



*Charles* COUNTY

# QUARTERLY BUSINESS ROUNDTABLE

January 30, 2025



ECONOMIC DEVELOPMENT DEPARTMENT

# WELCOME

KELLY ROBERTSON-SLAGLE,  
DIRECTOR



# ECONOMIC DEVELOPMENT DEPARTMENT



**Kelly Robertson-Slagle**  
Director



**Michelle Frye**  
Deputy Director



**Mark Thompson**  
Chief of Commercial  
Development



**Anthony Adesina**  
Business Retention and  
Expansion Manager



**Chudi Obi**  
Business Development  
Coordinator



**Lucretia  
Freeman-Buster**  
Chief of Business Services



**Sydney Garner**  
Agriculture and Rural  
Development Manager



**Lacey Herbert**  
Economic Development  
Administrative Coordinator



**Anthony Twyman**  
MWBD/DBE Compliance  
Manager



**Chastity  
Durham-Miller**  
Small and Minority Business  
Development Specialist

**Cheryl Anderson**  
Part Time - Business  
Development Assistant

**Dr. Margaret Dureke**  
Consultant - BGAP Program Manager



**Jack Street**  
Research and Special  
Projects Manager



**Jennifer Reginald**  
Marketing Coordinator





# COMMISSIONER WELCOME

REUBEN B. COLLINS, II, ESQ

# CHARLES COUNTY'S CIRCLE *of* SERVICES

EDUCATE • NAVIGATE • COORDINATE





# STRATEGIC PARTNERS



**Anthony Twyman**

MWBE/DBE Compliance Manager  
Economic Development Department  
Charles County Government



**Shanna Reese**

Chief of Purchasing  
Fiscal and Administrative Services Department  
Charles County Government



SMALL, LOCAL, AND MINORITY

# Business Enterprise Programs



# Small, Local Business Enterprise Program

- The Small, Local Business Enterprise (SLBE) Program was established to support the growth and economic vitality of Charles County small business by increasing their success when participating in County contracts and other procurement.
- Charles County is committed to buying locally! Offers the SLBE certification to qualifying business.
- The certification helps business to be more competitive when competing for procurement opportunities.



# Certification Requirements

## Small businesses should be:

- ✓ A for-profit business and independently owned
- ✓ Registered with the Small Business Reserve 
- ✓ Registered with eMaryland Marketplace Advantage (eMMA) 
- ✓ Headquartered in Charles County –or- have a satellite office in Charles County generating at least **25%** of annual gross sales **and** have **25%** of its full-time equivalent employees residing in Charles County

# Program Benefits

- Contracts under \$50,000 are exclusively reserved for qualifying SLBE businesses if a minimum of three registered firms are qualified
- Preference to SLBE firms bidding on County formal solicitations between \$50,000 and \$500,000
- Contribute to the growth of the Charles County economy.
- No cost to apply

# Minority and Women-Owned Business Enterprise Program

- The Minority and Women-Owned Business Enterprise (MWBE) Program was established in 2005 to ensure that minority businesses are adequately represented in the government procurement marketplace.
- Charles County spends millions annually to prioritize purchases from MWBE businesses.
- The certification helps business to be more competitive when competing for procurement opportunities.
- No cost to apply

# Certification Requirements

To qualify for the MWBE certification, applicants must own at least **51%** of their business and classify as one of the following:

- African-American
- Asian-American
- Indian/Native-American
- Hispanic
- Woman

All firms applying for the MWBE certification must be certified as an MBE with the Maryland Department of Transportation (MDOT)\*.

