

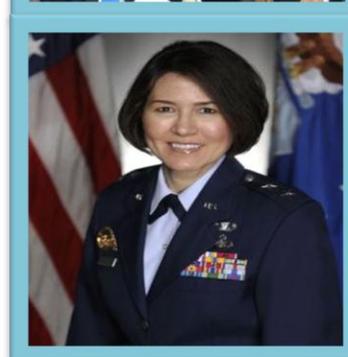
# The Greater Prince George's Business Roundtable Board Meeting Summary

November 14, 2012



## WE'RE OFF AND RUNNING!

- President/CEO M.H. Jim Estep introduced the Roundtable to our newest board member, Steven Jumper, Director of Corporate Public Policy for Washington Gas.
- He then brought up Justin Stephens, the caterer for the meeting, an entrepreneur looking to bring a Firehouse Subs franchise into the county at National Harbor.
- Mr. Estep also complimented board members on the completion of the Roundtable's permitting recommendations. He also congratulated Wayne Curry as one of the forces behind the success of Question 7 passing in the county and the state.
- Though we weren't able to hear from Major General Dunbar, the new Commander of the Air Force District of Washington (AFDW), she was able to meet and greet many members of the Roundtable during the networking portion of the meeting. We did hear from the Judge Advocate General for the AFDW, Colonel Thomas Helget.



## COUNTY STATE'S ATTORNEY ANGELA ALSOBROOKS SPEAKS TO THE BOARD

- Ms. Alsobrooks spoke of the importance that mentoring and intervention play in crime prevention.
- She congratulated County Assistant Police Chief Kevin Davis, an attendee at the meeting, for the county reaching its lowest homicide levels since 1986.
- She spoke of the Sisterhood Summit, an event focused on 13-18 year-old young women. The event was inspired by a stabbing committed by a female student at Bowie State against another female student there. The purpose of the Summit was to encourage self-esteem and conflict resolution.
- Ms. Alsobrooks has enlisted the help of two organizations, Mentoring to Manhood and Men Aiming Higher, to have a similar Summit for young men in the Spring of 2013. "These young men need jobs and training," so their futures can be assured. For her, these young men "Are hurting and acting out," and the root causes of this behavior must be addressed.
- "Crime is not acceptable." She also told us that she would be back to ask the people in the room to partner with her and the department.

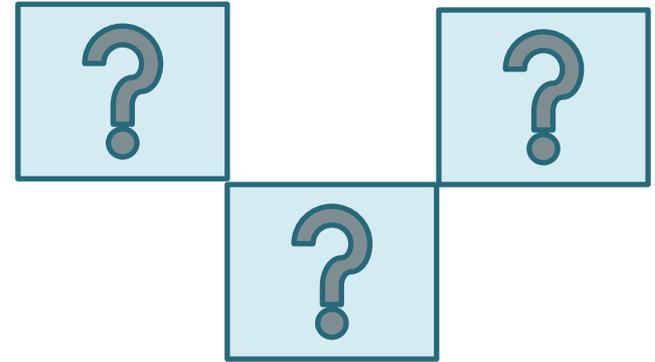


## COUNCILMAN OBIE PATTERSON WAS NEXT TO SPEAK TO THE BOARD



- ❖ Mr. Estep introduced the Councilman with the news that his coverage area would include Joint Base Andrews after county re-districting takes place in 2014.
- ❖ Councilman Patterson thanked Mr. Estep for the speaking slot. He spoke of his district, including Fort Washington, Oxon Hill, Temple Hills and Camp Springs, covering 97,000 county residents.
- ❖ He said even though it has been an exciting last two years, the best is still yet to come in Prince George's County. Their goal is to bring businesses to the county. "We have a good council, and an excellent county executive." This is especially important when working with the state.
- ❖ Referring to the election, he joked that District 8 had been very popular of late. He looked forward to the District 7 Police Station groundbreaking. There is a new fire station coming as well. When the station is operational, it will decrease response time significantly. He looked forward to the arrival of the Tanger Outlet, with 85 stores and the hundreds of jobs it would bring.
- ❖ Aesthetically, the Giant on Livingston Road will also be undergoing a facelift. He is excited about 2014, with his district gaining Joint Base Andrews and the Branch Avenue Metro. Regarding council activity, he touted that they had been a "busy group," sponsoring more than 100 bills.
- ❖ Councilman Patterson believes the county should focus on smart growth, and he believes that the council's vote in favor of P.I.E. and getting the agency up and running will make the county more environmentally friendly.
- ❖ He said that he was unaware of any municipality with the "potential of Prince George's County."

