



# DRIVING SMALL BUSINESS GROWTH IN PRINCE GEORGE'S COUNTY

PLANNING, HOUSING & ECONOMIC DEVELOPMENT (PHED) COMMITTEE

PRESENTER - DAWN R. MEDLEY, PRESIDENT AND CEO, FSC FIRST

# ORGANIZATION OVERVIEW

- FOUNDED IN 1978, FSC FIRST OPERATES AS BOTH A CERTIFIED DEVELOPMENT COMPANY (CDC) AND A COMMUNITY DEVELOPMENT FINANCIAL INSTITUTION (CDFI) DEDICATED TO STRENGTHENING THE SMALL BUSINESS ECONOMY.
- FSC FIRST IS A RELIABLE PROVIDER OF CREATIVE AND INNOVATIVE BUSINESS FINANCING SOLUTIONS TO ESTABLISHED AND EMERGING BUSINESSES IN THE STATE OF MARYLAND. WE ALSO PROVIDE COMPREHENSIVE LOAN ADMINISTRATION SERVICES FOR LOAN PROGRAMS THAT STIMULATE THE GROWTH AND DEVELOPMENT OF THE LOCAL ECONOMY.



**Terrapin Care Center  
DISTRICT 1**



**Pack N Businesses  
DISTRICT 5**

# LEGACY IMPACT

Championing Small Business in Prince George's County

**LOANS APPROVED**

**\$177M+**

**LOANS CLOSED AND FUNDED**

**\$121M+**

**LEVERAGED IN PUBLIC AND  
PRIVATE INVESTMENT**

**\$19.9B**

**JOBS SUPPORTED  
ACROSS THE COUNTY**

**13,602**

ADDITIONAL ECONOMIC IMPACT:

\$257M INCREASE IN COMMERCIAL TAX ASSESSMENT VALUE

\$3.9M ADDITIONAL TAX REVENUE GENERATED ANNUALLY

\*Data for 27- Year Accomplishments

# CURRENT IMPACT

Driving Small Business Growth

**LOANS APPROVED**

**\$4,296,000**

**LOANS CLOSED**

**\$4,840,000**

**PIPELINE POTENTIAL\***

**\$7,397,834**

**JOBS  
CREATED/RETAINED**

**151**

\*APPLICATION SUBMITTED, LETTER OF INTENT SUBMITTED, UNDERWRITING

# District Report

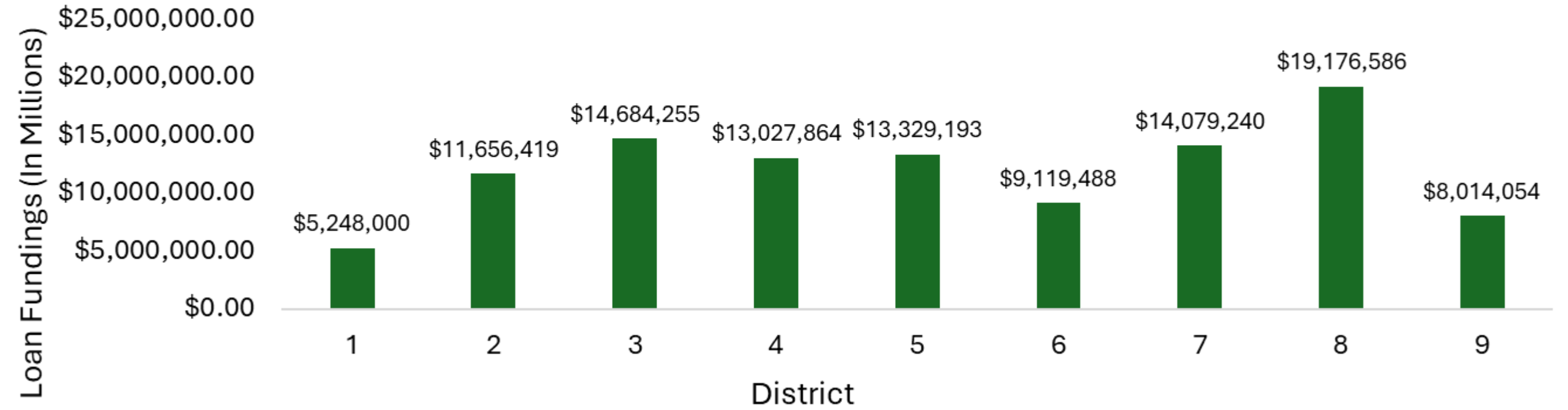
✓ Strengthened economic resilience and capacity of small businesses.

✓ Supported diverse industries critical to the local economy.

