

# 2025 FALL MEETING



November 4, 2025 | 8 AM-12:30 PM

COLLEGE OF SOUTHERN MARYLAND VELOCITY CENTER



# ECONOMIC DEVELOPMENT DEPARTMENT



**Jim Chandler, CEcD**

Director of Economic Development



**Michelle Frye**

Deputy Director of Economic Development



**Mark Thompson**

Chief of Commercial  
Development



**Molly Meehan**

Agriculture and Rural  
Development Manager



**Chudi Obi**

Business Development  
Coordinator



**Lucretia**

**Freeman-Buster**  
Chief of Business Services



**Anthony Adesina**

Business Retention and  
Expansion Manager



**Lacey Herbert**

Economic Development  
Administrative Coordinator



**Paul Ruppert**

Senior Commercial  
Development Manager



**Chastity**

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



**Cheryl Anderson**

Part Time - Business  
Development Assistant



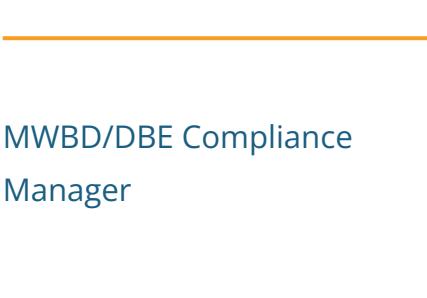
**Jack Street**

Research and Special  
Projects Manager



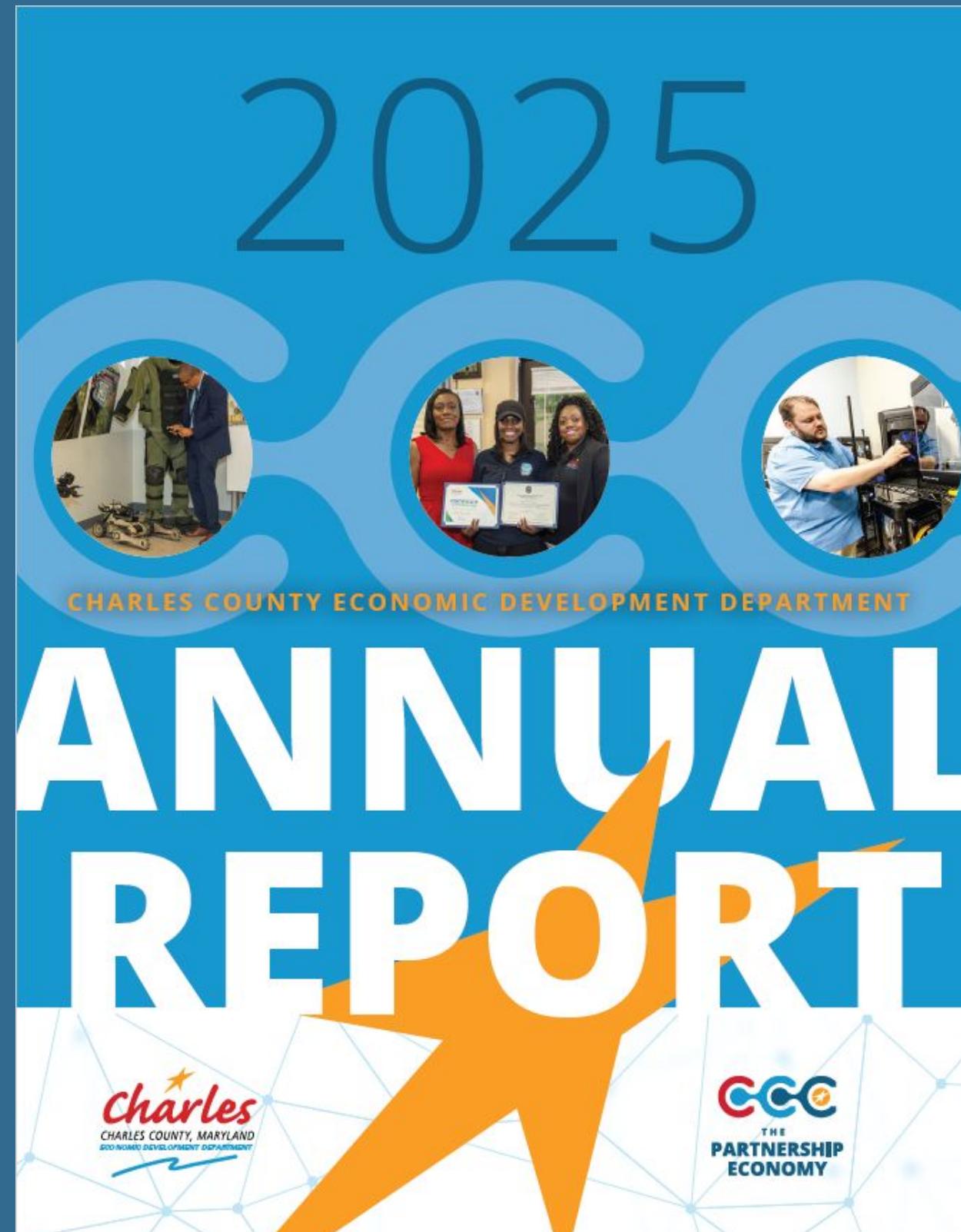
**Jennifer Reginald**

Marketing Coordinator



**Dr. Margaret Dureke**

Consultant - BGAP Program Manager