*\*Please note that this is at least a 3-to-6 month process.*

# BUSINESS ENTERPRISE PROGRAMS

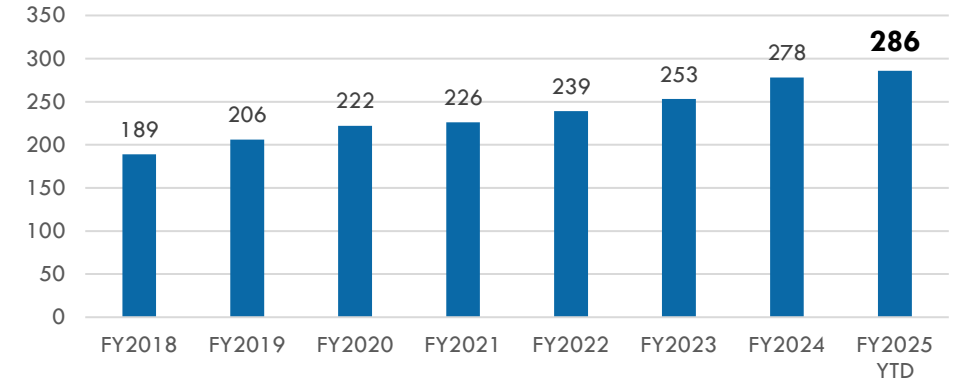
## Statistics

**936** Firms Certified with SLBE and MWBE Programs

SLBE Program	MWBE Program
<b>286</b> Registered SLBE Firms	<b>650</b> Registered MWBE Firms
<b>\$5.5 Million</b> Average annual dollars spent with SLBE firms	<b>\$28 Million</b> Average annual dollars spent with MWBE firms

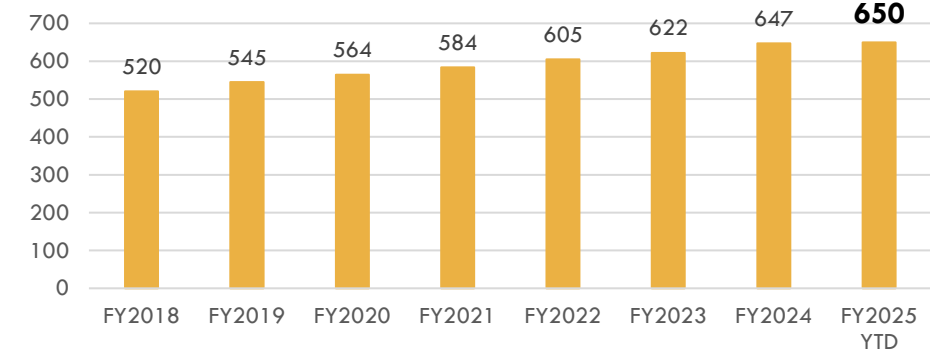
**Total SLBE Firms\***

\*Not all firms are active



**Total MWBE Firms\***

\*Not all firms are active



# SMALL, LOCAL, AND MINORITY Business Enterprise Programs



**Anthony Twyman**

Anthony Twyman  
MWBE/DBE Compliance Manager  
[TwymanA@MeetCharlesCounty.com](mailto:TwymanA@MeetCharlesCounty.com)



**Chastity Durham-Miller**

Small and Minority Business Development  
Specialist  
[DurhamMC@MeetCharlesCounty.com](mailto:DurhamMC@MeetCharlesCounty.com)

**Cheryl Anderson**

Business Development Assistant  
[AndersonC@MeetCharlesCounty.com](mailto:AndersonC@MeetCharlesCounty.com)





# Doing Business with Charles County Government Overview

January 30, 2025

# County Departments

- County Commissioners & Administration
- Office of the County Attorney
- Community Services
- Economic Development
- Emergency Services
- Fiscal & Administrative Services
- Human Resources
- Planning & Growth Management
- Public Works (Facilities & Utilities)
- Recreation, Parks & Tourism

**\*\*Charles County Sheriff's Office ([www.ccsso.us](http://www.ccsso.us)) and Board of Education ([www.ccboe.com](http://www.ccboe.com)) independently conduct their Purchasing activities.**

# What the County Buys



## Services

- Maintenance Repairs
- Architectural/Engineering/Surveying
- Grounds Maintenance
- Professional Services
- Construction
- Printing



## Commodities/Equipment

- Office Supplies
- Vehicles & Equipment
- Industrial Chemicals
- Safety Supplies

