



October 10, 2025

FISCAL AND POLICY NOTE

TO: Colette R. Gresham, Esq.
Acting Council Administrator

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THRU: Lavinia Baxter 
Senior Budget and Policy Analysis

FROM: Isaiah Joseph 
Legislative Budget and Policy Analyst

RE: Policy Analysis and Fiscal Impact Statement
CB-084-2025 Senior Protection and Door-to-Door Solicitation

CB-084-2025 (proposed and presented by Council Member Oriadha)

Assigned to the Health, Human Services, and Public Safety Committee (HHPS)

AN ACT CONCERNING SENIOR PROTECTIONS AND DOOR-TO-DOOR SOLICITATION for the purpose of amending the requirements for licensing, bonding, and operational conduct of door-to-door solicitors; establishing definitions for high-risk industries and seniors; requiring criminal background checks and mandatory consumer protection and elder fraud awareness training for certain applicants; increasing bond amounts for high-risk industries; requiring senior consumer rights disclosures; creating a No Solicitation Registry and prohibiting solicitation of registered properties; establishing a Solicitation Protection Rapid Response Force to investigate violations and conduct public outreach; and providing enhanced penalties for violations, including specific protections for seniors and restrictions on repeat offenders.

Fiscal Summary

Direct Impact:

Website: <https://pgccouncil.us> | Wayne K. Curry Administration Bldg.
Office: (301) 952-3431 | 1301 McCormick Drive, 3rd Floor
FAX: (301) 780-2097 | Largo, Maryland 20774

Expenditures: Potential increase in expenditures is likely, primarily from administrative and operational costs for training and enforcing solicitation violations

- *Revenue:* Potential increase in revenues from fines and penalties associated with violations.

Indirect Impact:

There will likely be a mixed indirect impact.

Legislative Summary:

CB-084-2025¹, was proposed and presented on September 30, 2025, by Council Member Oriadha and referred to the Health, Human Services, and Public Safety Committee. This bill amends Subtitle 5 of the Prince George’s County Code to strengthen the licensing, bonding, and regulatory framework for door-to-door solicitors. The bill proposes enhanced consumer protections, particularly for seniors and individuals dealing with high-risk industries like HVAC and solar installation. It would increase bonding requirements, with higher amounts for high-risk industries, and require criminal background checks and specialized training on consumer protection and elder fraud for relevant applicants. To safeguard seniors (defined as 65+), the legislation mandates a special consumer rights disclosure and extends the cancellation window for their contracts to seven days. The bill also seeks to curb unwanted sales tactics by prohibiting solicitation at properties on a new "No Solicitation Registry". For enforcement, a "Solicitation Protection Rapid Response Force" would be established, and the bill outlines enhanced penalties for violations, with repeat offenders and those targeting seniors facing stricter consequences.

Resource Personnel:

Ramon Gonzalez, Legislative Attorney
Tiffany Hannon, Chief of Staff, District 7

Current Law/Background:

Subsection 5 outlines the current law for Door-to-Door Solicitation in the following sections:

- **Section 5-201** of the Prince George’s County Code, key terms are defined but do not yet account for “high-risk industries” or “seniors” as categories warranting additional safeguards.
- **Section 5-203** establishes the license application process but limits requirements to basic personal and business information, without mandating background checks or consumer protection training.
- **Section 5-205** outlines that solicitors must carry licenses and display them upon request, though no technological verification (e.g., QR codes) is required.
- **Section 5-207.04** provides consumers with a three-day cancellation right and includes senior-specific rights or disclosures. It also adds a right for senior to cancel within 7 business days, a hotline number to report fraud or undue pressure, a checklist of suggested safeguards for senior and a signature line confirming receipt and understanding by the senior.
Section 5-207.05 prohibits only basic misconduct, such as ignoring “No Soliciting” signs or

¹ [Prince George's County Council - Reference No. CB-084-2025](#)

refusing to leave when asked but lacks broader enforcement mechanisms like registries or county-managed oversight.

- **Section 5-207.09** prescribes limited penalties for violations, with no tiered fine structure, special protections for seniors, or multi-year bans for repeat offenders.
 - **Section 5-207.10** establishes a “No Solicitation Registry” to allow residents, particularly seniors, to block in-person solicitation.
 - **Section 5-207.11** creates a Solicitation Protection Rapid Response Force to investigate violations and conduct public outreach.
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Discussion/Policy Analysis:

The proposed bill modernizes Subtitle 5, Division 15 of the County Code by expanding definitions, strengthening licensing and bonding requirements, and adding senior-specific consumer protections such as extended cancellation rights and disclosures. It further enhances enforcement through tiered penalties, a No Solicitation Registry, and a Rapid Response Force, creating a more proactive framework to safeguard residents from predatory solicitation.