# ??QUESTIONS??



**Wayne Curry-** Mr. Curry expressed frustration over the ethics legislation the state passed and its effect on Prince George's County alone. He called the invalidation of two recent county master plans that were voided by Judge Green a violation of the First Amendment and a stripping of fundamental Constitutional rights. He asked the councilman to enlist his colleagues and the executive to "help us out." He made it clear that if the councilman knew of people wanting their rights to let them know and we'll take the right plaintiff's cause.

**Obie Patterson:** I had a problem with the legislation myself, and I asked the Attorney General how such an action could be retroactive. I have not yet received a response.

**M.H. Jim Estep:** In wake of the scandal with the former executive, anyone involved in business with the council cannot contribute without the councilperson recusing themselves from the action. Prince George's is the only county in the state affected by this law.

Mr. Estep then took a moment to thank the councilman for his accessibility.

- Senator Ramirez thanked the Roundtable for having him.
- He called the Question 4 win a “great victory” and called the Question 7 victory the same, as it would bring more revenues and people to the county.
- Not a “silver bullet, but it will bring shops, restaurants and more” into the fray. “We’re uniquely positioned in Prince George’s.”
- Look at this room, with Joint Base Andrews, developers and utility companies together. Partnering with you, we can get people to work and improve public transportation.
- He referenced the Purple Line, and said that they were looking for a funding source. He said that even though it may not be popular, the legislature was going to look at a gasoline tax to enable this important transportation initiative.
- We’re working on the hospital. Our residents deserve better. Those are the two biggest projects as we look ahead, and they’re important. They’ll keep our residents staying here, seeking their medical care here.
- “I’m still a freshman senator, but I’m learning.”
- Question 4 includes everybody that lives here, attends our churches, and takes part in all our multi-cultural strengths, similar to what we saw in Montgomery County with Doug Duncan.

## STATE SENATOR VICTOR RAMIREZ WAS NEXT ON THE AGENDA



## ??QUESTIONS??



- **Bruce Chatman (BC)**- talked to the senator about the issue that had been tackled with Councilman Patterson, regarding being able to vote with dollars. Mr. Chatman believes Senator Ramirez can assist with moving the legislature to a more sensible solution. Look at Michigan, where the city and county government can be taken over. We're moving in that direction here. Please talk to your colleagues about what can be done.
- **Wayne Curry** discussed the margins that Prince George's County delivered in last week's election, and elected leaders keep taking advantage of it. It's about time that performance was acknowledged. It's hard to watch somebody else eat the gumbo after you make it.
- **Senator Ramirez (V.R.):** There is a power shift to the burbs, and it is noticed in Annapolis. If we need them, we must bring new voices to Annapolis, without discounting the value that experience there brings.
- Look at the resort hotel idea. I don't gamble, but we know people do. I was in my barber shop recently, and I heard one of the people there talking about his brother and his trip to West Virginia to gamble. We need to keep/bring money here, so people can't discount anything, because new ideas are necessary.
- People will disagree over contributions. We need people who have interests in the community free to support as they will. Look at the money spent on Question 7.
- **B.C.**-followed up by asking if it is fair and Constitutional, not is it right. Prince George's is the only county in the state with this restriction.
- **V.R.:** You have a unique situation in Prince George's, where the County Council and the District Council are one in the same. This is a very big issue. I didn't know that business people were disenfranchised.

