

2025 FALL MEETING



November 4, 2025 | 8 AM–12:30 PM

COLLEGE OF SOUTHERN MARYLAND VELOCITY CENTER



ECONOMIC DEVELOPMENT DEPARTMENT



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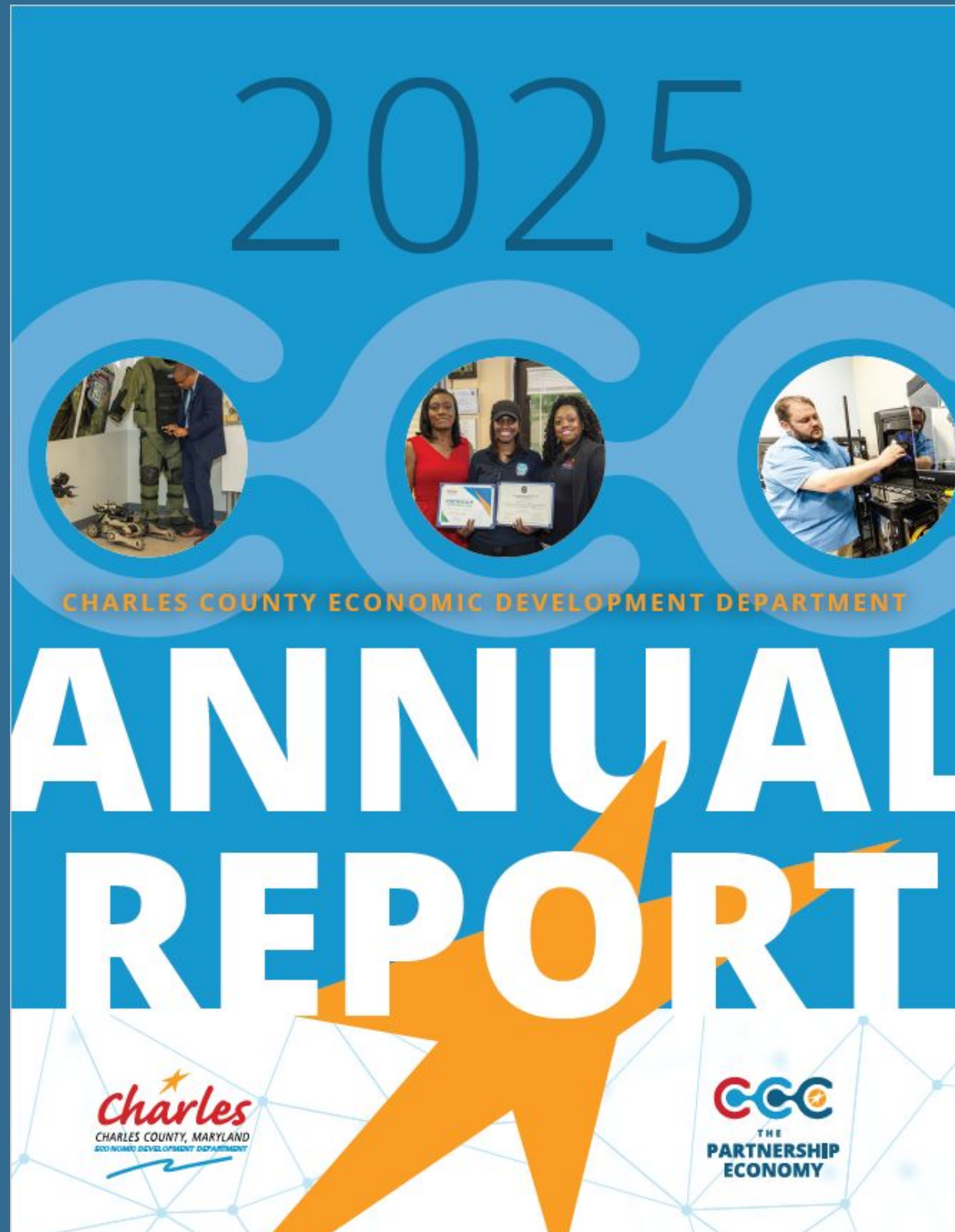
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Marketing Coordinator

