



EDIF SUPPLIER (LSMBE) UTILIZATION REPORT - October 31, 2016

Project	Industry	Loan Type	Total Project Cost (Amount Leveraged)	EDIF Loan Amount	Disposition	Jobs Retained	Jobs Created	Status	Approval Date	Closing Date	Location	Business Status	LSMBE Goals and Utilizations	LSMBE Compliance
Little Caesars	Restaurant	Loan	\$ 433,196	\$ 300,000	Paid Off	0	6	Closed - Funded	7/19/2012	11/5/2012	Bladensburg/ Mt. Ranier	100% minority owned. Business Expansion. This loan is paid off		100% minority owned
Man & Machine Inc.	IT	Loan	\$ 500,000	\$ 500,000	Paying as agreed	19	25	Closed - Funded	7/19/2012	12/4/2012	Landover	100% minority owned. Business Expansion.		100% minority owned
Shankra, LLC	Hospitality	Loan	\$ 15,250,000	\$ 1,200,000	Paying as agreed	0	20	Closed - Funded	6/28/2012	1/31/2013	Camp Springs	100% minority owned. Business Attraction.		100% minority owned
Vocus Inc.	IT	Conditional	\$ 1,250,000	\$ 100,000	Paid Off	415	150	Closed - Funded	10/25/2012	5/30/2013	Beltsville	Business Retention.		
Nash Finch	Food Distribution	Conditional	\$ 39,100,000	\$ 200,000	Complete - Recaptured	36	100	Complete - Recaptured	9/20/2012	-	Landover	Out of State business attraction.		
Information Management Systems	IT	Conditional	\$ 110,000	\$ 110,000	In Compliance	0	150	Closed - Funded	9/20/2012	12/20/2013	Calverton	Out of County business attraction.		
Campus Properties/Strayer	Education	Loan	\$ 9,450,000	\$ 2,500,000	Paying as agreed	74	6	Closed - Funded	1/17/2013	11/5/2013	Suitland	Veteran Owned. Business Attraction.		Veteran Owned.
Eruo Restaurant/Marra Forni	Food Distribution	Loan	\$ 455,000	\$ 455,000	Complete - Recaptured	10	40	Complete - Recaptured	5/31/2013	-	Beltsville	Business Expansion. Compliance with statutory purpose. Specialized equipment purchases could not be sourced locally.		
Bozzuto	Real Estate	Conditional	\$ 6,230,000	\$ 500,000	In Compliance	284	44	Closed - Funded	6/28/2013	11/4/2013	Greenbelt	Business Retention. Commitment to minimum 20% for total cost of tenant fit out of \$6.23 million.	Commitment to minimum 20% for total cost of tenant fit out of \$6.23 million.	
Echo UTC, LLC	Mixed Use/Retail	Loan	\$ 23,516,695	\$ 2,000,000	Paying as agreed	0	100	Closed - Funded	11/8/2013	8/6/2014	Hyattsville	Business Expansion/Attraction.	LSMBE goals consistent with PILOT prgram. Goal of 35% with a 25% minimum for construction costs	
Patak Realty, LLC	Retail	Loan	\$ 3,194,350	\$ 650,000	Paid off	0	67	Closed - Funded	11/8/2013	2/28/2014	College Park	50% woman and minority owned; local small business. Business Expansion. One owner is a County resident. Approved under Special Assistance Amendment		50% woman and minority owned; local small business.
Amare Realty, LLC	Food Service/Catering	Loan	\$ 2,000,000	\$ 750,000	Complete - Recaptured	0	63	Complete - Recaptured	11/8/2013	-	Brentwood	100% minority owned business. Business Attraction.		100% minority owned business.
Leuterio Thomas	Architectural/Engineering	Loan	\$ 450,000	\$ 450,000	Paying as agreed	4	10	Closed - Funded	4/17/2014	8/11/2014	Oxon Hill	75% woman and minority owned business. Business Attraction / Expansion. Approved under Special Assistance Amendment; LSMBE certified company		75% woman and minority owned business.