- **Section 5-201** (Definitions): Expands definitions to include “high-risk industries” and “seniors,” establishing categories for enhanced protections.
- **Section 5-203** (Application; License): Strengthens license applications by requiring background checks, elder fraud training, and verification of business credentials for high-risk industries.
- **Section 5-205** (License; Description and Display): Updates license requirements to include photographs and QR codes for verification, ensuring transparency and accountability.
- **Section 5-206** (License; Bond Required): Increases bond requirements, raising the standard to \$2,000 and setting a \$5,000 threshold for high-risk industries.
- **Section 5-207.04** (Receipts/Contracts and Cancellation Rights): Requires written contracts with clear cancellation terms and creates enhanced disclosure forms for seniors, including a 7-day cancellation window.
- **Section 5-207.05** (Prohibited Acts): Expands prohibited conduct, including solicitation at registered “No Solicitation” properties and during nighttime hours.
- **Section 5-207.09** (Penalties): Creates tiered penalties for violations, imposes stronger fines for fraud against seniors, and authorizes multi-year bans for repeat offenders.
- **Section 5-207.10** (No Solicitation Registry – New): Establishes a county-maintained registry for residents, particularly seniors, to block in-person solicitation.
- **Section 5-207.11** (Solicitation Protection Rapid Response Force – New): Creates a dedicated team to investigate complaints within three business days and conduct public outreach.

The proposed bill takes a balanced approach to enhancing consumer protection, particularly for seniors and other vulnerable populations, by strengthening regulations for predatory solicitation. It closes existing gaps by implementing requirements for background checks, training, and mandatory disclosures, while acknowledging the specific risks seniors face by offering extended cancellation rights and fraud hotlines. Enforcement is strengthened through the creation of a “Rapid Response Force,” which formalizes consumer protection efforts and ensures accountability through response documentation. While these changes will impose higher regulatory obligations and initial administrative costs, legitimate businesses

can easily comply, and the costs may be offset by revenues from fines and savings from reduced fraud cases.

Similar Jurisdictions

Fairfax County, Virginia requires solicitors to obtain a license under County Code Chapter 31. Licensed solicitors must show their license upon request, are prohibited from soliciting at homes with “No Soliciting” signs and must leave immediately if asked by the resident. Fairfax also restricts solicitation to the hours of 9:00 a.m. through 8:00 p.m. These provisions are very similar to CB-084-2025 in terms of licensing requirements, signage protections, identification, and penalties for violations. However, Fairfax does not distinguish high-risk industries, require elder fraud awareness training, or establish a No Solicitation Registry or Rapid Response Force.²

Montgomery County, MD requires anyone selling goods or services at residences or offices to obtain a Door-to-Door Vendor License.³ This process is administered by the Department of Permitting Services. The county emphasizes scam prevention and public education, urging residents to verify vendors’ licenses before engaging. These provisions align with Prince George’s framework of requiring licensing, vetting applicants, and providing County oversight.⁴ However, Montgomery’s law is simpler and does not include the increased bond requirements, senior-specific protections, or the registry system that CB-084-2025 would establish.

While CB-084-2025 strengthens legal protections against fraudulent solicitation, its effectiveness may depend on implementation and community awareness. Seniors may remain vulnerable if they are unfamiliar with verifying licenses, exercising cancellation rights, or reporting violations. To maximize the bill’s impact, the County could prioritize robust outreach and education through the Rapid Response Force, partnerships with senior-serving organizations, and accessible resources (both online and in print).

Fiscal Impact:

- *Direct Impact:*

The implementation of a "No Solicitation Registry" and a "Rapid Response Force" will require new governmental investment in staff, training, and technology.

The proposed increase in bonding requirements is intended to transfer liability toward solicitors and improve financial recourse for consumers. While civil fines and penalties for violations may create a new revenue stream, the actual amount generated will be dependent on both the level of enforcement activity and compliance from solicitors.

- *Indirect Impact:*

The indirect impact would entail new, stricter regulations on solicitors offering significant benefits for consumers, particularly seniors, by enhancing protection against fraud and coercion, which in turn could decrease financial harm and reduce the burden on social services. While businesses in high-risk industries

² [Door-to-Door Solicitors | Cable and Consumer Services](#)

³ [DPS - Door-to-Door Vendor License Process, Montgomery County, Maryland](#)

⁴ [Prince George's County Door-to-Door Solicitors License Performance Bond](#)

may face higher compliance costs, these new requirements are designed to deter non-compliant and predatory actors. The overall result is expected to be a reduction in the total amount of door-to-door solicitation in the County.

Questions for Committee Consideration:

1. How will the No Solicitation Registry be maintained, and what outreach will be needed to ensure residents, particularly seniors, are aware of and able to use it?
 2. How will the proposed Rapid Response Force be staffed and funded, and what coordination will be required with existing enforcement units?
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Effective Date:

CB-084-2025 shall be effective forty-five (45) calendar days after it becomes law.

If you require additional information or have questions about this fiscal impact statement, please call me.