# Types of Purchases

## Informal (Small) Less Than \$5,000.00

- One Quote Obtained
- Coordinated Between the Vendor & County Department
- Purchase Order Obtained if Greater Than \$2,500.00

## Informal (Medium) Between \$5,000.00 & \$50,000.00

- Three Quotes Obtained
- Coordinated Between the Vendor & County Department
- Purchase Order Required

## Formal (Large) Over \$50,000.00

- Formally Bid via Purchasing Division
- Posted to County Opengov Portal and Notice posted to eMMA
- Department Developed Specifications
- Obtaining a Purchase Order Varies

# Important Links for Businesses

- **Charles County's E-Procurement Portal** – OpenGov  
(<https://procurement.opengov.com/portal/charlescountymd>)
- The OpenGov Vendor Self-Service e-procurement portal is a free, online, self-service tool that directly allows Vendors to access their information when needed and be informed about Charles County Government formal procurement solicitations. All Charles County Government active Vendors will be required to access and use the Vendor Self-Service portal as the primary means of doing business with Charles County Government. The County only accepts electronic bids and proposals submitted through the Opengov portal. Vendors will receive electronic notifications for formal procurement posted by Charles County Government and other jurisdictions with whom the vendor has registered.
- **eMaryland Marketplace Advantage** – eMMA  
(<https://procurement.maryland.gov>) State of Maryland e-Procurement Portal. Vendors can register to receive notifications of solicitations from local jurisdictions and the State of Maryland. The County posts notices of publication of solicitation to eMMA but does not receive bids or proposals through eMMA.
- **Purchasing Division Vendor's Guide -**  
<https://www.charlescountymd.gov/home/showpublisheddocument/26042/638594149809730000>
- **Charles County e-Procurement Portal Fact Sheet -**  
<https://www.charlescountymd.gov/business/procurement-bid-opportunities/bid-board-eprocurement>

# Contact Information

Purchasing Division:

Phone: 301-645-0656

Email: [puradmin@charlescountymd.gov](mailto:puradmin@charlescountymd.gov)

Webpage: <https://www.charlescountymd.gov/business/procurement-bid-opportunities>

County Department Contact Info: <https://www.charlescountymd.gov/>





Presented By:

Charles County Government

**Department of Fiscal & Administrative  
Services**

(301) 645-0656 • [PurAdmin@CharlesCountyMD.gov](mailto:PurAdmin@CharlesCountyMD.gov)  
200 Baltimore Street, Room B130, La Plata, MD 20646  
MD Relay Service: 7-1-1

**Equal Opportunity Employer**

It is the policy of Charles County to provide equal employment opportunity to all persons regardless of race, color, sex, age, national origin, religious or political affiliation or opinion, disability, marital status, sexual orientation, genetic information, gender identity or expression, or any other status protected by law.

