



Charles COUNTY

QUARTERLY BUSINESS ROUNDTABLE

January 30, 2025



ECONOMIC DEVELOPMENT DEPARTMENT

WELCOME

KELLY ROBERTSON-SLAGE,
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 was 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

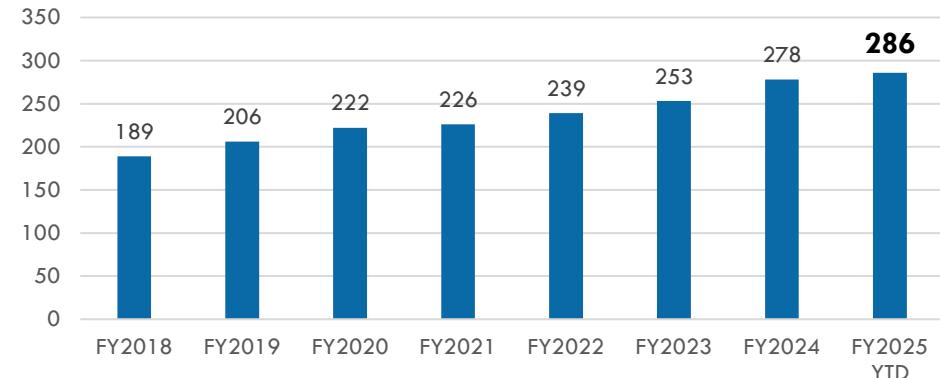
Statistics

936 Firms Certified with SLBE and MWBE Programs

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

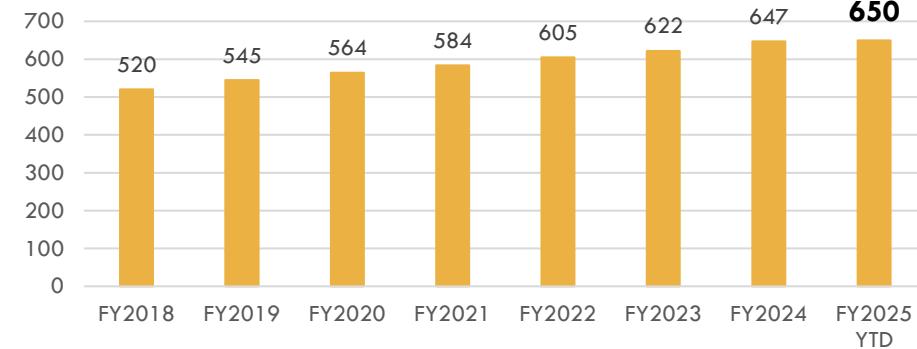
Total SLBE Firms*

*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



Chastity Durham-Miller

Small and Minority Business Development
Specialist
DurhamMC@MeetCharlesCounty.com

Cheryl Anderson

Business Development Assistant
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.ccsou.us) and Board of Education (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

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

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.

