Arundel Community College HCAT Advisory Board of Directors
- Anne Arundel County Farm Bureau
- Anne Arundel County Food Bank: Fund Development Committee
- Anne Arundel County Transportation Commission
- Anne Arundel Soil Conservation District
- AACPS ICST Advisory for Northeast High and North County High
- BGE Economic Development Advisory Council
- BWI Business Partnership Board of Directors
- Comptroller of Maryland's Advisory Councils and Work Groups
- Early Childhood Childcare Task Force
- Fort Meade Alliance Board of Directors
- Glen Burnie Town Center Advisory Committee
- Greater Baltimore Committee: Business Investment Steering Committee
- Greater Crofton Chamber of Commerce Board of Directors
- Greater Severna Park and Arnold Chamber of Commerce Board of Directors
- Local Workforce Development Board of Directors
- Maritime Industry Advisory Board (Lead Agency)
- Maryland Cybersecurity Council: MTC's Representative
- Maryland Small Business Development Center Advisory Board
- Maryland Tech Council: Chesapeake Regional Committee
- Maryland Tourism Council: Communications Committee
- Non-profit Center Advisory Committee
- Northern Anne Arundel County Chamber of Commerce Board
- Odenton Town Center Advisory Committee
- Southern Anne Arundel Chamber of Commerce Board of Directors
- Southern Maryland Agriculture Development Commission
- Visit Annapolis and Anne Arundel County Board of Directors



IMPACT 2025 REPORT

MAJOR EVENTS



Hosted at the new event space at Homestead Gardens in Davidsonville, our sold-out signature summer event celebrated Anne Arundel County agriculture by featuring:

- A one-of-a-kind menu featuring **12 delicious dishes** made by Bread and Butter Kitchen owner and IVP graduate Chef Monica Alvarado using ingredients from **25 of Anne Arundel County's farmers, watermen, and producers.**
- The debut of **Aggy the Farm Owl**, our new Arundel Ag mascot who promotes agricultural education; the 2025-2026 Arundel Grown Ag Guide, our annual directory that showcases locally grown goods and on-farm activities available in Anne Arundel County; and our first-ever A Taste of Arundel Grown Recipe Book, featuring Chef Alvarado's recipes for each dish.

Thanks to the generosity of **47 diverse businesses and producers** that supported the event through cash and/or in-kind sponsorships, as well as the **225+ attendees**, we were able to donate **\$1,000 to the CAT-North FFA Chapter** and add **nearly \$20,000 to our 2025 Agricultural Business Improvement Grant (ABIG) program**, which provides matching grants of up to \$10,000 to help farm-based businesses in Anne Arundel County expand their operations.

2025 HIGHLIGHTS

225+
event
attendees

47
cash and in-kind
sponsors

\$1,000
donated to
CAT-North
FFA Chapter

25
producers
featured
on the menu

\$19,779
added to our
2025 Agricultural
Business Improvement
Grant (ABIG) program





Taking place each October, Business Appreciation Week (BAW) in Anne Arundel County celebrates the diversity and economic contributions of local businesses of every age, size, and sector.

In 2025, ambassador teams comprised of AAEDC staff and **50+ county department heads** and **community leaders** visited **76 local businesses** throughout the county. Each visit included discussions about the business's history, its successes and challenges, and county resources available to support its operations and growth, followed by the presentation of an official citation from County Executive Pittman.

The 76 diverse businesses that AAEDC visited represented a true cross-section of Anne Arundel County's 66,000+ businesses, ranging from new startups to 100-year-old companies and spanning all sectors – from agriculture and food service to hospitality and health care.



BAW25

BUSINESS APPRECIATION WEEK
Anne Arundel County

2025 HIGHLIGHTS

- 167** Business inquiries
- 76** Business visits
- 52** Ambassadors
- 19** Minority-owned
- 38** Women-owned
- 6** Veteran-owned
- 6** Hispanic-owned
- 4** Owned by individuals with a disability



IMPACT 2025 REPORT

CASE STUDIES



Buxton Media Productions Glen Burnie, Maryland

Owner: Joshua Buxton

Years in Business: 4

Employees: 4

INITIAL CHALLENGES

As Josh explains, his biggest challenge was scaling from a solo operation into a sustainable business with employees, systems, and dedicated studio space. This meant finding the right location and investing in equipment, managing cashflow and maintaining quality while expanding, and building reliable staff and workflows as demand increased.

