

MEMORANDUM

TO: City Council

FROM: Alfred D. Lott, ICMA-CM, CPM
City Manager

SUBJECT: ***Status Report***

DATE: December 12, 2019

Status Report

1. Bowie Advisory Planning Board Hearing on Pecan Ridge

On Tuesday, the Bowie Advisory Planning Board (BAPB) conducted public hearing on Preliminary Plan #4-19003 for the Pecan Ridge subdivision, a proposed single-family detached lot development containing 80 dwelling units at the end of Lloyd Station Road, adjacent to the WB & A Trail. A total of nine speakers addressed the BAPB during the public hearing, eight of whom were opposed to the project, primarily due to traffic safety and school impacts. At the conclusion of the hearing, the BAPB voted 3-1 (Schuettler against) to support the staff recommendation of approval with two conditions. Vice-Chair Terry Rogers made the motion to approve, which was seconded by Ms. Lisa Avery. This application is scheduled for a City Council public hearing on January 6th.

2. Economic Development Committee (EDC)

The EDC held their regular meeting Wednesday and heard about four small business assistance programs available in the City. The handouts are attached.

Maryland Woman's Business Center (MWBC) - Ms. Angie Duncanson

The MWBC is a program sponsored by the Small Business Administration (SBA). It is an organization dedicated and tailored to the building of woman entrepreneurs within the state of Maryland. They advise on matters such as creating a Business Development Plan, Start-up Assistance, Financing and much more.

Small Business Development Center (SBDC) - Mr. Mark Wells

The SBDC is a program that is dedicated to the development of entrepreneurs and small businesses. It offers courses and training in order to assist with the advancement of the business community. Examples of their services are Networking Opportunities, Business Plan Development, Financial Analysis, Consulting and much more.

Procurement Technical Assistant Center (PTAC) - Mr. Richard Paden

The PTAC's purpose is to assist Maryland businesses with preparation and engagement in the procurement process with federal, state, and local government agencies. They also offer a wide variety of training dedicated to helping business owners acquire the skills they need to pursue government contracts.

Bowie Business Innovation Center (Bowie BIC) - Ms. Lisa Smith

The Bowie BIC is an organization dedicated to strengthening the entrepreneurial ecosystem to support innovation and growth of diverse businesses in multiple industries within the City of Bowie and Prince George's County area. It is also the largest concentration of business scale-up resources for technology companies and government contractors in Prince George's County. It offers on-site business counseling, mentoring, business support, meeting facilities, client promotion and much more.

The next meeting of the EDC is January 8, 2020

ADL: lfr
Attachment

The Maryland Women's Business Center (MWBC) helps start, sustain, and grow women-owned enterprises. Its vision is to be a regional leader in building successful and innovative women-owned enterprises that stimulate job growth and overall economic development through training, counseling, and access to resources.

Angie Duncanson is MWBC's Senior Business Counselor and Trainer for Prince George's County. She has over 10 years of experience in the field of economic/business development having worked as a Small Business Specialist for Prince George's County Economic Development Corporation and as a Business Consultant/Trainer for Maryland Small Business & Technology Development Center.

The MWBC's office hours are Monday through Friday from 9:00 am to 5:00 pm. They are located at the Bowie Business Innovation Center (Bowie BIC), 14000 Jericho Park Road, Suite 2312, Bowie State University, Bowie, MD 20715. Please contact Angie for an appointment. Walk-ins are not recommended. Contact Angie at 301-383-1550 ext.104 and/or angie@marylandwbc.org. Check out their website at www.marylandwbc.org for training information, under the "Services" tab.

The Maryland Small Business Development Center (SBDC) Network provides small business owners with access to trusted business advisors who have experience in starting and growing businesses. They offer expertise and keen insight essential to helping them manage their concerns today, and design solid long-range plans to secure their visions of tomorrow.