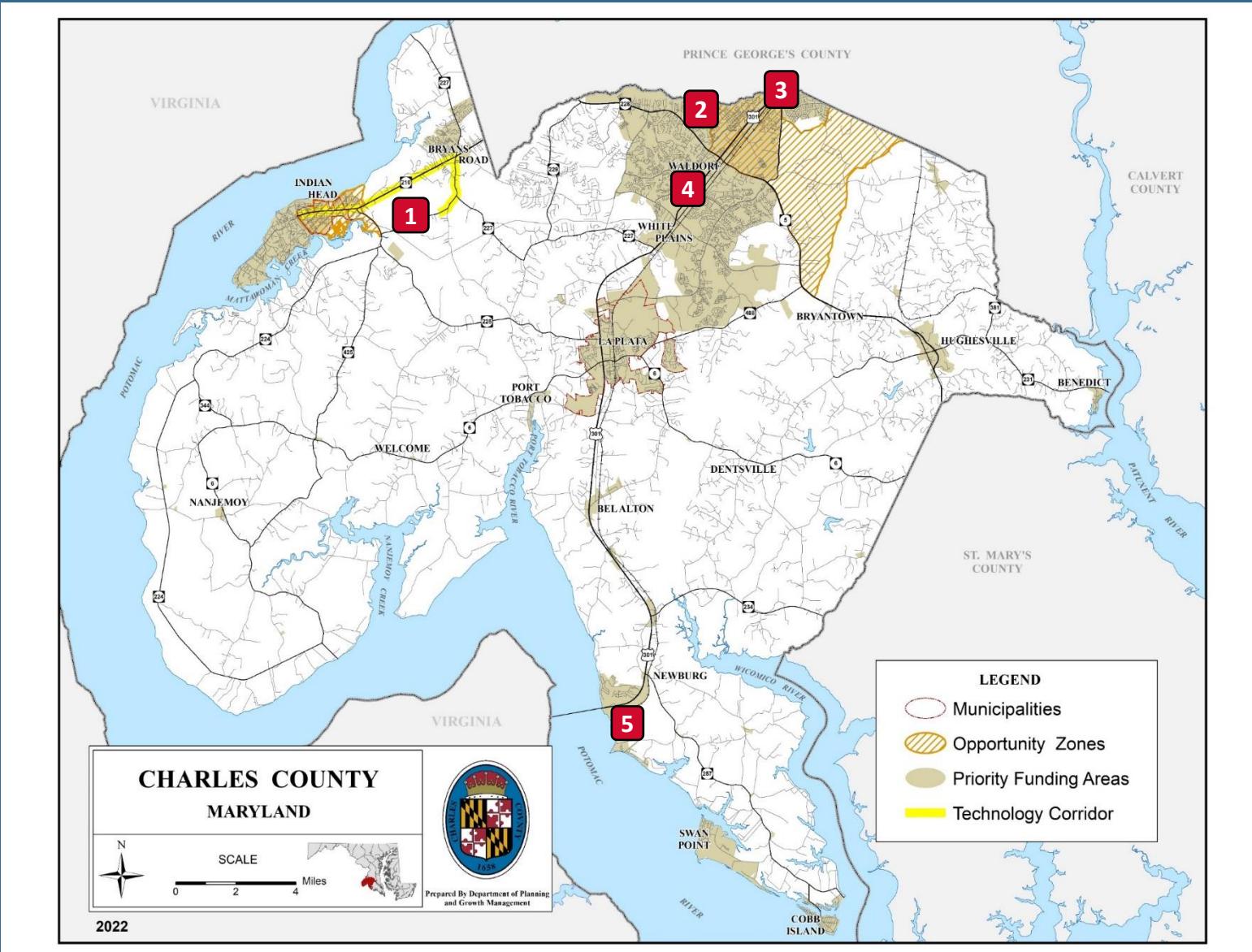
www.CharlesCountyMD.gov



INSIDE SCOOP

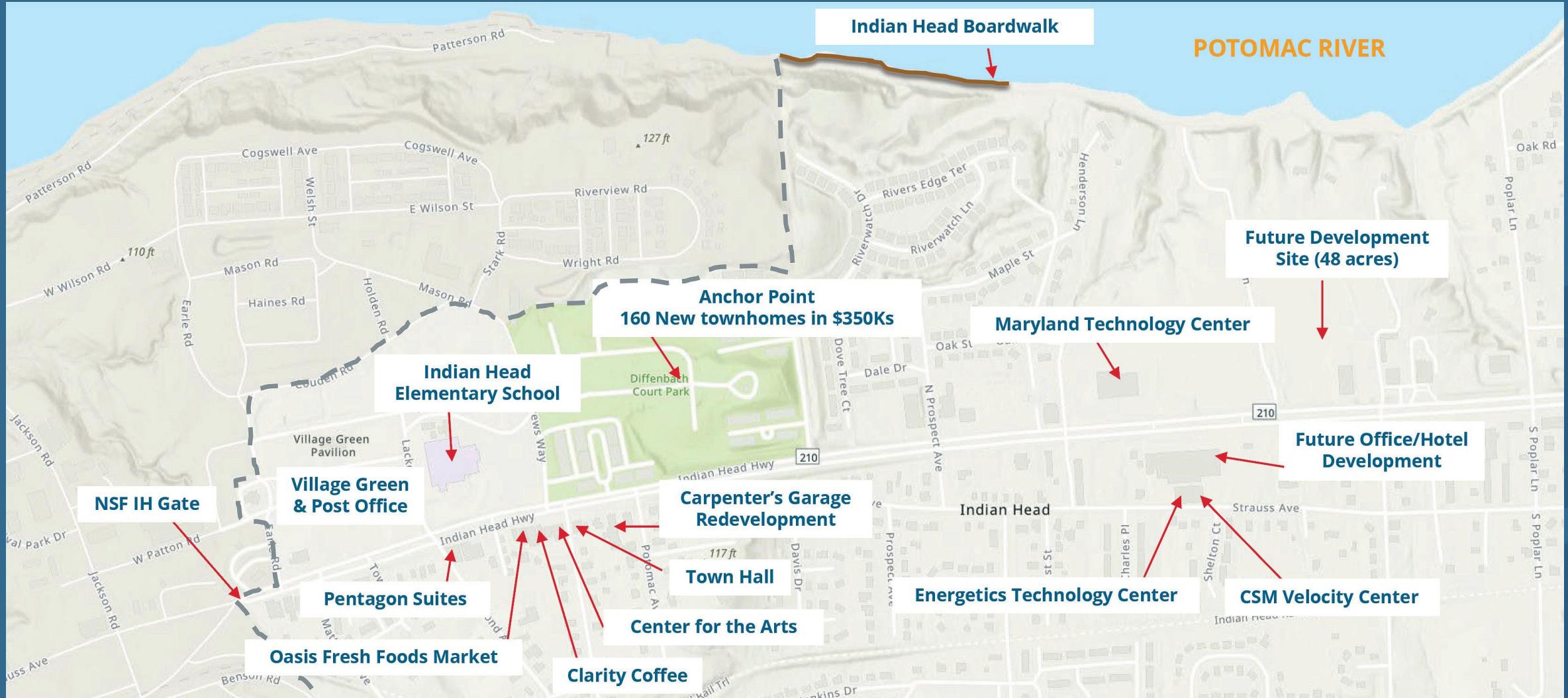
MARK THOMPSON,
CHIEF OF COMMERCIAL DEVELOPMENT

Major Projects



