

UNIVERSITY of MARYLAND
CAPITAL REGION MEDICAL CENTER

Prince
Georges
county

MARYLAND



ECONOMIC
DEVELOPMENT
CORPORATION

FY 2027 Budget Presentation for
PHED Committee Staff

April 6, 2026



OVERRIDING ECONOMIC DEVELOPMENT PRIORITIES



- GROW JOBS IN THE COUNTY FOR COUNTY RESIDENTS
 - GROW THE COUNTY'S COMMERCIAL TAX BASE
 - PRIORITY OF EDUCATING/TRAINING LOCAL SMALL MINORITY BUSINESSES
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Focused Priorities

**Business Attraction,
Retention, Expansion**

**Implementation of
Economic
Development
Strategic Plan**

**Focus on Targeted
Industry Sectors**

**Business Support and
Technical Assistance**

A photograph of three business professionals in an office setting. On the left, a man in a light-colored shirt is shaking hands with a man in a dark suit on the right. A woman in a patterned blouse stands between them, smiling. The background shows a brick wall and a window with blinds. The image has a purple gradient overlay.

PRINCE GEORGE'S
ECONOMIC DEVELOPMENT CORPORATION

Core Services

- Business Community Proponent
- Site Selection
- Economic and Demographic Data
- Leasing and For-Sale contact information
- Permit Assistance
- Targeted Attraction and Retention
- Pre-submission meetings with agencies
- Expedited Services
- Problem Solving and Intervention
- Identification of appropriate incentives
- Marketing, Promotion and Communication
- Networking and Connections

FY2025 Business Expansion Wins



Business Name	Square Footage	Industry	Net New FTE Jobs	Retained Jobs	Location City	Projected Project Cost
BUSINESS EXPANSION WINS						
Visage Dermatology and Aesthetic Center, LLC	5,000	Healthcare	3		Largo	\$3,500,000
CCI Health Services Greenbelt	48,000	Healthcare	5	13	Greenbelt	\$16,500,000
Columbia Associates	5,500	Healthcare	13		Bowie	\$1,000,000
Patient First	6,000	Healthcare	30		Capitol Heights	\$6,500,000
St. John Properties	10,000	Warehouse	30		Bowie	\$1,000,000
High-T-Tech	20,000	Warehouse	40		Beltsville	\$3,000,000
PJ's Coffee Camp Springs	2,372	Restaurant	10		Camp Springs	\$700,000
Scott Enterprises LLC	1,286	Restaurant	10		Bowie	\$450,000
Segall Group	2,200	Restaurant	20		Upper Marlboro	\$1,000,000
El Latino Bakery	2,000	Restaurant	12		Hyattsville	\$250,000
La Colonia LLC	3,600	Restaurant	25		Suitland	\$500,000
11 Projects	105,958		198	13		\$34,400,000

FY2025 Business Expansion Wins



BUSINESS ATTRACTION WINS					
The Glow Plastic Surgery & Aesthetics MedSpa	5,000	Healthcare	20		National Harbor
Refresh Health	950	Healthcare	1		Laurel
Elion Partners	801,524	Warehouse	50		Brandywine
JCM Associates	84,240	Warehouse	100		Upper Marboro
Fish Window Cleaning	500	Warehouse	5		Capitol Heights
Columbia Woodworking of DC	30,000	Manufacturer	120		Capitol Heights
Grocery Outlet	19,000	Retail/Grocer	20		Laurel
Captain White Seafood	3,000	Restaurant	50		Oxon Hill
Raising Cane's ¹	2,000 ⁶	Restaurant	10		Forestville
The Union at Stella	3,500	Restaurant	7		New Carrollton
Rally House	14,000	Retail	2		College Park
La Casita	3,000	Restaurant	25		Laurel
La Casita	20,000	Restaurant	4		Laurel
13 Projects	986,714		414	0	

FY2025 Retention, New Business & Startup Wins



BUSINESS RETENTION WINS						
Transdev Services, Inc	20,000	Transportation	200		Temple Hills	\$2,000,000
WeDriveU	93,770	Warehouse	20	200	Temple Hills	\$2,000,000
2 Projects	113770		220	200		\$4,000,000
NEW BUSINESS START-UP WINS						
Julie Alexandra Living	1,520	Event Planner	2		Upper Marlboro	\$70,000
Marley's Bar and Grill	2,075	Restaurant	25		Hyattsville	\$275,000
Freestate Distillery	3,100	Retail	4		Upper Marlboro	\$600,000
First Steps Early Learning Center	10,044	Child Care Center	38		District Heights	\$250,000
4 Projects	16,739		69	0		\$1,195,000
DEVELOPMENT & REDEVELOPMENT WINS						
Catalyst Healthcare Real Estate	111,276	Healthcare	300		Pensacola	\$63,000,000
Urban Investment Partners	32,000	Real Estate	20		Washington	\$112,000,000
2 Projects	143,276		320	0		\$175,000,000
32 Projects	1,366,457		1221	213		\$271,706,200

MARKETING & BRANDING

16.8K

Social Media
Followers —
44,3K

Up from 32.7K in FY 2024
Weekly Newsletter Readers



- Current PGCEDC Shows
 - Take Out Tuesday
 - Creando Exitos
 - Business Spotlight
 - Expansion Starts Here - The Podcast
 - Healthcare in 60 Seconds