# 2025 Annual Report

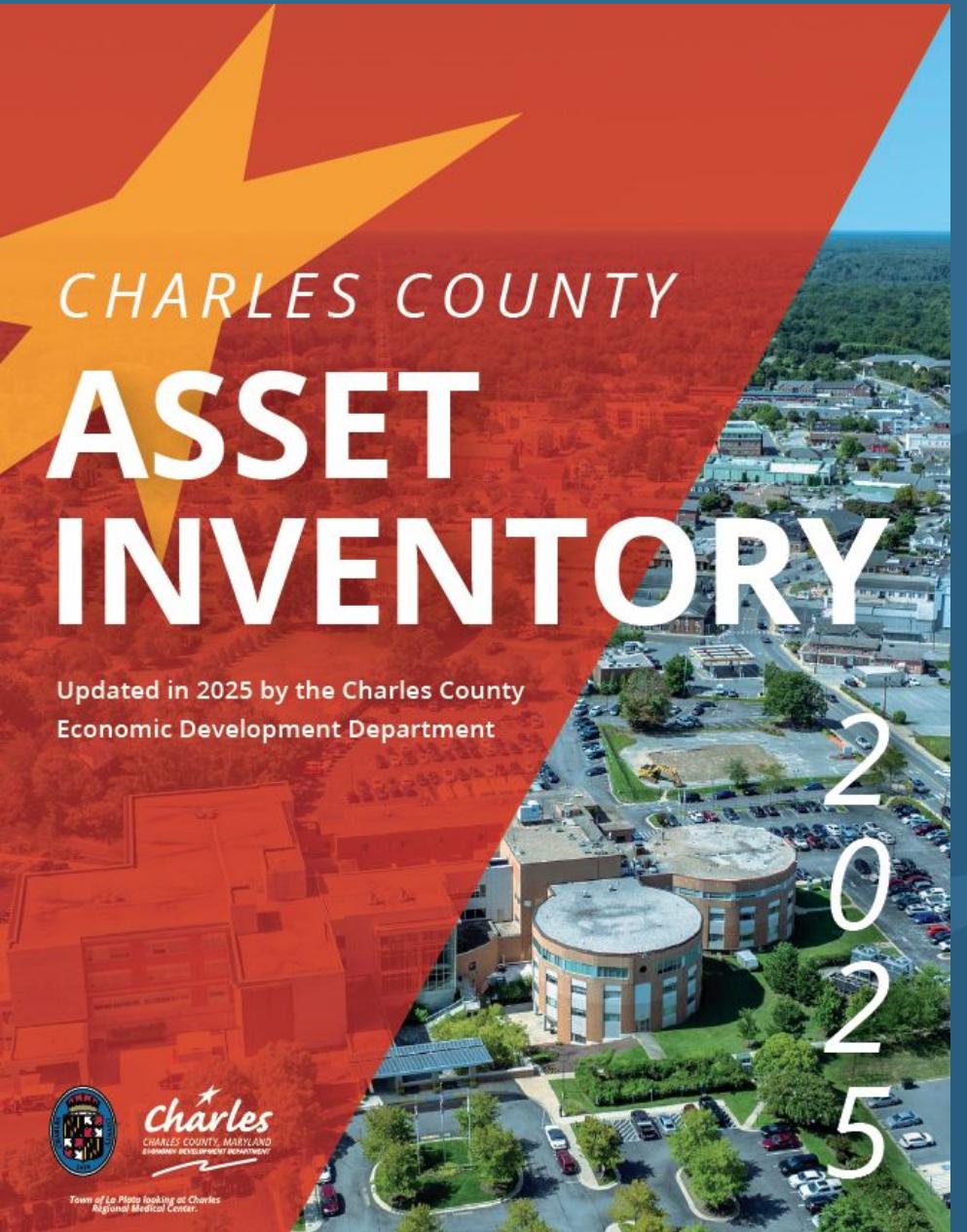
## Highlights



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# Asset Inventory Report

- The Economic Development Department (EDD) debuted the first edition of the Asset Inventory in November 2023 at the Annual Fall Meeting.
- The 2025 version of the Asset Inventory has been updated and is available now electronically on the EDD website, [www.MeetCharlesCounty.com](http://www.MeetCharlesCounty.com), under "Data & Resources."
- Assessing strengths/ weaknesses, identifying gaps, as well as possible opportunities between assets.



# Maryland Economic Development Association Award



## 2025 MEDA Small Community Economic Development Project Award

**Winner: Oasis Fresh Foods Market – Indian Head, MD**

**Presented:** April 2025 at the MEDA Annual Conference

This award recognizes the innovative public-private partnership that brought fresh food access, local jobs, and renewed community investment to Indian Head.



# Sister City Partnership - Matola, Mozambique



- EDD is proud to highlight the successful launch of our newest Sister City Partnership with Matola, Mozambique!
  - ✓ Formal signing ceremony to establish the Matola-Charles County Sister City Partnership
  - ✓ Tours of Charles County Public Schools, UM Charles Regional Medical Center, Serenity Farm, and Zekiah Ridge Farm & Flowers
  - ✓ Visits to local small businesses like Landon's Ices & Creams and Honey Bun Cake Factory
  - ✓ Networking reception with local officials, community leaders, and business partners
  - ✓ Discussions to identify future collaboration opportunities in trade, workforce, and entrepreneurship



# State Partnership Visits - MD Department of Commerce



## Secretary Harry Coker, Jr. and Deputy Secretary Stephen Rice

- Highlights included a boat tour of Mallows Bay, briefing and roundtable at Maryland Technology Center/USBTA, a La Plata downtown walking tour, CHUTES International tour, and a networking reception at Copper Compass.
- Toured the Maryland Technology Center (MTC), United States Bomb Technician Association (USBTA), and Velocity Center at CSM.

Together, these visits underscored Charles County's growing role as a hub for technology, innovation, and business development in Maryland.