The Maryland SBDC is an accredited member of a national network. In addition to our support of small business development, the SBDC is also accredited to provide intellectual property and technology commercialization assistance to businesses in the Hi Tech industry.

Mr. Mark Wells is the dedicated assigned Maryland SBDCBD Business Consultant and Trainer for the City of Bowie and Prince George's County. Mr. Wells has over 20 years of banking and business management consulting. He is also a long-term City of Bowie resident and a graduate of Bowie State University.

The Maryland Small Business Development Center's office locations and hours are Monday and Tuesday at the University of Maryland College Park from 9:00 am to 5:00 pm, Wednesday and Thursday at the Bowie Innovation Center (Bowie BIC), Bowie State University and Bowie City Hall on Friday from 9:00 am to 4:00 pm. Mr. Wells can be reached at 301-403-8300 Ext. 18 or email at mwells14@umd.edu. You can also use www.marylandsbdc.org to learn more about SBDC capabilities and view its diverse business training calendar.

The Maryland Procurement Technical Assistance Center's (MD PTAC) mission is to assist Maryland businesses prepare for and engage in the procurement process with federal, state and local government agencies. Our program is funded in part by the Department of Defense through the Defense Logistics Agency's Office of Small Business Programs, the Maryland Department of Commerce, the University of Maryland, the City of Bowie, Hartford County and other local partners.

A business is eligible to receive counseling services from the MD PTAC, provided that it has a product or service that has a reasonable expectation of being procured under government contract. There is no cost to the business owner who receives counseling. Our services include but are not limited to: Information on federal/state/local procurement actions; Advice for obtaining and responding to solicitations; Market research to identify government agencies who buy your products or services; Help in identifying subcontracting opportunities and procurement resources; Assist in understanding government policies and regulations; Pre/post-award contract assistance; and Assistance with all government registrations.

The MD PTAC provides counseling staff every Tuesday to assist businesses with government contracting at the Bowie City Hall and at the Bowie Business Incubator located at Bowie State University. For more information on how to register to become a client contact Richard Paden at 443-315-7000 and/or rpaden@umd.edu, go to the MD PTAC website: www.mdptac.org

The Bowie Business Innovation Center (Bowie BIC) is a diverse, entrepreneurial business accelerator program where growth-oriented technology companies and government contractors in the City of Bowie and Prince George's County access mentoring, technical assistance, counseling, and connections to partners and capital to accelerate their business growth. Headquartered at the Center for Business at Bowie State University, Bowie BIC is the only business accelerator in Maryland located at a historically black college (HBCU).

In addition to its core business acceleration program, Bowie BIC is a hub for business training, counseling and networking events for more than 700 Prince George's County entrepreneurs building companies from the idea stage through growth and maturity each year. Professional counselors from the Maryland Women's Business Center (MWBC), the Small Business Development Center (SBDC) and the Procurement Technical Assistance Center (PTAC) provide free business counseling services by appointment each week at Bowie BIC. Bowie BIC also offers a monthly calendar of business counseling training and networking events for the County's business community. Bowie BIC is a Maryland non-profit organization funded through public/private partnerships with the Prince George's County Council, the City of Bowie, Maryland Technology Development Corporation (TEDCO) and the corporate community.

For more information on events and business resources, please visit the Bowie BIC website www.bowiebic.com. To apply to join the Bowie BIC Accelerator Program or to arrange a tour of Bowie BIC, please contact Bowie BIC Director of Operations Crystal Clark crystal.clark@bowiebic.com or Executive Director Lisa Smith lisa.smith@bowiebic.com