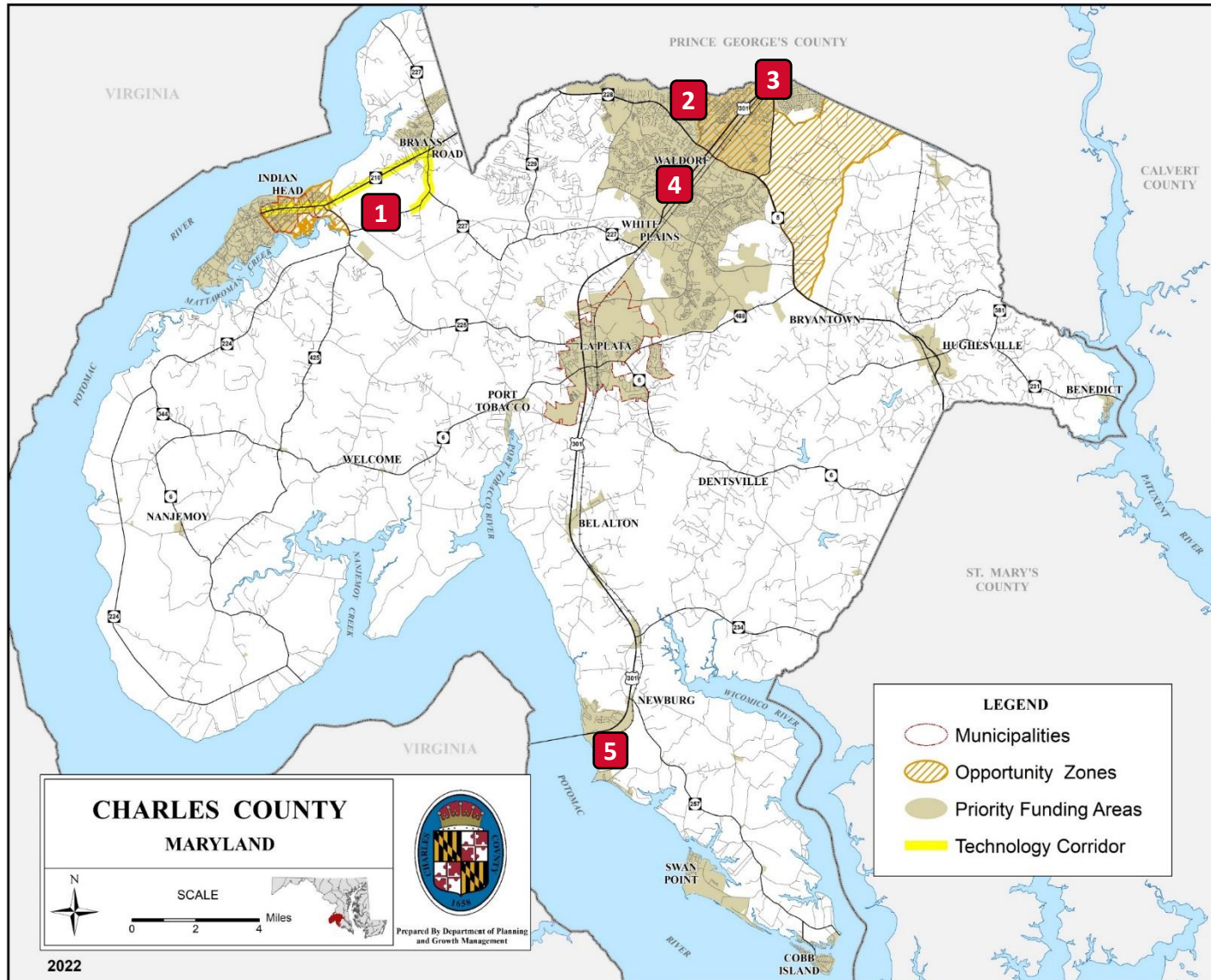
**[www.CharlesCountyMD.gov](http://www.CharlesCountyMD.gov)**