MWBD/DBE Compliance
Manager



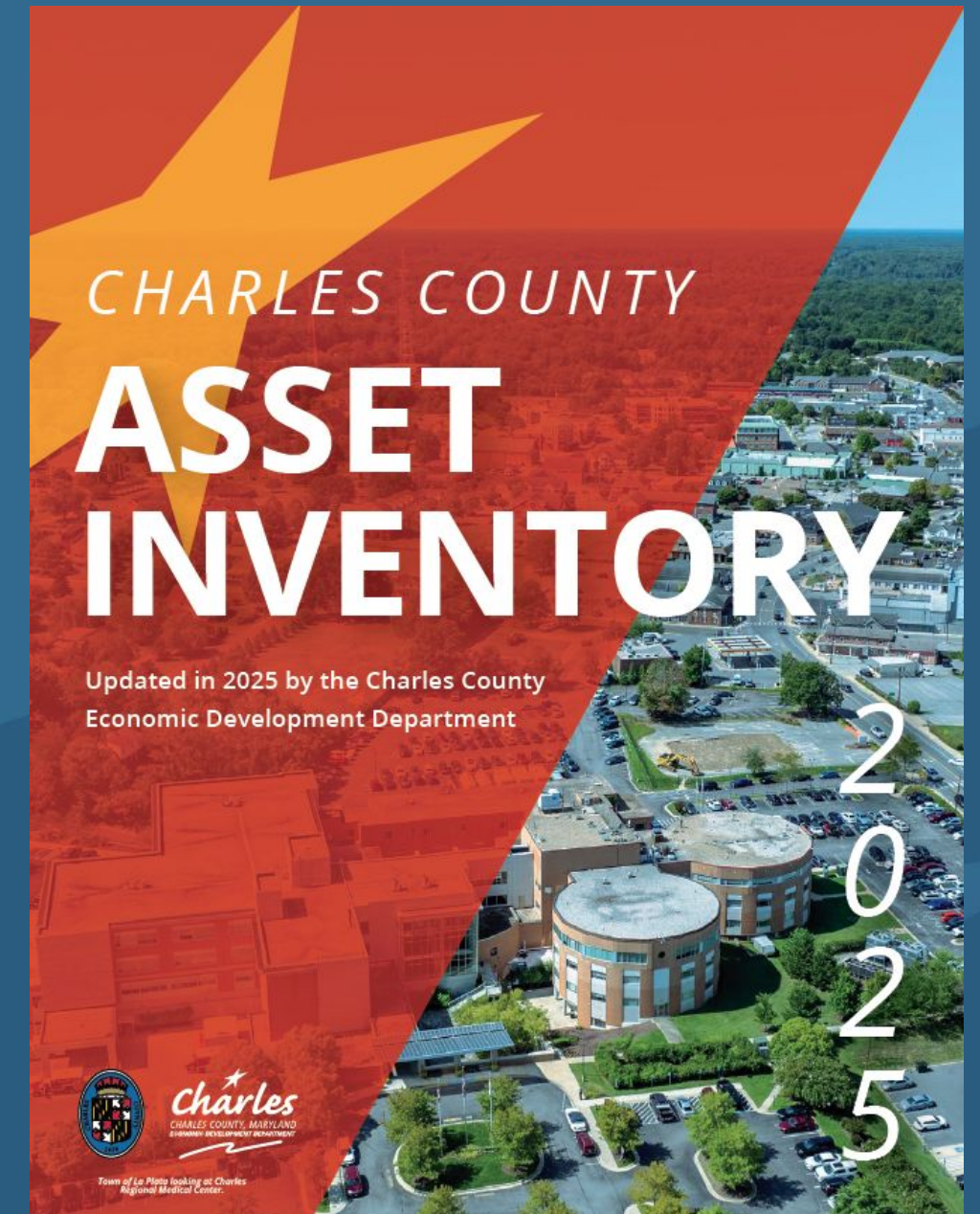
2025 Annual Report

Highlights



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, 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.