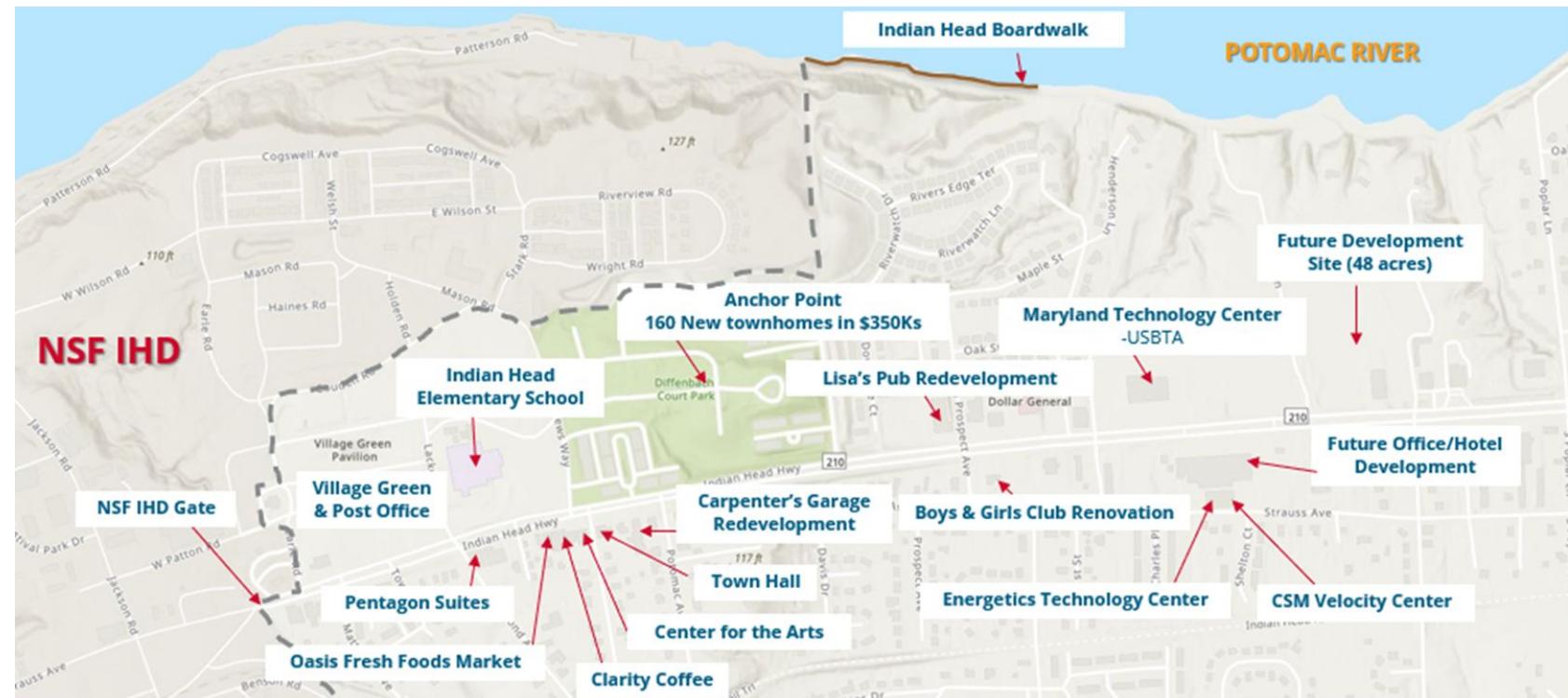


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# Western Charles County Technology Corridor

## Demand Driver – NSF Indian Head

- Naval Surface Warfare Center (NSWC-IHD) is the Navy's **center of Energetics** - the science and production of rockets, missiles and propellants.
- 225 Patents produced by scientists and engineers at NSWC-IHD over the past 20 years.
- NSWC-IHD has a **\$3B multi-year modernization and investment program** with spending of \$550M in FY26 and \$900M in FY27.



### Significant Investment in the Town of Indian Head

- Millions of dollars in federal, state, local, and private investment since 2015.
- Home to CSM's Velocity Center, USBTA, Oasis Fresh Food Market, the Boys & Girls Club, and the Potomac River Boardwalk.

# Western Charles County Technology Corridor



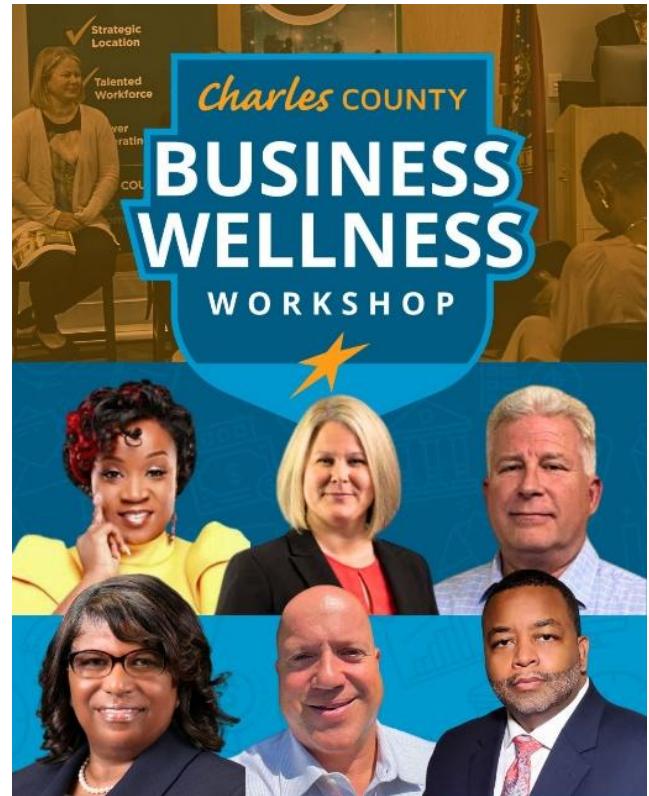
## Bringing Investment into the Community

- In 2022 the Board of County Commissioners created the **Western Charles County Technology Corridor** to direct economic growth into the communities of Indian Head, Bryans Road, and the Maryland Airport.
- EDD worked with stakeholders to create a new **Aviation Business Park Zone** to directly support expected growth from NSWC IHD National Energetics and Smart Arsenal initiatives.
- Charles County is partnering with NSWC-IHD and private industry to develop an **Energetics Innovation Hub** to bring cutting-edge research into reality.
- EDD is supporting our **workforce development** partners in creating career paths at both high school and college levels in anticipation of significant job growth.