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Still I Rise, CSS & T, LLC	Healthcare	Conditional	\$ 700,000	\$ 100,000	In Compliance	0	10	Closed - Funded	3/31/2014	7/21/2014	Clinton	100% woman and minority owned business. Business Expansion. Approved under Special Assistance Amendment. LSMBE certified company	Business is a certified business with SDDD, therefore, all of the funding counts towards LSMBE participation	100% woman and minority owned business.
F.G. Development	Healthcare	Conditional	\$ 975,000	\$ 570,000	Disbursing	0	25	Closed - Funded	6/26/2014	11/2/2014	Coral Hills	100% Minority Owned Business Attraction	Construction work performed by County based business	100% Minority Owned
Bates Trucking Company Inc.	Refuse	Loan	\$ 3,000,000	\$ 2,700,000	Paying as agreed	204	18	Closed - Funded	6/26/2014	4/29/2015	Bladensburg	100% minority owned business. Business Expansion. Approved under Special Assistance Amendment. LSMBE certified company	Business is a certified business with SDDD, therefore, all of the funding counts towards LSMBE participation	100% minority owned business.
Little Caesars - College P/Bowie	Restaurant	Loan	\$ 700,000	\$ 200,000	Paying as agreed	0	2	Closed - Funded	6/26/2014	10/2/2014	College Park/Bowie	100% minority owned business. Business Expansion.		100% minority owned business.
Berman Enterprises Construction Group Inc.	Development/Mixed Use	Conditional	\$ 165,392,654	\$ 2,250,000	In Compliance	0	452	Closed - Funded	7/31/2014	10/15/2015	Lanham	Business Attraction.	20% LSMBE Goal of Developers Total Project Building Cost	24% expended on LSMBE to date. Currently there has been \$14.06 expended and \$3.41 MM expended with LSMBEs
Blue line Security Services, LLC	Security Services	Conditional	\$ 450,000	\$ 50,000	In Compliance	140	120	Closed - Funded	8/28/2014	12/23/2014	Landover	Certified County-Based Business. Approved under Special Assistance Amendment. LSMBE certified company	Funds used for working capital.	Certified County-Based Business
Bowie Marketplace/BE Bowie LLC	Retail	Conditional	\$ 22,000,000	\$ 1,000,000	In Compliance	0	125	Closed - Funded	7/31/2014	10/15/2015	Bowie	New Business	20% LSMBE Goal of Developers Total Project Building Cos of \$9,560,488.00.	Berman and their GC, Chesapeake, has committed contracts totaling \$ 3,861,205.00 of the (40%) of the \$9,569,488 award to LSMBE businesses in the County. As of June 30th, there has been \$3,269,806 expended with LSMBEs
Lyon Bakery, Inc.	Commercial Bakery	Loan	\$ 11,750,000	\$ 1,000,000	Paying as agreed	0	125	Closed - Funded	8/28/2014	12/23/2014	Hyattsville	Business Attraction.		NA
Golden Leaf Farm, LLC	Vineyard/ Manufacturing	Conditional loan /Loan	\$ 152,300	\$ 145,000	Terms met: loan forgiven	2	1	Closed - Funded	9/25/2014	3/28/2016	Brandywine	100% Locally Owned Company. 50% Woman Owned. Business Expansion. Approved under Special Assistance Amendment		100% Locally Owned Company. 50% Woman Owned.



