



## FREQUENTLY ASKED QUESTIONS (FAQ)

### **Q. What is ARMORY MARKETPLACE?**

A. ARMORY MARKETPLACE is an innovative community and economic development project created and managed by the Town of Bel Air to help new and emerging businesses develop, grow and prosper. Formerly the site of the Maryland National Guard garages, this historic site has been transformed into a thriving neighborhood resource that provides affordable rental space and business support for local start-ups and arts organizations.

### **Q. What is the advantage of locating in ARMORY MARKETPLACE?**

A. Located within the Armory Complex, ARMORY MARKETPLACE is strategically located just a half a block off of Main Street. As a tenant of ARMORY MARKETPLACE, you'll have the opportunity to build your clientele and strengthen your business skills alongside like-minded business owners in the heart of Bel Air. Tenants will benefit from marketing and business support services from the Town of Bel Air Economic Development Department as well as flexible lease terms that include below market rental rates and short-term leasing options.

### **Q. How long can I stay in the ARMORY MARKETPLACE?**

A. Since ARMORY MARKETPLACE is a mixed-use business incubator, our goal is to build and retain businesses within the community. We expect that most tenants will stay at ARMORY MARKETPLACE for no more than three years, at which time they'll be ready to "graduate" to their own storefront in Bel Air.

### **Q. Once I apply, will I automatically become a tenant?**

A. The Town of Bel Air Economic Development Department has developed a screening process to ensure that ARMORY MARKETPLACE is a good fit for you and your business. You must first complete all the steps in the process and be approved by the Armory Marketplace Review Committee. But don't worry; we'll be with you every step of the way!

### **Q. How can I become a part of ARMORY MARKETPLACE?**

A. Give us a call, send us an email or stop by! Contact Angela Robertson, [arobertson@belairmd.org](mailto:arobertson@belairmd.org) or Patti Sterling, [psterling@belairmd.org](mailto:psterling@belairmd.org) at 410-838-0584 in the Town of Bel Air Economic Development Department, 37 N. Main Street, Bel Air, Maryland, 21014 to find out more information.