# INSIDE SCOOP

MARK THOMPSON,  
CHIEF OF COMMERCIAL DEVELOPMENT

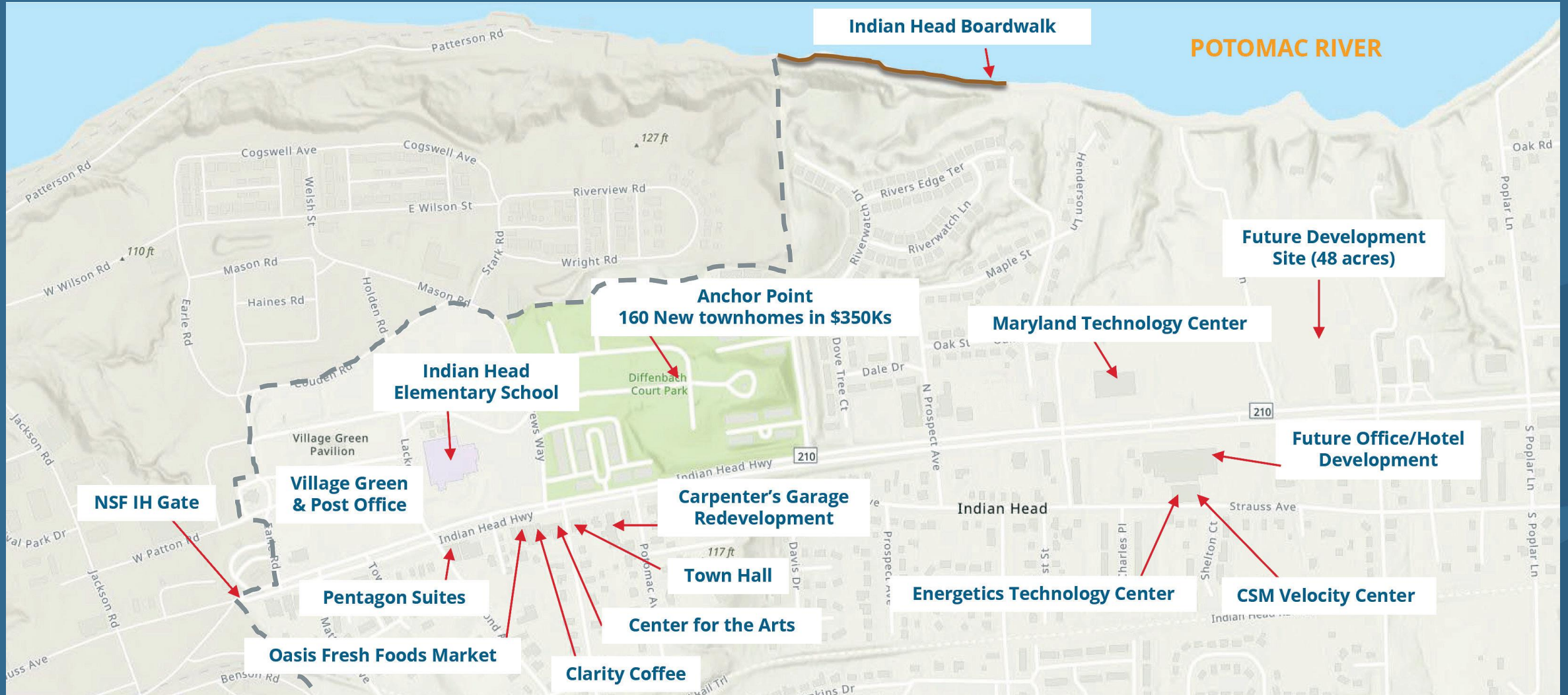
# Major Projects



1. Western Charles County Technology Corridor
2. Berry Point
3. Waldorf Station
4. Charles County Sports and Wellness Center
5. Morgantown Power Plant