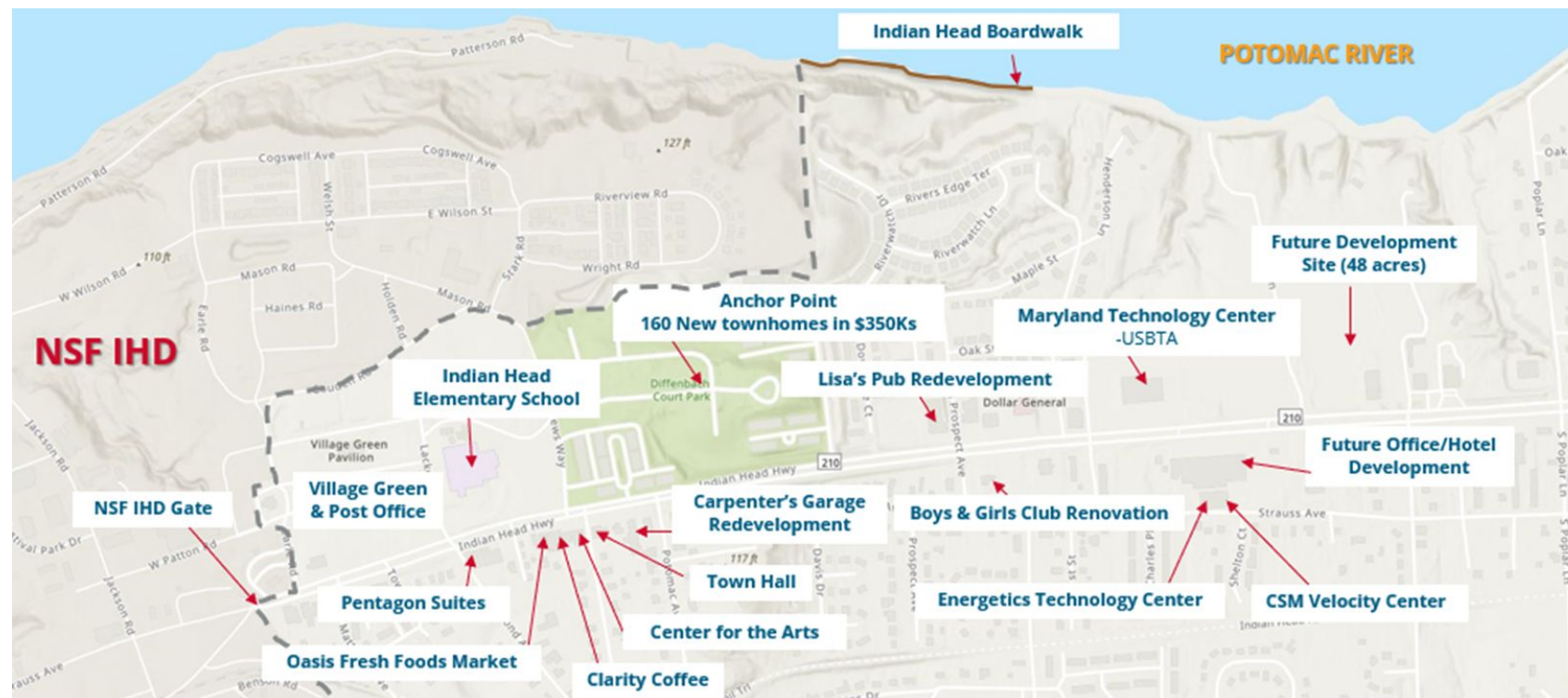
Together, these visits underscored Charles County's growing role as a hub for technology, innovation, and business development in Maryland.