# Business Services

## Business Appreciation Week May 5-9, 2025

- **33** Business Visits
- **8** Milestone Anniversary Celebrations
- Business Wellness Workshop
- Business Networking Mixer



## BGAP 360

### Quay Accelerator Track: Graduated

- 8 graduates (BGAP-Certified)
- 3 expansions

### Business Expansion & Innovation Track: Concludes May 2026

- 24 enrolled

### Salon & Spa Track: Graduate in May 2026

- 3 enrolled +\$267K revenue, +7 jobs, 2 expansions, new automation & partnerships (MD Labor, CCPS)



## SelectUSA Investment Summit May 12-14, 2025

- Hosted by the U.S. Department of Commerce
- **8 Business Sectors Engaged** (Manufacturing, Healthcare, IT, Aviation, Retail, Financial Services, Procurement/Government Contracting, Agribusiness)
- **100+** Engagements



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# Small, Local, And Minority Business Enterprise Programs

- Disparity Study Implementation
  - ✓ Enhanced oversight procedures and reporting.
  - ✓ Developed new compliance software to measure and monitor the status of the program.
  - ✓ Ongoing Community Engagement. The SLMBE Programs Division averages 8 engagements with the community per month.
- Continued certifications of SLBE/MWBE firms. Program numbers for FY2025-FY2026 YTD:

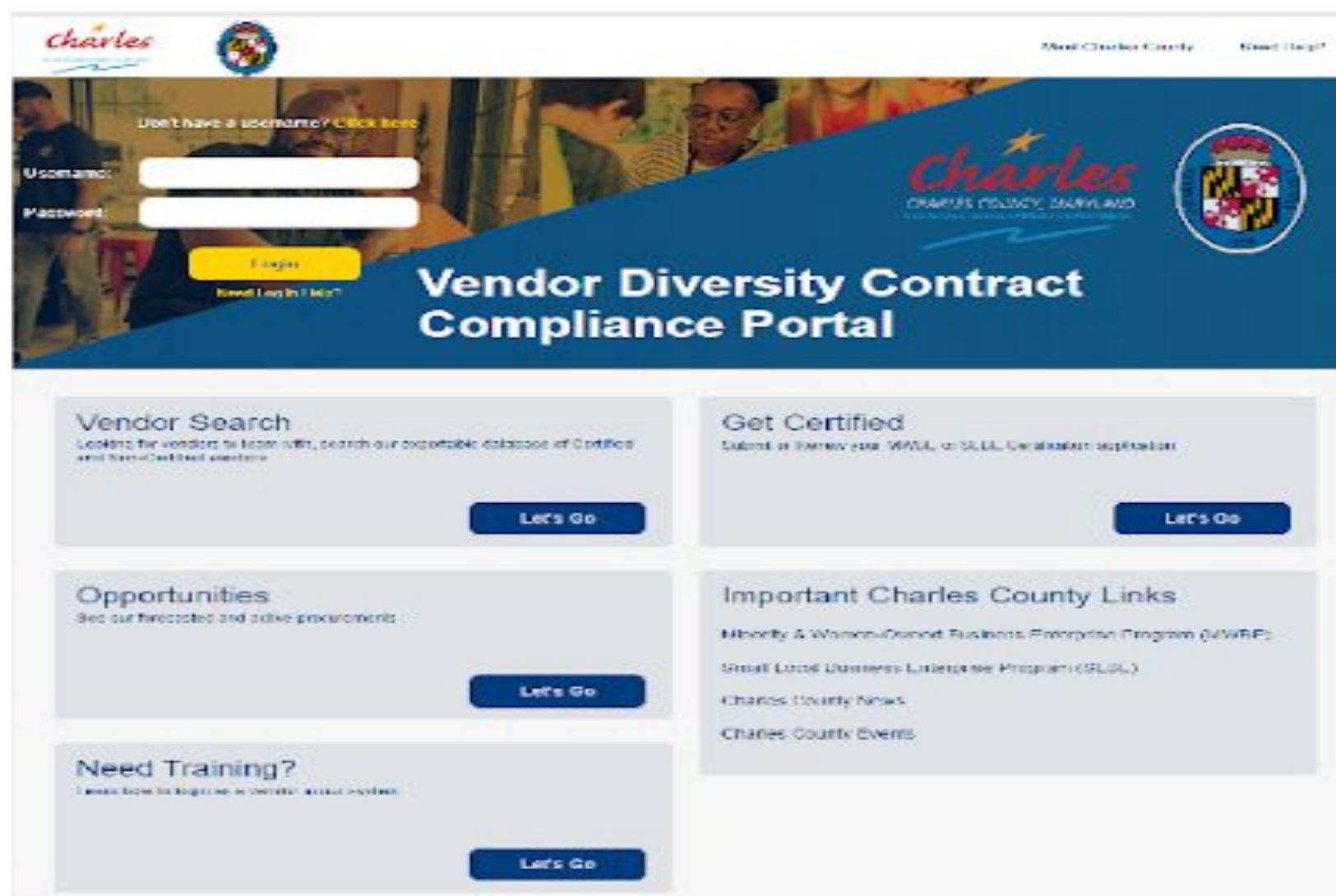
New SLBE Registered:	26
<b>Total SLBE Firms:</b>	<b>250</b>