FY19 Year-End Report for City of Bowie

Total Clients served = 185

Clients Counseled = 118

Training Attendees = 67

Total Counseled Clients Business Ownership = 83

Majority Women-owned = 83

Minority-owned = 75

Veteran-owned = 9

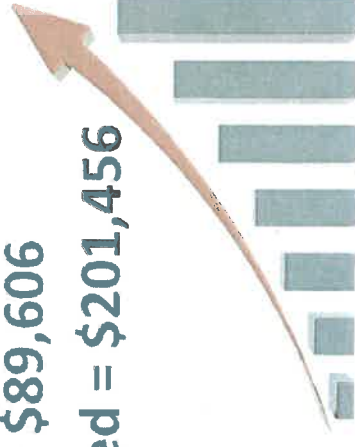
Client Zip Codes = 20715, 20716, 20718, 20720, 20721

Client Average Income = \$74,408

Top Five Assistance Requests = Business Plan Development, Management, Certification & Government Contracting, Legal Issues, Marketing & Sales, Start-up Assistance, and Financing

Economic Impact Outcome:

- **Business Starts = 8**
- **Jobs Created/Retained = 182**
- **Sales Increase = \$620,978**
- **Capital Infusion = \$89,606**
- **Contracts Awarded = \$201,456**



Assistance for Entrepreneurs & Small Businesses



The Maryland Small Business Development Center Network is dedicated to providing one-stop assistance to the area's business community.

Our comprehensive services include:

- Start-up Assistance
- Business Plan Development
- Networking Opportunities
- Financial Analysis
- Consulting (At No Cost To You)
- 8 (a)/SDB/MBE Certification Training
- Federal and State Contracting Assistance
- Specialized Retail and Restaurant Assistance
- Loan Packaging
- Strategic Planning
- Demographic/Marketing Assistance
- Executive Training Program
- Technology Commercialization
- Import/Export Assistance
- Business Valuation

And More!

AMERICA'S
SBDC
MARYLAND

— CORRIDOR REGION —

*Accredited to provide technology
commercialization assistance.*

5 Regional Offices Statewide to
serve Maryland's Small Businesses

Visit us online at:

www.marylandsbdc.org



For assistance, call:

(301) 403-0501

***We want to help
your business grow!***



The Maryland SBDC Program is funded in part through a Cooperative Agreement with the U.S. Small Business Administration. It is also supported by the Maryland Department of Business and Economic Development and funded by the state of Maryland and the University of Maryland.

Assist and Win



ECONOMIC IMPACT

MDPTAC AT A GLANCE*



1,911
COUNSELING HOURS



\$85 MILLION
IN CONTRACT AWARDS



6,442
TRAINING & OUTREACH ATTENDEES

*FY '18

BECOME A BEACON OF SUCCESS

The goal of the Maryland Procurement Technical Assistance Center (MDPTAC) is to assist Maryland businesses to prepare for and engage in the procurement process with federal, state and local government agencies, as well as training and outreach programs to help business owners acquire the skills they need to pursue government contracts.

Founded in 2002, the MDPTAC is one of many Procurement Technical Assistance Centers (PTACs) nationwide. MDPTAC is located at the University of Maryland in College Park. The program is funded in part by the Department of Defense through the Defense Logistics Agency's Office of Small Business Programs, the Maryland Department of Labor, Licensing and Regulations, the University of Maryland and other local partners.

The MDPTAC's partnership with economic development groups throughout the state has increased the number of jobs created and jobs retained in Maryland. Since our primary mission is providing contracting and procurement technical assistance to businesses in the state, the number of capable Maryland firms participating in the government marketplace has also increased. For more information visit our website: www.mdptac.org.

CLIENT SUCCESS STORY

After receiving counseling from an MDPTAC Counselor, Baltimore based business, Matos Builders, were awarded a \$4 million sole source IDIQ to renovate laboratories at Army Research Laboratory as well as a \$98,000 job to repair a roof for GSA. Matos credits the Maryland PTAC for significantly contributing to their success.

5825 University Research Court, Suite 1300
College Park, Maryland 20740
Email: ptapadmn@umd.edu
Phone: (301)-405-6550
Fax: (301)-314-6550
Web: mdptac.org
Social: @MDPTAC

THE MDPTAC ROAD TO SUCCESS

At Maryland PTAC, we will provide an A to Z road map to contracting success tailored to your specific business needs.