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

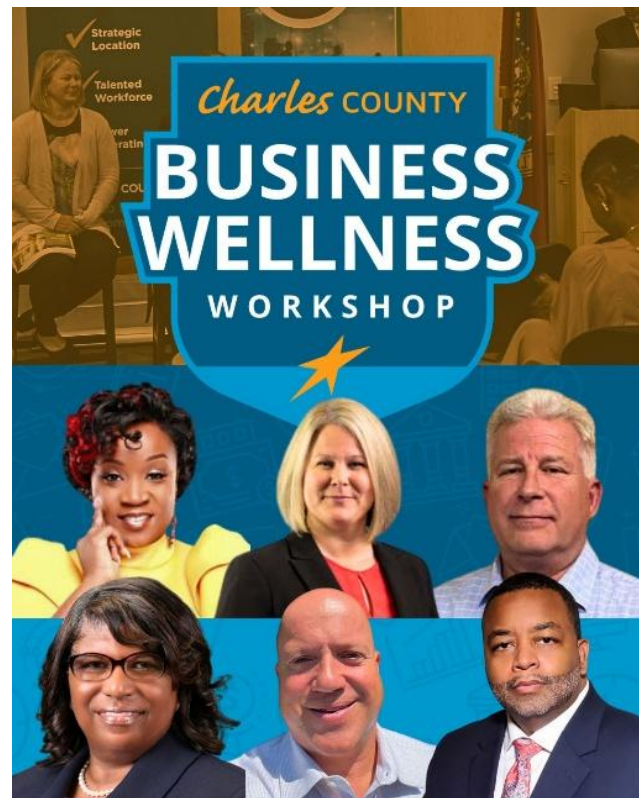
- In 2022 the Board of County Commissioners created the **Western Charles County Technology Corridor** to direct economic growth into the communities of Indian Head, Bryans Road, and the Maryland Airport.
- EDD worked with stakeholders to create a new **Aviation Business Park Zone** to directly support 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



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:

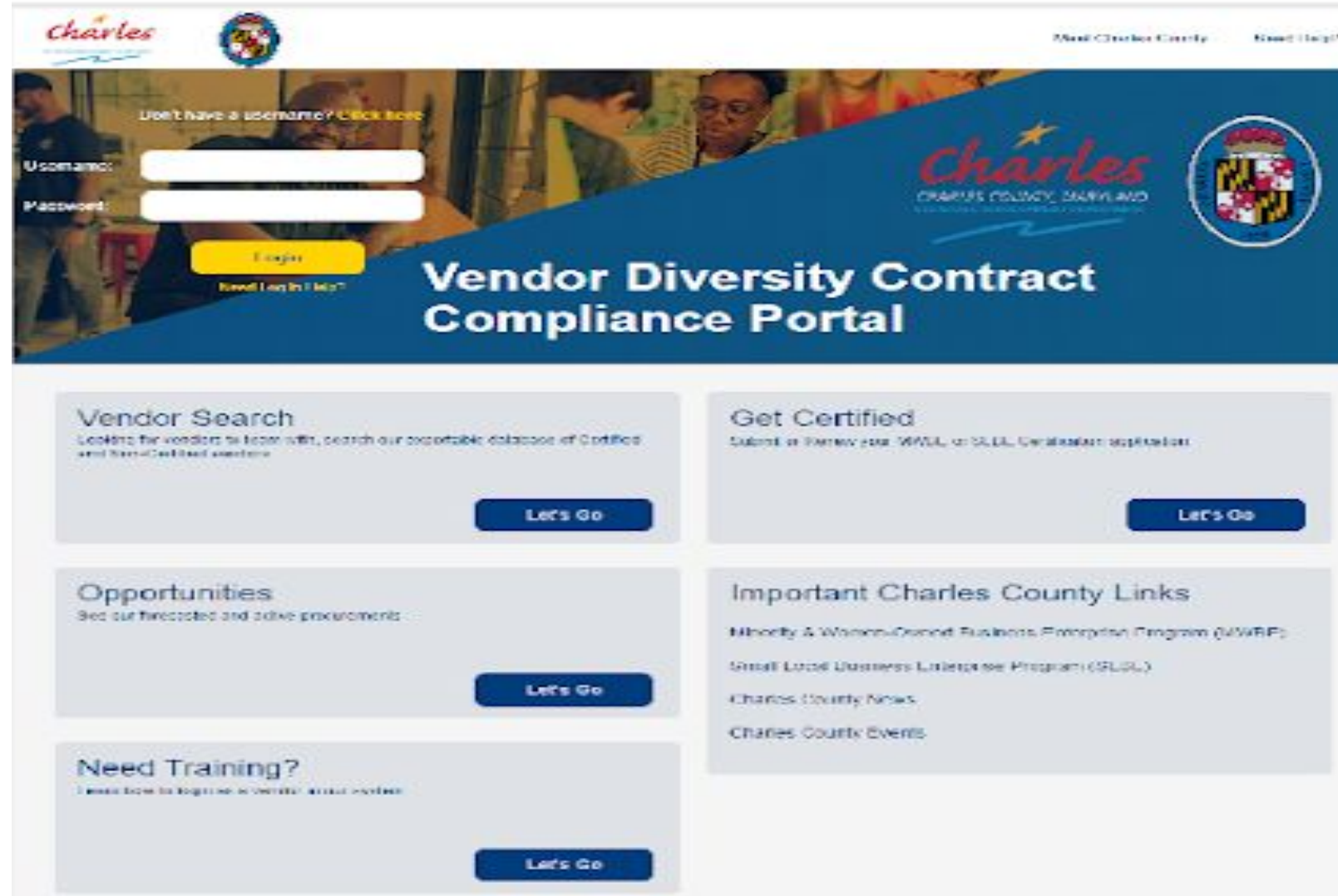
New SLBE Registered:	26
Total SLBE Firms:	250