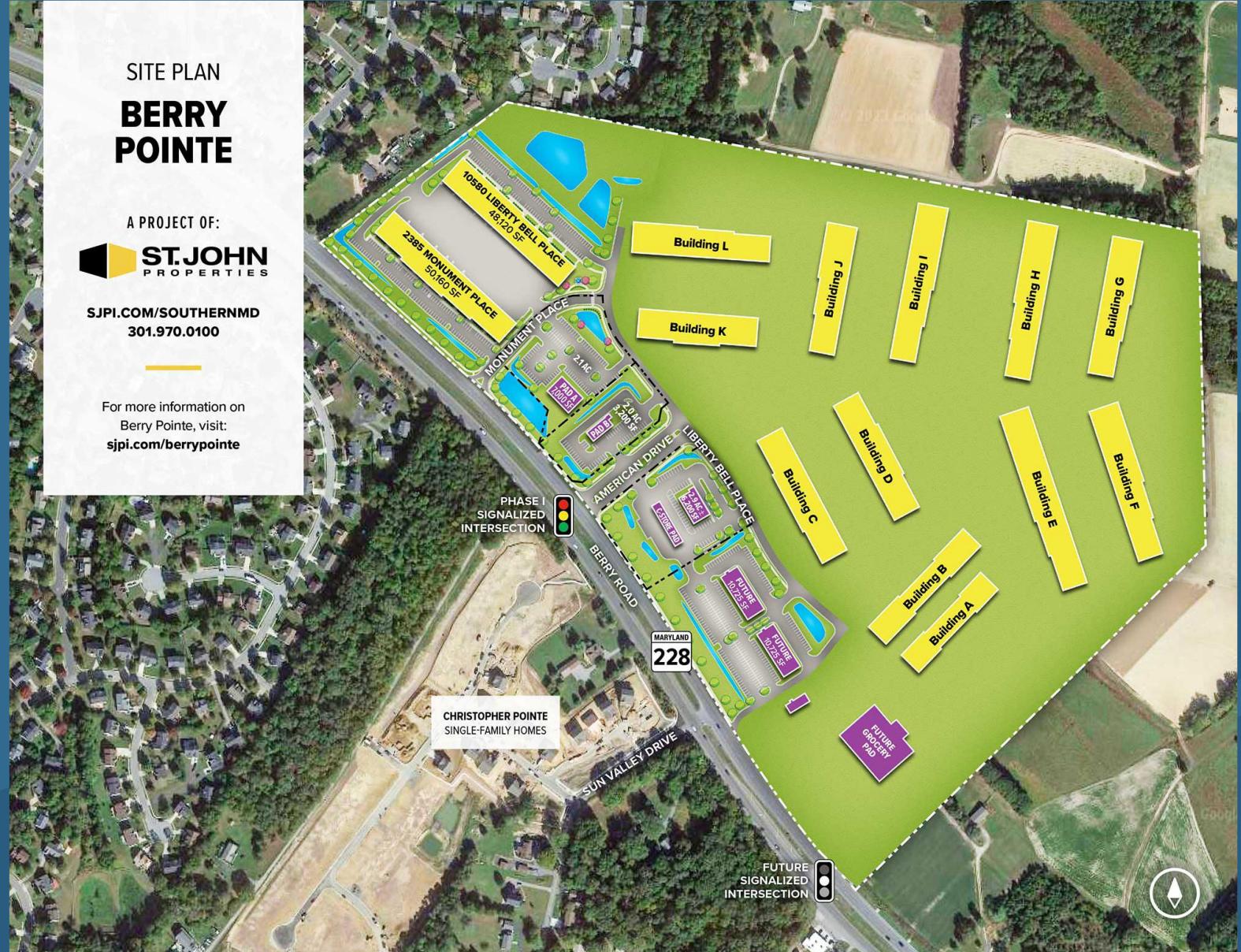
1. Western Charles County Technology Corridor
2. Berry Pointe
3. Waldorf Station
4. Charles County Sports and Wellness Center
5. Morgantown Power Plant