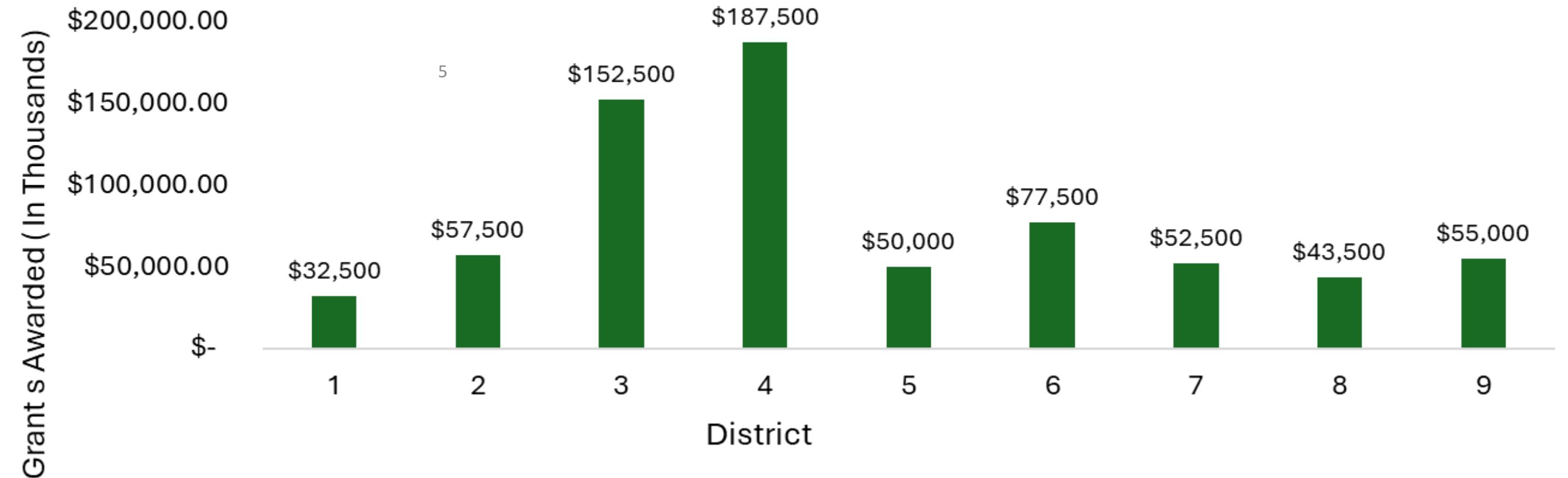
✓ ZIP codes in Prince George's County may span multiple districts.

All funding is attributed based on verified project address.

## Loan Funding by District Legacy - December 31, 2025



## Small Business Stimulus Grant By District Legacy - December 31, 2025





**SENSORY SENTIMENTS  
DISTRICT 4**



**Black Bella Spa  
DISTRICT 3**

# SMALL BUSINESS CAPITAL & GROWTH STIMULUS FUND

FSC FIRST CONTINUES TO DEPLOY CAPITAL AND SUPPORT SMALL BUSINESSES ACROSS PRINCE GEORGE'S COUNTY.

## HIGHLIGHTS:

- \$1,623,500 DEPLOYED THROUGH THE SMALL BUSINESS CAPITAL & GROWTH STIMULUS FUND (DIRECT FUNDING & ACCELERATORS)
  - 91 BUSINESSES SUPPORTED ACROSS THE COUNTY (GRANTS & LOANS)
- 26 ACCELERATORS COMPLETED  
3 ACCELERATORS IN PROGRESS



## BUSINESS PLANNING ACCELERATOR

- Helping Our Seasoned Seniors Thrive, District 2
- Elevation Research Services, District 4
- FocusWorks LLC, District 4
- Greywood Group, LLC, District 4
- PCC Enterprises, Inc., District 5
- Dayspring Care Inc , District 6
- Spruce-It-Up Cleaning Solutions, LLC ,District 8
- Mix and Mingle Coffee Lounge, District 9

# LEVEL UP PROGRAM

STRENGTHENING ECONOMIC RESILIENCE THROUGH  
TECHNICAL ASSISTANCE

## KEY INITIATIVES:

- LOCAL PARTNERSHIPS: THE CITY OF LAUREL, GREENBELT AND THE TOWNS OF BLADENSBURG, AND COLMAR MANOR.
- FEDERAL WORKFORCE SUPPORT: ENTREPRENEURSHIP FAIRS IN PARTNERSHIP WITH PGC EDC & EMPLOY PG
- FOUNDERS RISING (MWBC): 8-WEEK PROGRAM SUPPORTING FEDERAL WORKERS TRANSITIONING TO BUSINESS OWNERSHIP.

## KEY INSIGHT:

- WE ARE MEETING UNPRECEDENTED DEMAND WITH EXCEPTIONALLY LEAN RESOURCES.

# CHALLENGES

**Small businesses are navigating a period of economic uncertainty that is impacting access to capital and business support programs.**

- REDUCED LOCAL FUNDING: 5% REDUCTION IN THE FY 2026 COUNTY GRANT AND THE SUNSET OF ARPA FUNDS THAT PREVIOUSLY SUPPORTED TECHNICAL ASSISTANCE.
- GROWING DEMAND: AS TRADITIONAL FUNDING SOURCES TIGHTEN, MORE ENTREPRENEURS ARE TURNING TO FSC FIRST FOR SUPPORT.
- CDFI RECERTIFICATION REQUIREMENTS: NARROWING TARGET MARKETS, LIMITING ELIGIBILITY AND PROGRAM FLEXIBILITY
- FEDERAL COMPLIANCE PRESSURES: INCREASED ADMINISTRATIVE AND REPORTING REQUIREMENTS FROM SBA AND U.S. TREASURY



**Hampton Park Project  
DISTRICT 7**

# THANK YOU



## OUR ADDRESS

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