

DONATE TODAY

To Help Expand Prince George's County



BECOME A PARTNER



MISSION

To cultivate an environment where entrepreneurs and businesses thrive.

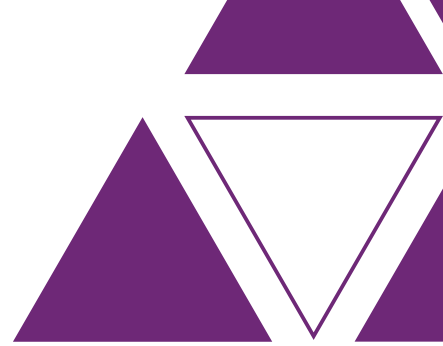






VISION

A strong economy that supports the growth and prosperity of entrepreneurs and small businesses, retains the County's current businesses and attracts new ones, which leads to more high-wage jobs and transformed lives.



About Us

The Prince George's County Economic Development Corporation (EDC) is a 501c3, nonprofit founded in 1998. Our mission is to cultivate an environment where entrepreneurs and businesses thrive. Our vision is a strong economy that supports the growth and prosperity of entrepreneurs and small businesses, retains the County's current businesses and attracts new ones, which leads to more high-wage jobs—all which transforms lives.

What We Do

By using best practices in economic development, we work to spur and accelerate economic growth in Prince George's County. We provide services that attract, retain, and expand businesses at all stages with a specific focus on: Business Development (retention, expansion and attraction to the County); Small Business Services (comprehensive technical assistance, start-up support and acceleration); International/Foreign Trade Zones (site selection, business permits and legal advice); Innovation Station (co-working space, businesses training and mentorship); and Economic Development Incentives (EDI Fund, tax credits, growth funds and bonds.)







EDC's Impact

Prince George's County is the epicenter of economic development in the DMV region with a variety of opportunities for growth and investment in all major industries including IT, Cyber, Space, Health, Retail and Restaurant.

Partner with Us

As an EDC partner your financial support is critically needed in our mission to support entrepreneurs and small businesses and to accelerate economic growth and prosperity in Prince George's County.

Partnership Opportunities

As a Partner, you can support the EDC in a variety of ways and have your name associated with a forward-thinking organization committed to the success of entrepreneurs, small businesses and medium to large corporations. More importantly, you can be confident that your company's Corporate Social Responsibility goals are valued here at EDC because we know that people make the difference.





The Value of Your Partnership

- Improved Brand Perception
- Exposure to New Clients & Customers
- Connection to Stakeholders
- Branding and Invitations to Exclusive Networking Events
- EDC Reach: BizBuzz Newsletter (15,184), Facebook (4,043), Twitter (2,850) Instagram (1,107)
- Recognition as Proud Supporter of Entrepreneurs and Minority–Owned Small Businesses
- Participation in special task forces to help execute the EDC mission and Prince George’s County’s economic development strategy.
- Lead contribute to and attend sector roundtable discussions, business investment events and seminars.



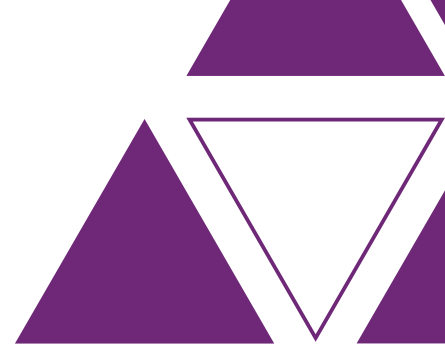
Small Business Services

We have an unwavering commitment to small business development across the County. Our Small Business department provides services including: development and review of business plans; strategic and marketing plan guidance; introduction to industry experts; access to contract and procurement opportunities; professional networking opportunities; access to free business programs and resources; assistance with business loan packaging; one—on—one counseling; and onsite access to SCORE Counselors, Small Business Development Center Counselors, and Procurement Technical Assistance Center Counselors.

Audience Profile: 1,000+ Small and minority—owned businesses located in Prince George’s County – 50% women—owned, 60% African American—owned

Investment needed: \$7,000 (Support includes programming, technical assistance for businesses, technology and software, resource materials for businesses, speaker fees and administrative costs.)

CORPORATE PARTNER SUPPORT



Innovation Station

The Innovation Station, an incubator office and co-working space, provides a collaborative work environment and robust business services designed specifically for innovators, start-ups, and entrepreneurs to accelerate their growth. The Innovation Station provides: business mentoring; assistance with business finance tools; access to county, state and federal procurement and incentives; introductions to potential partners and customers, industry thought leaders, investors, and business experts; access to resource partners including attorneys, accountants, bankers, angel investors, VCs, exit strategy experts, human resource experts, business development, marketing, branding, and communications experts; invitations to business networking events, educational programming opportunities and workshops; assistance with talent recruitment and training; and use of Smart Boards and other technologies.