New MBE Registered:	20
<b>Total MBE Firms:</b>	<b>510</b>

# Small, Local, And Minority Business Enterprise Programs

## New Compliance and Certification Portal — Launching on December 18, 2025!

- Get ready for online MWBE/SLBE certification applications, County news & updates, important links, and vendor search tools—all in one place.



# Marketing Initiatives

- Ongoing advertising campaign to include new and existing targeted industries.
- National advertising aimed at Site Selectors to promote commercial real estate opportunities.
- This past year, Charles County significantly enhanced its visibility in the defense sector by effectively telling its story to the media.
- The EDD is in the process of refreshing its website, with a new launch planned for 2026 to better showcase business resources and opportunities.



The graphic features a yellow and orange background with a diagonal striped pattern. At the top, the words "ENERGETICS POWERHOUSE" are written in large, bold, white capital letters. Below this, the text "FUELED BY GREAT PEOPLE, PROXIMITY, & POTENTIAL" is displayed in green. To the left, a black and white photograph shows a man wearing a white cap and safety glasses, holding a clipboard and a small orange traffic cone. At the bottom left, the "Charles" logo is shown in red with a yellow star above the letter "a", and the text "CHARLES COUNTY, MARYLAND ECONOMIC DEVELOPMENT DEPARTMENT" in smaller blue and black letters. A green button on the bottom right contains the text "LEARN MORE >" in white.



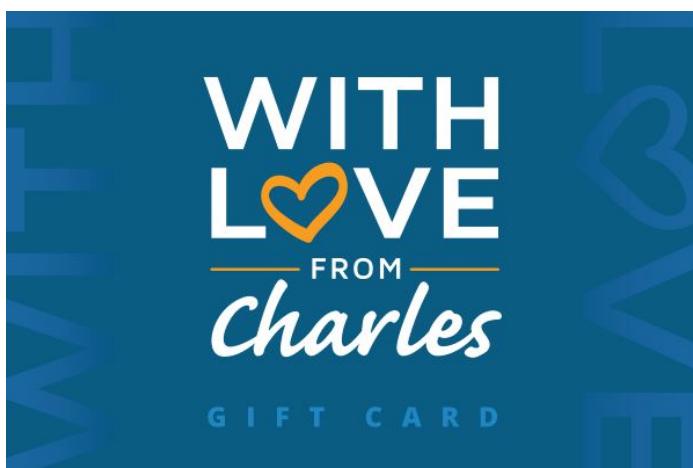
# Economic Development Marketing

## “With Love From Charles” Gift Card Program

- Working in Partnership with RPT
- Marketing Campaign includes:
  - Social Media Posts
  - Billboards
  - Radio and TV Ads
  - Print and Digital Ads
  - Sponsorships
- **43** Businesses have opted in to WLFC Program

## EDD Website Statistics

- Downloads QTD: 706 up 59% Quarter over Quarter
- Downloads in 2025 YTD: 4.9K Up ~1% Year over Year
- New Users: 49K up 14.5% Year over Year
- Sessions YTD: 71K up 15% Year over Year



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# 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

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

## Follow us on Social Media



PRESENTED BY:

# Economic Development Charles County Government

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

## 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.MeetCharlesCounty.com](http://www.MeetCharlesCounty.com)  
[www.CharlesCountyMD.gov](http://www.CharlesCountyMD.gov)

The logo for Charles County, Maryland, features the word "Charles" in a stylized red font with a yellow star above the letter "a". A blue wavy line is positioned below the text.  
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