CONNECT

Introductory session with your PTAC Counselor

EVALUATE

We evaluate your contracting readiness

STRATEGIZE

We tailor a plan for your business success

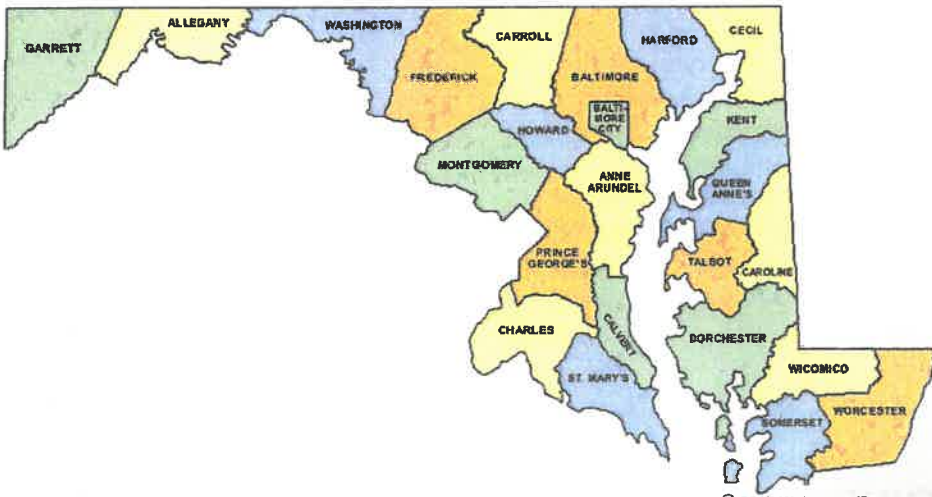
EXECUTE

Your plan is finalized and put into motion

SUCCESS

We continue to work with you to provide expertise and support.

LOCATIONS WE SERVE



SPONSORS



Assist and Win



This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency (DLA)

Assist and Win



MARYLAND PTAC

PROCUREMENT TECHNICAL
ASSISTANCE CENTER

COUNSELING IT'S WHAT WE DO



CLIENT TESTIMONIALS

“I wanted to take a second to thank you for so much of your time yesterday. Your expertise, knowledge and willingness to help me will certainly make a HUGE difference for me and our company.”

- Sheila Meshanko, Legacy Business Cultures

“Finally got DUNS and SAM and Cage Code straight. Couldn't have done it without you! Thank you! Thank you! Thank you!”

- David Howe, Institute of Maritime History

BECOME A BEACON OF SUCCESS

The Maryland Procurement Technical Assistance Center (MDPTAC) provides counseling to Maryland businesses, a state with over 580,000 businesses of all sizes, in the government contracting arena.

The MDPTAC has played an instrumental role in expanding the number of businesses participating in government contracting across the state of Maryland. A business is eligible to receive counseling services from the MDPTAC, provided that it has a marketable product or service having a reasonable expectation of being procured under a government contract or purchase order. There is NO COST to the business owner who receives counseling.

PRODUCTS AND SERVICES

- Information on federal/state/local procurement actions
- Advice for obtaining and responding to solicitations
- Market research to identify government agencies who buy your products or services
- Help in identifying subcontracting opportunities and procurement resources
- Assistance in understanding government policies and regulations
- Pre/post-award contract assistance
- Assistance with e-Commerce
- Other technical procurement support available

BID MATCH SERVICES

Additionally, for a nominal fee, the MDPTAC provides electronic bid matching services to assist firms in locating international, federal, state and local opportunities pertinent to their business in the government space.