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Thompson Creek	Manufacturing	Conditional	\$ 30,996,000	\$ 250,000	In Compliance	330	150	Closed - Funded	9/25/2014	11/24/2014	Upper Marlboro	Business Retention	Agreed to \$1,250,000 in LSMBE participation.	Thompson Creek targeted \$4,124,377 with business domiciled in the County.
Hampton Park/ Central Gateway CDC	Real Estate Development	Loan	\$ 217,917,278	\$ 1,800,000	Paying as agreed	0	572	Closed - Funded	1/29/2015	4/22/2016	Capitol Heights	Minority ownership and management. Business Expansion	A goal of 30% with a minimum of 20%, and an employment commitment of 30% for County residents	
Susan Gage Caterer	Food and Beverage	Conditional/Loan	\$ 4,600,000	\$ 600,000	Paying as agreed	110	25	Closed - Funded	3/26/2015	11/3/2015	Landover	Business Retention	Retain 40% County Residents; Commits to a 40% County resident minimum of the 25 jobs that will be created. Goals consistent with PILOT	Susan Gage Caterer is headquartered in Prince George's County. With regard to their EDIF Loan and contracting with certified county based businesses; the list of work directed toward County Based Businesses is forthcoming.
Aquilent	Technology	Conditional	\$ 1,200,000	\$ 250,000	Complete - Recaptured	235	75	Complete - Recaptured	7/9/2015		Laurel	Business Expansion	Complete - Recaptured	Due to the fact that Aquilent is leasing property, the construction work was done by the Landlord. However, of the \$3,635,000 of the renovation costs, \$471,868.40 was contracted to LSMBEs.
Metropolitan Meats	Manufacturing	Conditional	\$ 5,312,000	\$ 85,000	Complete - Recaptured	150	15	Complete - Recaptured	7/9/2015	-	Landover	New Acquisition and relocation to the County	30% (of non- specific Sysco work) to LSMBEs and agreed to 35% of Prince Georges County residents for new jobs.	Metropolitan Meat has surpassed the \$120,000 (30% of the non-specific Sysco work) to LSMBEs. Final payment to LSMBEs as of November is \$138,175.61
Beltville Land	Food Distribution	Loan	\$ 1,860,335	\$ 200,000	Recaptured	0	30	Complete - Recaptured	9/24/2015	-	Beltville	Business Attraction.	Recaptured	
Flexel	Research and Development	Conditional	\$ 9,250,000	\$ 250,000	In Compliance	9	38	Closed - Funded	9/24/2015	4/8/2016	College Park	Business Retention	UMD is coordinating construction	Flexel has agreed to use LSMBEs as a first source when the opportunity exist for contracting and services.
Kogok Corporation	Manufacturing	Loan	\$ 800,000	\$ 400,000	Paying as agreed	343	33	Closed - Funded	9/24/2015	12/10/2015	Forestville	Equipment Purchase	Equipment purchase could not be sourced locally.	Certified County Based Business and have been submitted as suppliers for other potential County contracts.
Kane Company	Distribution & Transportation	Conditional	\$ 11,132,241	\$ 150,000	Complete - Recaptured	100	40	Complete - Recaptured	9/26/2015	-	Lanham	Business Expansion	Complete - Recaptured	



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UPS	Shipping	Conditional	\$ 18,000,000	\$ 100,000	Complete - Recaptured	1019	15	Complete - Recaptured	9/27/2015	-	Laurel	Business Expansion	Committed to 50% of the demolition and construction cost, (\$3 million) to be performed by LSMBE.	Demolition and construction work proposed by UPS to expand the campus is being performed by a certified CBB, NARDI after an extensive bid process. The language in their financial contract was to ensure the 50% of demolition was to be completed by CBB but 100% of the contract has been awarded to NARDI. NARDI has also committed to sub-contract portions of the work to certified CBB.
2U	Education/Tech	Conditional	\$ 15,000,000	\$ 1,500,000	Approved - Not funded	650	665	Approved - Not funded	12/17/2015		Lanham	Business Retention	Best Efforts to meet 15% local hiring; Working with Davis Construction to meet unspecified LSMBE goals	
Safeway Inc.	Food Distribution	Conditional	\$ 14,467,850	\$ 500,000	Approved - Not funded	625	15	Approved - Not funded	5/26/2016		Upper Marlboro	Business Retention	Best efforts to meet 20% LSMBE on construction	
Creative Sign Services	Manufacturing	Conditional	\$ 905,000	\$ 115,000	Approved - Not funded	37	9	Approved - Not funded	5/26/2016		Beltsville	Business Retention	Landlord improving property; Best efforts to meet 35% LSMBE.; Commitment of 35% for local hiring	
F.G. Development Corp	Healthcare	Conditional	\$ 91,000	\$ 91,000	Approved - Not funded	0	0	Approved - Not funded	5/26/2016		Coral Hills	100% Minority Owned Business Attraction	Construction work performed by County based business	
The Shops at Iverson	Real Estate Dev/Retail	Loan	\$ 57,702,287	\$ 4,000,000	Approved - Not funded	150	150	Approved - Not funded	6/30/2016		Temple Hills	Business Expansion	Best Efforts to meet 75% local hiring; Commitment of 40% LSMBE on construction	
EDI Fund CAP Program	N/A	N/A	\$ -	\$ 1,000,000	N/A	0	0	Approved - Not funded	6/30/2016		N/A	N/A	Overall goals of the program is to maximize LSMBE and economic development metrics	N/A
Hospitality Development Company III, LLC	Hospitality	Loan	\$ 27,138,666	\$ 1,400,000	Approved - Not funded	0	87	Approved - Not funded	9/22/2016		Bowie	Minority ownership. Business Attraction.	LSMBE commitment of 40% for construction and 100% on local hiring.	
Totals			\$ 723,431,852	\$ 30,421,000		4946	3578							