HOW AAEDC HELPED

By participating in AAEDC's Inclusive Ventures Program (IVP), Josh accessed expert guidance that "helped us move forward with clarity rather than guesswork" including how to structure growth, invest wisely, and plan for additional studio space and staffing. Completing IVP also gave Josh access to something all growing businesses need: access to affordable capital, for him a low-interest loan from AAEDC's VOLT Microloan Fund.

"As we began exploring expansion opportunities and long-term growth, AAEDC stood out as an organization that genuinely supports and invests in the success of small businesses."

It quickly became a trusted resource thanks to its staff's accessibility and willingness to engage in real conversations, and their support has been instrumental in helping us think bigger while staying grounded."

I would encourage any other entrepreneurs to reach out to AAEDC early and often - it can not only save you time, money, and stress, but also give you a long-term partner for growth."

Joshua Buxton, Buxton Media Productions



ABOUT BUXTON MEDIA PRODUCTIONS

After many years of working in video production for the U.S. Army Field Band and recording weddings, Joshua (Josh) Buxton decided to create his own business – both to pursue his passion for visual storytelling and to fill a gap in the market for professional video production and podcasting services that were accessible to small and mid-sized businesses.

Today, Buxton Media Productions (BMP) boasts a portfolio of 300+ completed projects and stands out by offering its clients all-in-one services including filming, editing, podcasting, studio rentals, and ongoing video marketing support.

WHAT'S NEXT?

With the support of his VOLT Microloan Fund loan, Josh recently expanded BMP into a larger, 1,500 SF studio in Glen Burnie where he and his fast-growing team can serve more clients and offer a wider range of services such as video retainers and studio-based content creation.

While he remains committed to sustainable growth and community impact, Josh plans to open additional studios in the near future with BMP becoming the go-to hub for video, podcasting, and digital content creation in Maryland and beyond.

"We aim to continue creating local jobs while helping businesses grow through effective storytelling," says Josh. "AAEDC will absolutely remain a key part of our long-term success through guidance, connections, and support as we scale."



Morris Hill Farm
Tracys Landing, Maryland
Owners: Dave & Vicki Haberkorn
Years in Business: 8+
Employees: 5

INITIAL CHALLENGES

Because they already had access to land, the greatest early challenge for Dave and Vicki was simply reaching consumers with their products and building a consistent customer base. However, knowing how to sustainably grow the business to keep up with growing demand soon emerged as well.

HOW AAEDC HELPED

While submitting their products to be included in the Arundel Grown Ag Guide and on the menu at our Arundel Grown dinner each year have helped Dave and Vicki market Morris Hill, they've also seized every opportunity to grow the business. In just the past two years, they successfully applied for a matching grant from our ABIG Program to help purchase a delivery van, participated in our Inclusive Ventures Program, and became the first-ever farm to receive a VOLT Fund loan, which they used to significantly expand their operations.

"We're truly grateful to live in a county that does so much to support and promote local agriculture and farm businesses.

From the ABIG grant helping us buy a van that allowed us to expand our delivery operations and market participation, to IVP giving me the knowledge and tools and confidence to keep growing our business, AAEDC has been an invaluable partner.

So when we decided it was time for a loan, working with a group that so clearly supports businesses like ours felt comfortable and right.

Vicki Haberkorn, Morris Hill Farm



ABOUT MORRIS HILL FARM

While living in Tampa, Florida, Dave and Vicki Haberkorn started farming because, as Vicki explains: "we simply loved the work - being outside, taking care of animals, and growing food."

They brought that passion to Maryland in 2018 when they moved to Vicki's family's farm and decided to create Morris Hill Farm: a place where they would raise high-quality meat and eggs in a way that gives the animals a great life, is good for the environment, and supports the local community.

Eight years later, the fast-growing farm business not only sells its products at three farmers markets but also through home delivery and its just-opened farm store.

WHAT'S NEXT?

With the support of a recent VOLT Fund loan, Vicki and Dave have expanded to more than 60 additional acres and significantly grown their operation, adding over 1,500 chickens and doubling their lambs and positioning them for continued success and long-term growth.

Vicki reports that Morris Hill recently expanded its delivery routes into Prince George's and Calvert County, and adds: "We're looking forward to watching the former grain fields that we're leasing become thriving pasture; strengthening our supply chain, workforce, and regular sales; and, hopefully, becoming the immediate answer when someone asks 'Where can I get the best meat in Anne Arundel County?' Plus, of course, staying connected to and through Arundel Ag and AAEDC!"