Indian Head Redevelopment



Berry Pointe

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

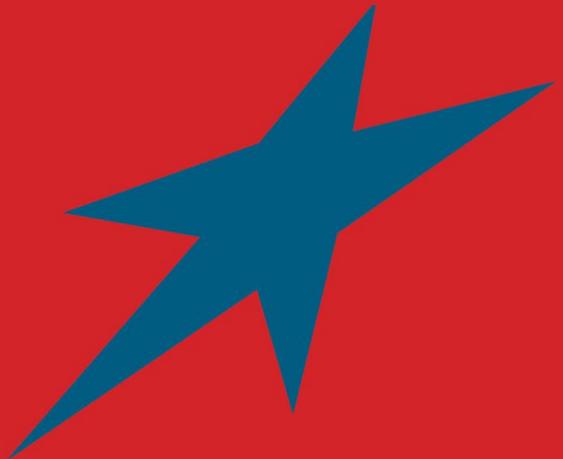


Redevelopment of the former Sears Building into a Sports and Wellness Complex.

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

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

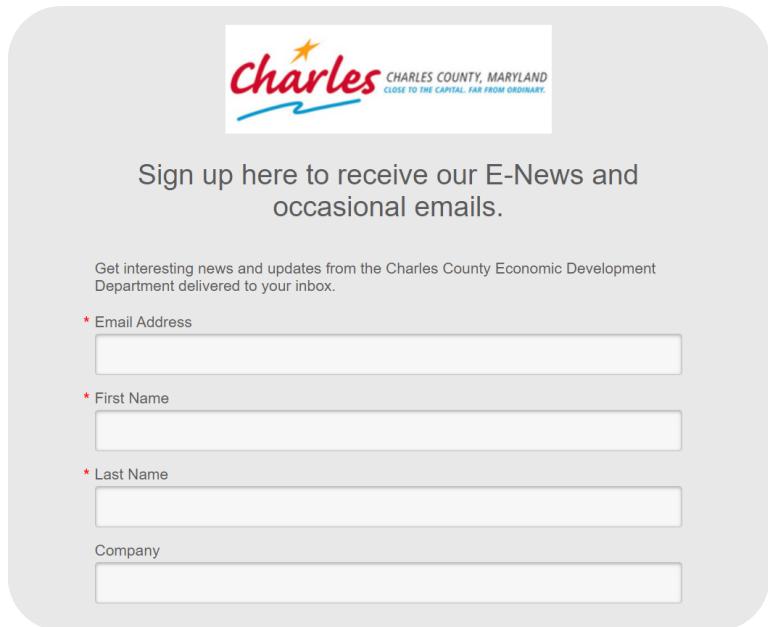
Support Local Businesses!

JOIN CHARLES COUNTY'S
DIGITAL GIFT
CARD PROGRAM

Feel the Love, County-wide



Be Our EDD Ambassadors

A sign-up form for EDD Ambassadors. It features the Charles County logo at the top. Below it, a message encourages users to sign up to receive E-News and occasional emails. A note below that says "Get interesting news and updates from the Charles County Economic Development Department delivered to your inbox." The form includes four text input fields with asterisks: "Email Address", "First Name", "Last Name", and "Company".

Sign up for our regular e-news at
www.MeetCharlesCounty.com

Follow us on Social Media





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
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.