5825 University Research Court, Suite 1300
College Park, Maryland 20740
Email: ptapadmn@umd.edu
Phone: (301)-405-6550
Fax: (301)-314-6550
Web: mdptac.org
Social: @MDPTAC

PARTNER TESTIMONIALS

“I wish to thank you and all the participants for a most enjoyable, worthwhile, and educational outreach event yesterday. I am grateful to have met the very involved and proactive businesses who attended, and am pleased to see Maryland's PTAC so robustly serving the business needs of all wise enough to engage with you.”

– Kent Hibben, US Department of Energy

“It's been amazing meeting business owners at this PTAC event... A local Maryland business told me they started off with \$2k in annual revenue and with the help of the Maryland PTAC and PCEDC they grew their revenue to \$2million and now have 25 employees which brings more wealth to the county.”

– John Mason, Director of Business Development, Prince George's County Economic Development Corporation

CLIENT SUCCESS STORY

Baltimore based business, **Matos Builders**, began with high hopes of winning millions of dollars of work in their first year. Unfortunately, reality set in as that first September came and went with no success at all. During this very trying time, MDPTAC counselor, **Arthenia LeFlore**, exceeded expectations as she functioned as a motivational coach in conjunction with her role as a procurement counselor. Her positive attitude and encouragement were a critical influence on the morale of the partners at Matos. One year later they were awarded a **\$4 million** sole source IDIQ to renovate laboratories at the Army Research Laboratory. Additionally, they were awarded a **\$98,000** job to repair a roof for GSA. Matos credits the Maryland PTAC for significantly contributing to their success.

ARE YOU READY?

- ✓ Is your business registered with the state of Maryland?
- ✓ Does your business have past performance?
- ✓ Has your business been in existence for at least 2 years?
- ✓ Does your business have a registered Data Universal Numbering System (DUNS) number?

BECOME A CLIENT TODAY

Kick start your business success today! Let us help you achieve exponential growth.

Sign up for your first counseling session at www.mdptac.org.
(It's FREE and confidential)

SPONSORS



Assist and Win



This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency (DLA)



5825 University Research Court, Suite 1300
College Park, MD 20740
Phone: (301) 405 6550
Website: mdptac.org



We are glad that you have expressed an interest in Maryland PTAC Events. We invite you to sign up for as many courses as you would like. Please visit our website mdptac.org to register for courses and become a client.

UPCOMING CLASSES

DECEMBER

12/17 Marketing to the EPA

Annapolis, 10am – 1pm

12/18 Cost Proposal Development

Columbia, 10am – 2pm

12/18 Group Training for Potential Government Contractors

Baltimore, 10am – 12pm

JANUARY

1/15 Group Training for Potential Government Contractors

Baltimore, 10am – 2pm

1/16 Navigating the Use of Non Disclosure & Teaming Agreements

Webinar, 10am – 11am

1/21 Introduction to SBIR

College Park, 10am – 12pm

FEBRUARY

2/4 Costing Strategies in a Low Ball World

Webinar, 10:45am – 12pm

2/12 Managing Payroll for Government Contractors

Columbia, 10am – 12pm

2/19 Group Training for Potential Government Contractors

Baltimore, 10am – 12pm

2/27 Size & Affiliation. Is your Small Contracting Business Actually Small?

Webinar, 10am – 11am

A HAPPY PTAC CLIENT!

Your expertise, knowledge, and willingness to help me will certainly make a HUGE difference for me and our company. - Sheila M



