



PRINCE GEORGE'S COUNTY GOVERNMENT
OFFICE OF MANAGEMENT AND BUDGET



Aisha N. Braveboy
County Executive

MEMORANDUM

DATE: March 30, 2026

TO: Sylvia King
Senior Legislative Budget Officer

THRU: Angela Fair-Baker, Director *ajb*
Office of Management and Budget

FROM: Leslie W. Graves, President and CEO
Experience Prince George's

To facilitate an efficient and effective budget review and reporting process, we are submitting a request for budgetary information. Please respond to the questions and complete the following tables with the appropriate information. In some cases, we have populated the tables with available known data. In instances where the tables need to be re-sized or modified to accommodate additional information, please feel free to do so.

DOCUMENTS REQUESTED

1. Please provide a digital copy of Experience Prince George's (ExPG)'s most recently available audited financial statements, including any management letters that were issued.

The Experience Prince George's FY 2025 Financial Statements are pending.

2. How has the government affairs firm hired last year to assist with legislative matters assisted ExPG to develop a plan for maintaining continuity of funding considering anticipated financial shortfalls over the next two (2) fiscal years?

Yes, we continue to work with the government affairs firm to secure additional funding.

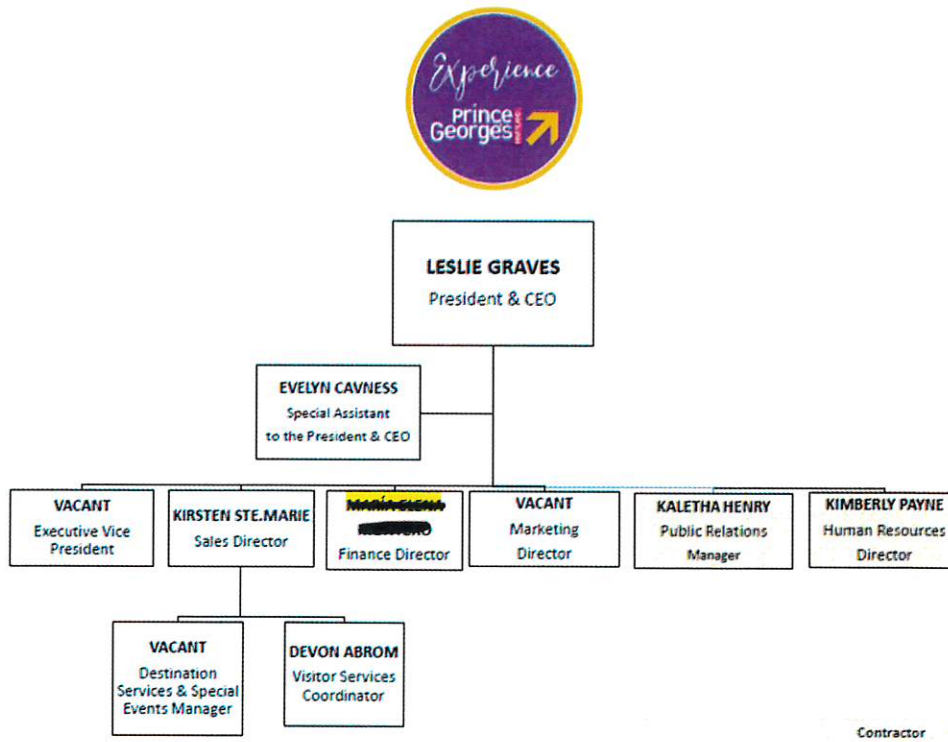
- a. How successful has the "Meet In Maryland" tourism collaboration been for ExPG?

Meet in Maryland is funded by the Office of Tourism Development within the Commerce Department for the State of Maryland. Funding this year will be managed by Montgomery County.

The partnership between Visit Annapolis & Arundel, Visit Baltimore, Visit Howard, Visit Montgomery, and Ocean City has provided an excellent opportunity for destinations like Prince George's that have very limited funding to leverage its tourism neighbors and partners to magnify our position in the marketplace.

3. Please provide a list of current ExPG member organizations.

ORGANIZATIONAL CHART



BUDGET

4. Provide, by line-item detail, ExPG's revenue history in the chart below. Additionally, please provide a brief explanation for large differences between FY 2026 Approved and FY 2027 Proposed and where FY 2026 Estimate levels exceed FY 2026 Approved amounts.

REVENUES			
Source	FY 2026 Approved	FY 2026 Estimate	FY 2027 Proposed
Other County Sources of Income	\$920,000	\$920,000	\$0.00
Hotel Tax Proceeds - CB-077-2016	\$603,100	\$603,100	\$603,100
Total County Contributions	\$1,523,100	\$1,523,100	\$603,100
State of MD Grant Funds	\$90,000	\$86,100	\$90,000
Membership Dues/ Sponsorships/Fundraising	\$35,000	67,100	\$35,000
Cooperative Marketing & Promotions	\$15,000	\$8,400	\$15,000
State Marketing Grant	\$0	\$112,300	\$0
Miscellaneous Income	\$0	\$1,500	\$0
Total Revenues	\$1,663,100,	\$1,798,500	\$743,100

5. Please provide the amount of grant funding that was returned in FY 2025. How much is at risk of being returned in FY 2026? Please include the reason(s) why any grant funds were returned.