A Triple CCC Logistics Gambrills, Maryland

Owner: William Cox
Years in Business: 5+
Employees: 4

INITIAL CHALLENGES

Although he started A Triple CCC during a pandemic, Cox says that another completely unforeseen event, the collapse of the Key Bridge, presented its greatest challenge.

"Overnight, we went from running a stable operation to having to re-evaluate everything - contracts, lanes, expenses, and how we would continue to provide for our employees and our families. Ultimately, we lost 100% of our revenue during that period."

HOW AAEDC HELPED

After helping structure and stand up the Key Bridge Small Business Direct Grant Program in early 2025, AAEDC reached out to Cox, who'd graduated from AAEDC's Inclusive Ventures Program (IVP) in late 2024, and encouraged him to apply. A few months later, Cox received funding that not only helped A Triple CCC recover from its losses, but also helped him implement the growth strategies he'd taken from IVP.

ABOUT A TRIPLE CCC

For William Cox the COVID-19 pandemic truly highlighted just how essential truck drivers are to keeping communities running. "Goods like medical supplies, food, and household essentials still had to move, and there was a real need for reliable transportation," Cox explains.

Although he grew up hearing that college was the only path to success, Cox chose a trade, one that "gave me not just a livable wage but also purpose, stability, and the confidence to become an entrepreneur." Motivated by the increased demand for dependable logistics during the pandemic, he founded A Triple CCC to serve that need while supporting his family and creating opportunities for others.

WHAT'S NEXT?

Looking ahead, Cox is committed to continuing to provide superior trucking services as A Triple CCC grows; expanding its fleet capacity and services, increasing its revenue, and creating more jobs for people who want to build a stable future through skilled work. He also believes AAEDC will help him get there - by providing the connections, resources, and strategic support that "help small businesses like mine scale responsibly and sustainably."

"I first learned about AAEDC when looking for resources to help strengthen and scale my business, and from the start it felt different - supportive, responsive, and genuinely invested in helping small businesses succeed."

After the collapse, Barbara and the AAEDC team worked tirelessly to explore ways to help us pivot and recover, and that meant more than just business guidance - it meant hope and encouragement when things were uncertain. Their commitment, responsiveness, and genuine care left a lasting impact because the support wasn't transactional - it was personal, consistent, and rooted in real care for small businesses."

Maryland needs more people like the people at AAEDC - individuals who have a true passion to help small business owners identify resources, navigate challenges, and not only survive hard times, but come back stronger."

William Cox, A Triple CCC Logistics



As part of our Strategic Plan, which was finalized and launched mid-2025, the following Mission, Vision, and Values statements were developed by the staff and board. They reflect an updated focus on key activities and essential drivers of AAEDC's work.

MISSION

We foster diverse economic growth by empowering businesses, expanding employment opportunities, and revitalizing communities. As the go-to partner, we connect businesses in Anne Arundel County with the key resources to thrive.

VISION

To be a leading and innovative economic development organization that cultivates a vibrant business community and drives revitalization in Anne Arundel County.

VALUES

- **Connectivity:** We believe economic growth happens through strategic and collaborative partnerships and we advocate on behalf of the business community to remove barriers to success.
- **Responsiveness:** We take pride in our ability to be highly responsive and adaptable to the current business climate, effectively addressing the needs of businesses and stakeholders.
- **Creativity:** We are committed to implementing innovative and proactive solutions to help businesses overcome challenges.
- **Excellence:** We hold ourselves to the highest professional standards, integrity, and expertise. By embracing diverse perspectives and fresh ideas, we continuously evolve and strengthen our organization.

Thank You to the Annual Partners Who Supported Our Work in 2025



AAEDC 2026 partnership program is a five-tier framework designed to strengthen collaboration with organizations committed to economic growth, innovation, and community impact in Anne Arundel County. Each partnership level provides a tailored mix of visibility, engagement opportunities, and access to AAEDC's signature initiatives—including the Arundel Biz Expo, Inclusive Ventures Program events, and A Taste of Arundel Grown—creating year-round opportunities to connect with the county's business community and leadership.

Partnerships activate immediately and are accepted on a rolling basis, allowing organizations to select a tier aligned with their strategic goals for visibility, leadership, and regional impact.



**Scan for more info about our
annual partnership opportunities
and to become a partner!**



IMPACT

2025

REPORT

@ARUNDELBIZ



2660 RIVA ROAD, SUITE 200, ANNAPOLIS, MD 21401
AAEDC.ORG | 410.222.7410