Growing Businesses in Bowie

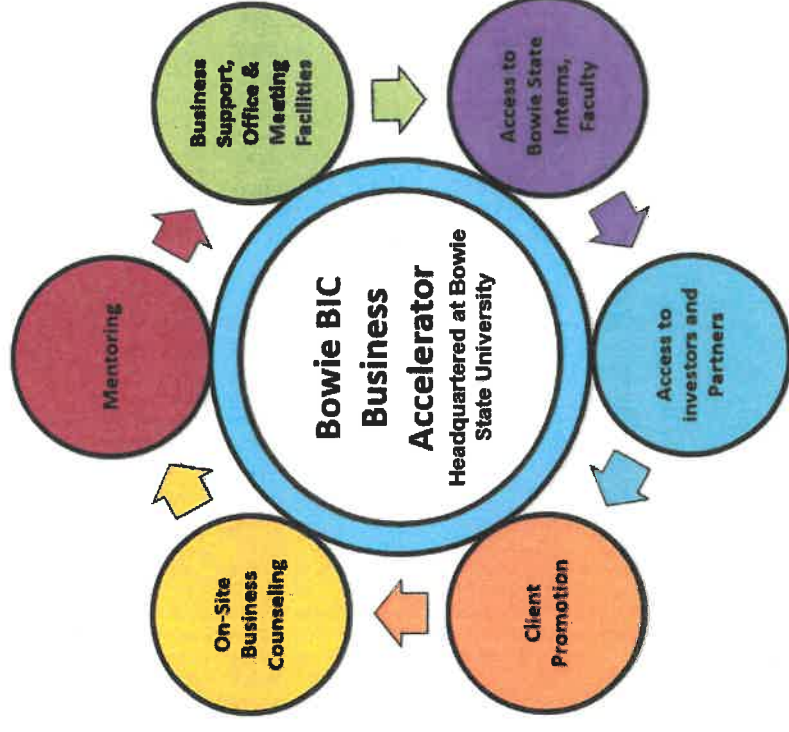
City of Bowie EDC
December 11, 2019



Bowie BIC Drives the Bowie Entrepreneurial Ecosystem

Bowie BIC is the largest concentration of business scale-up resources for technology companies and government contractors in Bowie and in Prince George's County.

Bowie BIC is the only Business Accelerator in Maryland located at an HBCU.



Bowie BIC Vision and Future

Build a dynamic entrepreneurial ecosystem to support innovation and the growth of diverse businesses in vibrant industry sectors in the City of Bowie and Prince George's County.

Coordinate and develop the business support services that help Bowie businesses increase their impact on economic development and wealth creation in Bowie and in the region.

Support and connect Bowie State University initiatives, such as the Entrepreneurship Academy, with the City of Bowie and the region's entrepreneurial ecosystem to drive increased economic impact.

Recognition for Ecosystem Building

“The success of the Bowie Business Innovation Center is proof that accelerators and incubators empower underserved entrepreneurs and innovators to build and grow successful businesses.”



U.S. Senator Ben Cardin (D-Md.) unveiling the Uplift legislation at Bowie BIC on October 28, 2019 to foster innovation and ecosystem development in underserved communities by providing HBCU's with more resources to expand incubators and accelerators.



Bowie BIC By the Numbers (2019 YTD)

18

BIC Accelerator &
Graduate Companies

512

Jobs Generated by
Clients and Graduates

\$40.6

Revenues Generated by
Clients and Graduates

32

8(a) Accelerator
Clients

\$11.5M

Revenues Generated by
8(a) Accelerator Clients

1,296

Entrepreneurs Participating
in All Bowie BIC Programs

7

On-Site
Counselors/Advisors
Monthly

2

Management and
Operations Team

10

Bowie State
University Interns
(BIC, Clients, Board)



Added Value for Bowie Businesses

Business Accelerator • 8(a) Accelerator • Co-Working

- Business Accelerator/Co-working Space
- 8(a) Accelerator Program
- BSU Student Internships and Practicums
- On-site Business Counseling
- Business Technical Advice (accounting/legal)
- Access to Capital and Proprietary Databases
- Workshops, Networking and Meetups



Added Value for Economic Impact

- **Sage Services Group**
(professional services) is a BIC graduate who just won a \$250K NASA contract.
- **Ops Tech Alliance**
(cybersecurity services) is the fastest growing client--adding 300 new jobs in September 2019 with a 5-year \$30M DHS contract. Named an Inc. Fast 5,000 Company in 2018 and 2019.
- **foodresource**
(ingredient, labeling, regulatory consulting) is in a niche with exponential potential in the growing global food industry.