N/A

6. Identify any grant applications pending or in progress.

N/A

As the Destination Marketing Organization for Prince George's, ExPG automatically receives a portion of a formula-based reimbursed grant, funded from the State of Md.

7. To what extent is the Department able to meet its financial and programmatic grant reporting requirements in FY 2026 to date?

ExPG will meet all required programmatic and financial requirements.

COMPENSATION

Staffing

8. Provide the number of full-time and part-time staff and list the number and title of positions funded in part or in full by County sources.

County-Funded Staff		
#	Title	FT or PT
1	President & CEO	FT
2	Executive Vice President	FT
3	Special Assistant	PT
4	Sales Director	FT
5	Finance Director	FT
6	Visitor Services Coordinator	PT

9. Please share any new positions or any changes to existing positions.

None

10. How many vacancies does ExPG currently have?

None

OPERATING EXPENSES

11. Provide, by line-item detail, ExPG's expenditure history in the chart below.

EXPENDITURES			
Category	FY 2026 Approved	FY 2026 Estimate	FY 2027 Proposed
Compensation	\$ 553,800	\$458,000	\$456,000
Fringe	\$ 45,000	\$20,900	\$23,800
Operations	\$1,064,300	\$1,319,600	\$263,300
Total Expenditures	\$1,663,100	\$1,798,500	\$743,100

12. Please provide a brief explanation for large differences between FY 2026 Approved and FY 2027 Proposed budget.

The FY 2027 Proposed budget has a reduced county grant contribution.

13. Please provide a brief explanation for when FY 2026 Estimate levels exceed FY 2026 Approved amounts.

N/A

14. Please complete the table below for all ExPG's currently executed contracts; planned and not yet executed contracts; and all planned contracts.

See question #16

15. Please provide a schedule that reflects all equipment, property, and other leases included in ExPG's proposed FY 2027 budget. Include the name of each lessor, the budgeted lease amount, and the purpose of each lease.

None

WORKLOAD AND PERFORMANCE TRENDS

16. How successful has the new Board of Directors been at helping to bring in new tourism

Board Members have been success at helping to bring in new tourism – Md Sports

Contracts									
Vendor/ Contractor Name	1 = MBE 2 = CBB 3 = CBSB 4 = CLB Unknown	Summary of Contract Services	FY 2026 Approved Budget					FY 2027 Proposed Contract Amount	
			FY 2026 Approve d Budget	FY 2026 Actual/ Estimated Contract Amount	Current Contract Term (month/ year - month/ year)	Number of Additional Option Years Available	Contract Status: Executed (E), Planned Not Executed (PE)	FY 2027 Proposed Contract Amount	Funding Source: General Fund (GF), Grants (GR), Other Fund (OF)
Granicus	unknown	Website CRM and CMS	\$77,000	\$76,944	Oct 2027	Based on funding	E	\$77,000	OF
Hartford	unknown	Fidelity Bond 401k	\$90.00	\$90.00	05/2028	Based on funding	E	\$90.00	OF
RPC	unknown	401k platform	\$1,650	\$1,650	06/2028	Based on funding	E	\$1,650	OF
Hartford	unknown	Insurance Policies	\$5,428	\$5,428	12/2028	Based on funding	E	\$5,428	OF
Insperity	unknown	Human Resources platform (payroll)	\$6,924	\$6,924	07/2028	Based on funding	E	\$6,924	OF
Kelly Benefits	unknown	Healthcare Broker	\$24,942	\$24,942	12/2028	Based on funding	E	\$24,942	OF
GRF CPA & Advisors	unknown	External accountant providing financial Statements & tax compliance report	\$15,000	\$15,000	06/2028	Based on funding	E	\$15,000	OF
GreenSpring	unknown	Design & production of the Visitors Guide	\$25,000	\$25,000	06/2027	Based on funding	E	\$25,000	OF
TDS Brochure Distributors	unknown	Visitor Guide Distribution Services	\$19,000	\$19,000	12/2027	Based on funding	E	\$19,000	OF
CoStar	unknown	Destination Research	\$10,939	\$10,939	0/2028	Based on funding	E	\$10,939	OF
Total			\$185,973	\$185,917				\$185,973	

Commission, MGM, Tanger UMD, CP Marriott Conference Center, DoubleTree Laurel, etc.

17. Discuss ExPG's efforts to partner with outside organizations to meet its goals for FY 2027.

- a. ExPG works closely with destination marketing organizations (DMOs) in other areas of Maryland
- b. ExPG works closely with all full- services & limited-service hotels
- c. ExPG works closely with MNCPPC
- d. ExPG partners with the MD Office of Tourism Development

18. Please identify any impacts that the proposed Maryland State budget may have on ExPG's programs and operations.

If the State cuts the Tourism Development Board's annual budget, the state formula-based reimbursed grant provided to Experience Prince George's annually may not be available, or at best, severely reduced.