## ?QUESTIONS CONTINUED?



- **Mr. Curry** followed up by saying that it isn't about business, but about people being told who they can support. We can only contribute \$10,000 over four years. Look at the Supreme Court now, as they're allowing unlimited contributions.
- **V.R.:** My constituents, residents and business people, are not talking about opening up spending limits. At the end of the day, valid concerns are coming forth.
- **Mr. Estep** let Senator Ramirez know of the frustration some of the people in the room felt, as they seemed to be singled out in all the state. All we ask is that you think about the ramifications.
- **V.R.:** Fundraising is coming up. As representatives for you, we have to think about these things. We should have hearings. I love the passion you have on this.
- **W.F. Chesley:** If I own a business, my wife can't contribute, because we might have something before the council in a few years. Officers of my company can't contribute as well. This legislation is very far reaching and not fair to the people here.
- **V.R.:** We need to do a better job of announcing hearings. We didn't get this side before moving forward with the legislation. You have a great executive and council that can come down and ask for these things to be changed.
- **M.H.:** After the scandal with the previous administration, it would have been political suicide to run afoul of activists at that point. Two years ago, it was very difficult to oppose this measure.
- **V.R.:** I'm trying to be more business-friendly. This is a learning experience. As a body, we interact more with constituents than with businesses. It will be nice to hear more from this group about what we're advocating for. We all have a vested interest in your success, as we need more businesses and greater revenues flowing into the state.

# PARK & PLANNING DELIVER A PRESENTATION



Mr. . Derrick Berlage touted the value of this Economic Development Strategic Plan, as they had worked with experts at Batelle Technology in formulating the effort. He added that it was important to receive buy-in from leaders of all sectors.

The presentation was delivered by Jacqueline Philson, and the highlights are included here.

Its purpose:

- Identify and target high growth industry sectors that have the capacity to contribute to economic growth and development in the county
- Assess the county's capacity for capitalizing on economic opportunity in this competitive regional economy
- Set forth strategies for policy makers to leverage economic development opportunities



The final step of the plan, publication, is set for March of 2013.

According to the report, county strengths include:

- Labor Market
- Federal Procurement
- Small and Minority Business Environment
- Comparatively Lower Rents and Land Costs
- Real Estate Availability
- Transportation Infrastructure
- Location/Accessibility
- Universities and Colleges
- Technology Generation and Commercialization
- Financial Resources

The same report lists these as disadvantages:

- Perception that Prince George's County is Not a Prime Office Location
- Negative Perceptions about the County School System and Public Safety
- Development Permitting and Approval Process
- Lack of Organized Outreach to GSA

Opportunities for Targeted Industry Clusters:

- GSA Federal Leasing Opportunities (25M+ SF in leased GSA space to expire in region in next five years)
- Business Services (Job gainer in last decade)
- Health Care and Life Sciences (Faster growth in county from 01-07 than region or nation)
- Information, Communication and Electronics Industry (Expected growth in next ten years, and federal drivers in county including JBA, NASA and nearby NSA)
- The county has pledged to a Marketing and Branding campaign and increasing awareness of its competitive advantages for business development.

## PARK & PLANNING CONTINUED



# PARK & PLANNING ?QUESTIONS?



**M.H. Jim Estep:** What would you have us do moving forward?

**Derick Berlage (D.B.):** We're ramping things up now. We want your feedback to help identify the best clusters for inclusion.

**Geoffrey Pohanka:** This is a real opportunity and we're excited when the county reaches out to us. The system is broken, when even matters as simple as an elevator inspection on a \$36 million project can hold up the process, especially when professional third-parties are used.

**Roger Blunt:** Implementation of a capital structure requires cooperation between large and small companies. You can't deliver the best final product without it.

**D.B.:** Please check the website for some compelling data. Thank you for the time today.

Mr. Pohanka was then given the floor for a moment to introduce the board to Mr. Stephen Horvath, Senior Vice President and Commercial Group Leader of Revere Bank.



## MELANIE GRAF WITH AN UPDATE ON WESTPHALIA

- Walton's parcel at Westphalia is between Suitland Parkway and Woodyard Road. Their first phase of development will include 50 acres, part of which will be a Retail site adjacent to the highway.
- They are horizontal developers, as they don't build buildings. They'll be moving for up to 500,000 square-feet of retail and hotel space, with 400+ multi-family units coming, along with 350 town homes.
- Their Detailed Site Plan is approved, and they are hoping to have grading approved in February. They are expecting the grand opening of the property to occur in 2014.
- They will be funding more than \$60 million in off-site improvements.