**ARTIFICIAL
INTELLIGENCE**
FOR SMALL BUSINESS WITH UMD
ROBERT H. SMITH, SCHOOL OF BUSINESS

**ARTIFICIAL
INTELLIGENCE**
EMPOWERMENT TRAINING

**CERTIFYPG
& PROSPER**



Prince George's County Economic Development Corporation

ENTREPRENEURS
AND EXPERTS IN RESIDENCE PROGRAM

**PODCAST MEDIA
TRAINING PROGRAM**



**PATHWAYS TO
FRANCHISING**
THE ROAD TO ENTREPRENEURSHIP

**FINANCIAL
FITNESS**
QUICKBOOKS-BASED FINANCIAL TRAINING



International Business Development

Reverse Mission Trip - Cheonan City, Korea
(Nov 2025/April 2026)

Kenya - (tentative) Oct/Nov 2026



Conferences

SelectUSA Conference – May 3-6, 2026 –
Gaylord, National Harbor

ICSC – Las Vegas, May 17-20, 2026



Challenges to Economic Development

- Economic Uncertainty
- Workforce Challenges
- Infrastructure and Real Estate Constraints
- Competitive Market Pressures
- Regulatory & Policy/Legislative Shifts
- Reduced Federal Funding
- Budget Constraints

Regulatory and Policy Shifts

Federal Impacts

- Federal Workforce Cuts
- Potential Sale of Federal Sites
- Broken Leases of Commercial Sites
- Immigration/ICE
- Pause on Grants
- Cancellation of Contracts

State Impacts

- DECADE Act
 - Priority Sectors
 - Job Creation Tax Credit Repeal
 - VLT Funds to MMG
 - Programs Managed by MEDCO
 - Tax on Professional Services
- BFA (Enterprise Zone, Global Gateway Grant)
- Maryland Competitiveness

Navigating the Challenges

- Employ a strategy focused on resilience, adaptation, and growth
- Target business stabilization
- Reskilling federal workers into new opportunities
- Streamlining the regulatory process
- Increased funding and incentives
- Expanded collaboration
- Leveraging collective resources
- **Current perception by the business community of County legislation, zoning and permitting practices creating barriers to the business community**

Economic Development Corporation

Revenue Budget Summary

REVENUES	FY2026 APPROVED	FY2027 APPROVED	FY27-FY26 DIFFERENCE
Base County Grant	\$3,878,600	\$6,111,400	\$2,232,800
County Branding Campaign Request	\$180,000	\$180,000	\$-
Developer Pilot Program ¹	¹⁴		\$-
Total County Grant	\$4,058,600	\$6,291,400	\$2,232,800
Other Revenue	\$1,041,500	\$1,258,500	\$217,000
Total Revenue	\$5,100,100	\$7,549,900	\$2,449,800

Economic Development Corporation

Expenses Budget Summary



Professional Fees	FY2026 APPROVED	FY2027 APPROVED	FY27-FY26 DIFFERENCE
Total Professional Fees	\$482,100	\$643,500	\$161,400

Facilities Expenses			
Total Facilities Expenses	\$239,200	\$239,200	\$

Outreach			
Marketing & Business Development	\$150,000	\$150,000	\$
Advertising & Promotion	\$145,500	\$5,500	\$-140,000
Branding Campaign	\$180,000	\$180,000	\$
Partnership w/Greater Washington Hispanic Chamber	\$20,000	\$20,000	\$
Other Outreach	\$218,900	\$1,148,900	\$930,000
Total Outreach	\$714,400	\$1,504,400	\$790,000

Economic Development Corporation

Staff Expenses Budget Summary



Compensation	FY2026 APPROVED	FY2027 APPROVED	FY27-FY26 DIFFERENCE
Personnel Expenses	\$2,615,000	\$2,758,800	\$143,800
Benefits & Taxes	\$941,500	\$993,300	\$51,800
Total Staff Expenses	\$3,556,500	\$3,752,100	\$195,600

Staff and Board Expenses			
Total Staff and Board Expenses	\$98,900	\$98,900	\$0

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Other Operating Expenses			
Total Other Operating Expenses	\$9,000	\$1,311,800	\$1,302,800

Operating Expenses	\$1,543,600	\$3,797,800	\$2,254,200
Total Expenditures	\$5,100,100	\$7,549,900	\$2,449,800

EDI Fund Transactions

FY2025

Project	Industry	Loan Type	Total Project Costs	EDI Loan Amount	Jobs Retained	Jobs Created
Hospitality Development Company II, LLC	Hospitality	Traditional Loan	\$4,000,000	\$1,750,000	19	3
Blink Charging Co.	Electric Vehicle Charging	Conditional Loan	\$4,000,000	\$120,000	0	75
FRG Real Estate Holdings (Founding Farmers)	Restaurant ¹	Conditional Loan	\$7,855,000 ¹⁷	\$375,000	35	25
COZ Pav LP (Ivy City Smokehouse)	Restaurant	Traditional Loan and Conditional Loan	\$5,735,146	\$1,000,000 Loan, \$2,000,000 Conditional Loan	61	70
Total			\$21,590,146	\$5,245,000	79	202



THANK YOU

Thank you for your continued support and dedication to the growth and success of Prince George's County. Together, through partnership and innovation, we will continue creating opportunities that strengthen our economy and empower our business community.



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