New MBE Registered:	20
Total MBE Firms:	510

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.



The screenshot displays the Charles County Vendor Diversity Contract Compliance Portal. The header features the Charles County logo and a navigation bar with links for "Meet Charles County" and "Need Help?". The main banner includes a login section with "Username:" and "Password:" fields, a "Login" button, and a link for "Need Login Help?". The title "Vendor Diversity Contract Compliance Portal" is prominently displayed. Below the banner, the page is organized into four main sections: "Vendor Search" (with a "Let's Go" button), "Get Certified" (with a "Let's Go" button), "Opportunities" (with a "Let's Go" button), and "Need Training?" (with a "Let's Go" button"). A sidebar on the right titled "Important Charles County Links" lists: "Minority & Women-Owned Business Enterprise Program (MWBE)", "Small Local Business Enterprise Program (SLBE)", "Charles County News", and "Charles County Events".



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 background image of a person in a white lab coat and safety glasses working with equipment. The text 'ENERGETICS POWERHOUSE' is prominently displayed in large, bold, white letters. Below this, the phrase 'FUELED BY GREAT PEOPLE, PROXIMITY, & POTENTIAL' is written in smaller, bold, black letters. A list of bullet points follows, and a green button with the text 'LEARN MORE >' is at the bottom right. The Charles County, Maryland Economic Development Department logo is in the bottom left corner of the graphic.

**ENERGETICS
POWERHOUSE**

**FUELED BY GREAT PEOPLE,
PROXIMITY, & POTENTIAL**

- 5K+ DoD civilian employees
- Home to Naval Support Facility Indian Head
- Fast access to DC, federal labs, installations, and bases

LEARN MORE >

Charles
CHARLES COUNTY, MARYLAND
ECONOMIC DEVELOPMENT DEPARTMENT



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



Support Local Businesses!


JOIN CHARLES COUNTY'S DIGITAL GIFT CARD PROGRAM

Feel the Love, County-wide





Be Our EDD Ambassadors



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

PRESENTED BY:

Economic Development Charles County Government

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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

www.CharlesCountyMD.gov



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