# THE “CHIEF’S OWN” 11<sup>TH</sup> WING REPORT

- Col. Knight spoke of how the team on Andrews was able to keep everything up and running during Hurricane Sandy. He added that many members of the team had gone to New Jersey and New York to assist with recovery efforts. Members of the 113th assisted downtown with traffic control as well.
- He announced that two weeks from yesterday that the new school house would be opening (That move has been delayed, and the move-in to the permanent facility will now take place over Christmas Vacation). He added that he would be taking part in a PTO meeting with parents there, and that the school was a “Huge home run for us.”
- The inauguration is coming up, and that will inspire a lot of activities on base, with over 1,000 people working with the Guard on the event.
- Colonel Knight touted the fact that a decision was made on the Medical Clinic prime contractor and that the facility was on track.
- He closed by saying what a blessing it is to have a great relationship with the community.





# THE 89<sup>TH</sup> AIRLIFT WING THE PRESIDENTIAL WING REPORT



- Regarding Firehouse Subs, Col. Holland happily volunteered that they had “space outside the gates” for another store.
- Though the election is over, the mission goes on, as the President is prepping for a Far East swing. The Wing is also preparing to stand down two temporary squadrons put in place for the campaign.
- Colonel Minihan is out with (Air Mobility Commander) General Johns, as he’s having his final flight with the VC-25, the Boeing 747 that has served as Air Force One. General Johns was the chief test pilot and test program manager for the Air Force One replacement program.
- Col. Holland was delighted to announce that the long-awaited runway re-opening was expected the first week of December.



# IN CLOSING



- As a group, the Roundtable welcomed our latest Associate Member, Marvo Jo Camp. Ms. Camp is the Executive Director of Leadership Prince George's.
- Mr. Estep thanked Thomas Graham and Pepco for their work during Hurricane Sandy.
- Mr. Graham in turn thanked our military members for the airlift support Pepco received during the storm.
- Mr. Estep closed by congratulating Philip Down for the successful Doctors Community Foundation event, held nine days earlier.



# MEET THE BOARD



Philip B. Down

Philip B. Down, Chief Executive Officer of Doctors Community Hospital, a position he has held for the past 25 years. He has a Masters Degree in Hospital Administration from George Washington University and a Bachelors Degree in Business from Norwich University in Vermont. Mr. Down is a member of the American Hospital Association, the Maryland Hospital Association, the Prince George's Business Roundtable, the Washington Board of Trade, and the Economic Club of Washington, D.C. He formerly served for eight years as Commissioner of the Health Services Cost Review Commission, and eight years as Director of the University of Maryland College Park Foundation. He still serves on the University of Maryland System Foundation Board. Mr. Down and his wife Mary live in Ellicott City, MD and have two sons, Phil and Michael.



# FROM THE CEO



My Friends,

Over the past week, we've been bombarded with data from Black Friday and Cyber Monday, and college and pro football are beginning their stretch run, and somewhere between elections and New Year's Eve, it seems that what matters most this time of year has been lost on the masses.

Every year, on the fourth Thursday in November, we commemorate Thanksgiving, giving thanks for what we have and for the opportunity to spend time with loved ones and our closest friends. Spending that time this year, when some of our members have suffered the loss of their most dear loved ones, could not be more important, and it certainly means far more than turkey, stuffing, Cyber Monday, and a football game.

The first eleven months of this year have seen us make great strides in moving business forward, and our meetings have been blessed with visitors who have helped define the present and will determine the direction our county goes in the future as we look forward to 2013. As we finish the year, we are bombarded with holiday tree lightings, holiday parties and gatherings and holiday sales.

There was a time, not too long ago, that you couldn't find more than a lone voice somewhere speaking out on the inclusion of the word "Christmas" in December festivities. I don't recall a chorus ever joining that lone voice, but at some point it became anathema to celebrate the birth of Jesus Christ, even with the vast majority of Americans identifying themselves as Christian. Let us not forget what matters this season, and that is the joy we realize when spending time with our family and friends as Americans celebrate Christmas, Hanukkah and other religious holidays. Perhaps a lone voice this year can remind us that it's okay to say "Christmas" as more than a reminder of something we used to celebrate, without fear of someone calling us out for doing so. I'm too old to be called out.

I wish you a Merry Christmas, Happy Holidays, and a Safe and Healthy New Year to You and Yours.

Jim