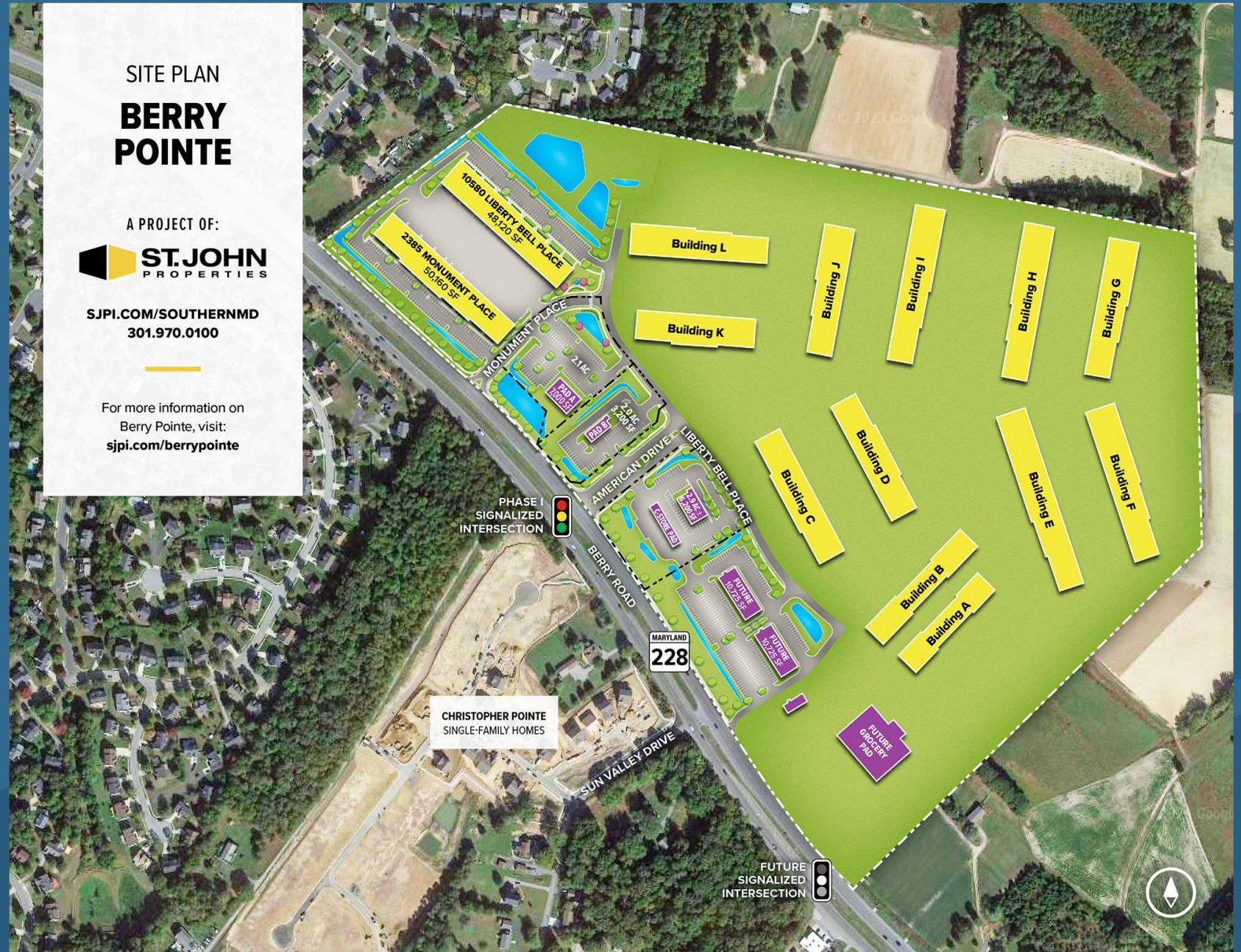


# Indian Head Redevelopment





The project will include 518,400 sq ft of flex/R&D space, 93,000 sq ft of office, and 22,500 sq ft of supporting retail developed by St. John Properties.





# Waldorf Station



The gateway to Charles County is a 145-acre mixed use project developed by Greenberg Gibbons.



# Charles County Sports and Wellness Complex

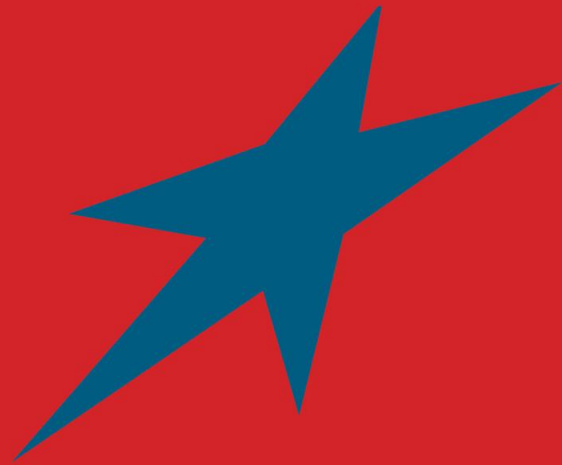


Redevelopment of the former Sears Building into a Sports and Wellness Complex.