Audience Profile: 1,000+ reach of entrepreneurs, start-ups and small businesses

Investment needed: \$75,000 (Support includes programming, technology, resource materials, and administrative costs.)







Latino Business Services

The EDC firmly understands the financial impact of Latino—owned businesses on the economy with an average business revenue of over \$300,000 a year. Proud to support Maryland's largest concentration of Latinos, the EDC provides this growing business community with: a monthly YouTube show, in Spanish; one—on—one business counseling and technical assistance; access to educational opportunities; networking opportunities; direct connections to government agencies, potential partners, customers, mentors, and talent; and tailored seminars and events to meet the needs of Latino businesses.

Audience Profile: 2,000+ Latino businesses and 145,000 Spanish speakers

Investment Needed: \$25,000 (Supports production of the popular *Creando Exitos*, EDC's monthly Latino Business program on YouTube, translation services for business seminars and printed materials, and other Latino—focused business events and technical assistance.



EDC International

We are committed to international initiatives that position Prince George's County in the global market and allows capable local firms to become more competitive, diversified, and sustainable. Our international initiatives include: four annual export readiness seminars; hosting foreign business visitors on reverse trade missions; match—making events between County and foreign business owners including bus tours with federal and state partners; soft landing support for foreign companies; identifying local/international business opportunities; premier exhibit space and sponsorship at Select USA; and resources that help County companies identify potential international markets, access trade finance products and meet potential international partners.

Audience Profile: 500+ Prince George's County businesses and other international businesses seeking location within the County

Investment Needed: \$55,000 (Supports EDC participation at SelectUSA, organization of trade missions, and technical assistance provided to local businesses and potential international companies.)

Pathways Premier Workshop Series

Located in areas across Prince George's County, EDC Pathways are special seminars (four to eight seminars per topic) that take a deep dive into important economic development and business topics including:

Financial Management for Businesses (eight seminars)

Women in Leadership (four seminars)

Latino Business Forum (four seminars)

Thirsty for Business Thursday Networking (one event per quarter)

Audience Profile: 1000+ Prince George's County and regional entrepreneurs and small businesses with speakers from leading businesses, government agencies and other important industry stakeholders.

Investment Needed: \$20,000 (Support includes planning and hosting of events, printed resource materials, technology, marketing and seminar speaker fees.

**Networking events price determined individually.)*



ICSC Mid–Atlantic Conference & Deal Making

Gaylord National Resort & Convention Center, National Harbor, MD

Annually in March

Prince George's County hosts the region's largest event for leaders in retail, real estate and development with opportunities for deal making, networking, education and special (invitation—only) receptions. Participants learn about current industry news, make real estate deals and network with peers.

Audience Profile: 1,500+ real estate industry leaders including brokers, real estate agents, developers, retailers and a host of other important stakeholders.

Investment needed: \$5,000 (Supports cost of exhibit booth, materials and signage, and annual ICSC membership fee.)

State of the County Breakfast

Annually in April or June

This annual breakfast is EDC's premier fundraising event and informs Prince George's County residents, business owners and other stakeholders about the state of the County's economy and future outlook.

Audience Profile: 600+ elected officials, business leaders and professionals from all industry sectors.

Sponsor levels: Please email Kathi Barber kbarber@co.pg.md.us for more information. (should be a clickable link to email)



ICSC RECon

A New Year. A New Day (of Deal Making)

Las Vegas Convention Center, Las Vegas, NV

Annually in May

The International Council of Shopping Centers (ICSC) is the world's largest convention of retail real estate professionals. Each year, the EDC's prime exhibit booth proudly represents Prince George's County. Our team meets with scores of retailers to present our case for why Prince George's County is an outstanding choice for retail location.

***Audience Profile:** 35,000+ national retailers, developers, brokers and decision makers*

2019 Success:

- 25 successful meetings held in the EDC exhibit booth conference room, attended by potential retailers, Prince George's County developers/brokers, representatives from the County Executive Angela Alsobrooks' office and industry-specific EDC team members.
- Over 30 walk-up meetings at the EDC exhibit booth

Sponsorship Levels—Please email Kathi Barber kbarber@co.pg.md.us for more information.

Contact: Kathi Barber, Development Manager
301-583-4621 or KBarber@co.pg.md.us



Please contact **Kathi Barber** at 301.581.4621 or kbarber@co.pg.md.us to discuss sponsor opportunities.