Four Signature Programs

Innovate Bowie



"Capital Matters" Breakfasts

8(a) Accelerator



Trailblazer Awards

America's First 8(a) Accelerator

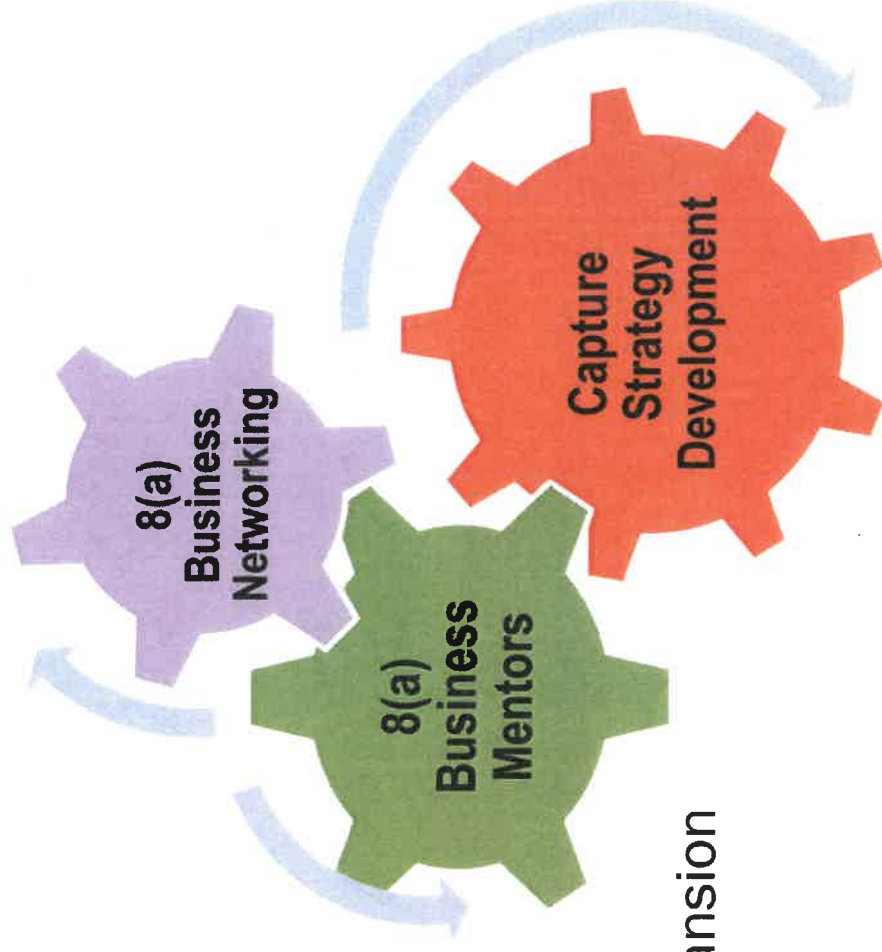
2019 Spring and Fall Cohorts

- 32 8(a) Companies Participated
- Capital One Sponsorship
- Collaboration with SBA
- New Contracts Won YTD: \$11.5 M
- 8(a) Community Connections



8(a) Accelerator Winning Edge

- Capture Strategy Development
- One-on-one 8(a) CEO Mentoring
- Business resource Access
 - Market intelligence
 - Legal expertise
- Teaming/Advisory Network Expansion



Bowie BIC Board Leadership



Mark Lawrence
Inncuvate Consulting

Chair



Sherman Ragland
RealInvestors

Vice Chair



Charlene Wade
Workforce Resources

Secretary



Greg Bussink
CliftonLarsonAllen

Treasurer



Bowie Ecosystem Building Partners



Inncuvate



Come for Coffee –

Bowie Business Innovation Center
Center for Business-Suite 2312

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