# Morgantown Generating Station



The 355-acre intermodal (rail, highway, water access) property is a rare industrial redevelopment opportunity.



# BE *in the* KNOW

LUCRETIA FREEMAN-BUSTER,  
CHIEF OF BUSINESS SERVICES



# Maryland Business Support Programs

## Global Gateway Program - Soft Landing Exchange for Maryland Companies

- Led by the Office of International Investment and Trade (OIIT)
- Program assists both Maryland businesses and foreign businesses
- Global Gateway pairs companies with partnering incubators/organizations to allow the company to “soft land” in a new market abroad
- MD Commerce works with a network of official partners in strategic markets around the world to explore new opportunities for Maryland businesses
- Exchange partners include entities in countries such as Australia, France, Ireland, Netherlands, South Korea, Japan, and the United Kingdom`
- Eligible Maryland companies can apply for the \$10k ExportMD grant to offset costs associated with the program
- For more information, visit <https://commerce.maryland.gov/soft-landing-exchange>

## Maryland MADE (Manufacturing Assets Deployed for Energy)

- Program provides grants to small Maryland manufacturers to invest in the adoption and deployment of smart manufacturing and high-performance manufacturing technologies that increase energy efficiency, reduce carbon emissions, and enable lasting improvements
- Application portal opens on February 10, 2025, at 9AM
- Grants of \$15,000 available to manufacturers to adopt new energy efficient technologies
- Examples of qualified investments include:
  - Smart manufacturing technology (Digital Twins/Simulation, Industrial Internet/Sensors, Additive Manufacturing, Augmented Reality/Virtual Reality, Robots/Collaborative Robot, etc.
  - Smart Thermostats and Programmable Controls - Smart thermostats for HVAC systems, programmable controllers for automated energy usage.
  - Energy Meters and Monitoring Devices - Sub-meters, data loggers, and smart meters.
- For more information, contact David Minges, M4 Program Grant Manager, [m4grant.commerce@maryland.gov](mailto:m4grant.commerce@maryland.gov)

# Upcoming Events

## Tri-County Council Charles County Job Fair

- Thursday, February 20, 2025
- BI Building, College of Southern Maryland, La Plata
- 10:00AM to 1:00PM

## Maryland Trade Mission to Japan

*(Anchor Event Is Japan Health Show Held In Osaka During The Health And Wellbeing Week Of The World Expo 2025)*

- June 25 – 27, 2025
- Apply before February 14, 2025 - [Japan Trade Mission](#)
- Apply for ExportMD grant by May 1, 2025

**SAVE THE DATE: Thursday, April 10, 2025 – Quarterly Business Roundtable**

# Support Local Businesses!


## JOIN CHARLES COUNTY'S DIGITAL GIFT CARD PROGRAM

*Feel the Love, County-wide*





# Be Our EDD Ambassadors



CHARLES COUNTY, MARYLAND  
CLOSE TO THE CAPITAL. FAR FROM ORDINARY.

Sign up here to receive our E-News and occasional emails.

Get interesting news and updates from the Charles County Economic Development Department delivered to your inbox.

\* Email Address

\* First Name

\* Last Name

Company

Follow us on Social Media



Sign up for our regular e-news at  
**[www.MeetCharlesCounty.com](http://www.MeetCharlesCounty.com)**



# Q&A

**GOT QUESTIONS?**

Enter them in “Q&A” or “Chat”

# Let Us Hear From You

**Please take our survey about today's  
Quarterly Business Roundtable**





**PRESENTED BY**

# Charles County Economic Development Department

301-885-1340 | [info@MeetCharlesCounty.com](mailto:info@MeetCharlesCounty.com)  
10665 Stanhaven Place, Ste. 206 | White Plains, MD 20695

## Equal Opportunity Employer

It is the policy of Charles County to provide equal employment opportunity to all persons regardless of race, color, sex, age, national origin, religious or political affiliation or opinion, disability, marital status, sexual orientation, genetic information, gender identity or expression, or any other status protected by law.