

# Retail Opportunities

     
@pgcdc  
@expandPGC



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## PRINCE GEORGE'S COUNTY, MARYLAND

**VISION:** Prince George's County is a nationally recognized jurisdiction that will be a leader in the Washington metropolitan area because of our thriving economy, great schools, safe neighborhoods, and high quality health care. We will govern with policies and practices that are innovative, results-oriented, and sustainable. The residents and businesses of Prince George's County will know that this is one of the best places to live, invest, work, and visit.

**MISSION:** To transform the quality of life for our residents, visitors, and businesses by providing excellent services that achieve high levels of customer satisfaction through integrity, accountability, and convenience.

**PRIORITIES:** Thriving economy, excellent education system, safe neighborhoods, quality health care, effective human services, clean and sustainable environment, and high performance government.

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## GREETINGS FROM PRINCE GEORGE'S COUNTY

Rushern L. Baker III

The opportunities and incentives for doing business in Prince George's County have never been greater. Whether you are interested in expanding, relocating, or starting a new business, Prince George's County is one of the most promising and compelling locations in the Washington metropolitan area.

With nearly 900,000 residents, Prince George's County has a diverse, well-educated, and affluent population, as well as having the region's largest developable land inventory and the largest number of Metrorail stations that are primed for transit-oriented development. Major transportation arteries include I-95/495 and the Baltimore Washington Parkway, along with the Amtrak Metroliner's daily stops in Prince George's County that are accessible to thousands of business travelers up and down the East Coast.

Prince George's County is home to major federal facilities such as the National Oceanic and Atmospheric Administration, Food and Drug Administration, Joint Base Andrews, and NASA's Goddard Space Flight Center. We also have several institutions of higher learning in the County such as Bowie State University, the University of Maryland, Prince George's Community College, and Capitol College.

Our beautiful parks and family attractions bring thousands of visitors to the County throughout the year. Six Flags America—Maryland's only major amusement park; FedEx Field—the Washington Redskins' home field; the Clarice Smith Performing Arts Center—one of the region's premier performing arts venues; The Show Place Arena, National Harbor, the Tanger Outlets, and the recently opened MGM Resort and Casino have all uniquely positioned Prince George's County as a great place for tourists, conferences, and special events.

Prince George's County is in the midst of an economic transformation, and we have our sights set on bringing more business and retail partners here. We encourage you to seriously consider Prince George's County as a prime location for your business. We look forward to exploring ways that your company and our County can work together to create a win-win business opportunity for everyone.

Rushern L. Baker, III  
County Executive

# GREETINGS FROM THE PRINCE GEORGE'S COUNTY ECONOMIC DEVELOPMENT CORPORATION



Jim Coleman

Prince George's County has experienced tremendous growth over the past decade and is rapidly becoming the epicenter for economic development in the Washington metropolitan area. We boast a Triple A Bond rating, a highly skilled workforce, and a large supply of undeveloped land. Our County is served by multiple interstate highways, three international airports and access to the Port of Baltimore. We have the largest number of Metro stations in the Capital region that are primed for TOD and smart growth.

Prince George's County is home to several federal, academic and commercial assets, including: NOAA, NASA Goddard Space Flight Center, Joint Base Andrews (home of Air Force One), the University of Maryland at College Park, Bowie State University, Prince George's Community College, Howard University-Beltsville, Woodmore Towne Centre, Steeplechase International Business Park, Washington Redskins FedEx Field, and Six Flags America—to name a few.

Our crown jewel is National Harbor, a \$4 billion, 300-acre waterfront complex of condominiums, townhouses, restaurants, hotels and retailers. It is anchored by the Gaylord National Hotel and Resort, and has served as a catalyst for attracting high-end retail and commercial development projects. Tanger Outlets, a 340,000-square-foot shopping center featuring more than 80 brand name and designer outlet stores, is nestled at National Harbor by the new MGM Resort and Casino.

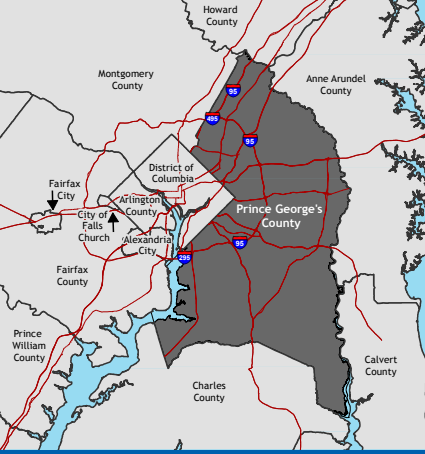
National Harbor's newest attraction is the Capital Wheel. Standing 190 feet high, this observation wheel has 42 climate-controlled gondolas that can carry a maximum of 336 passengers, providing bird's eye views of the Washington Monument, U.S. Capitol, Alexandria and Prince George's County.

A \$1.4 billion resort-casino was built by MGM Resorts International at National Harbor. This luxury resort and casino opened in winter 2016 and has drawn thousands of visitors from across the Washington Metropolitan region and beyond.

While we are excited about these and many other projects on the horizon, there are still tremendous opportunities for growth and investment in Prince George's County. We invite you to come see for yourself. We have a wealth of incentives, programs and resources to help you make the decision to locate or expand your business in Prince George's County. I'm sure that you will agree that Prince George's County is "Primed for Business!"



Jim Coleman  
President and CEO  
Prince George's County Economic Development Corporation



# WHY PRINCE GEORGE'S?

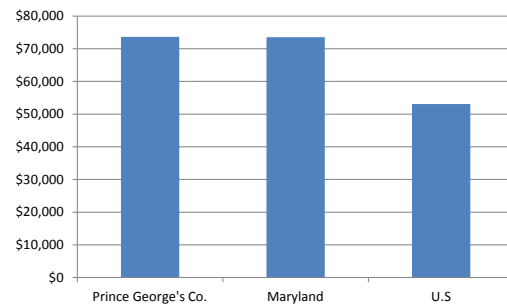
## COUNTY PROFILE

**PRINCE GEORGE'S COUNTY, MARYLAND** is primed for business! Strategically located in the Washington metropolitan region and served by 15 Metrorail stations, the County boasts a skilled workforce, high household incomes, and strong employment base.

### County Population

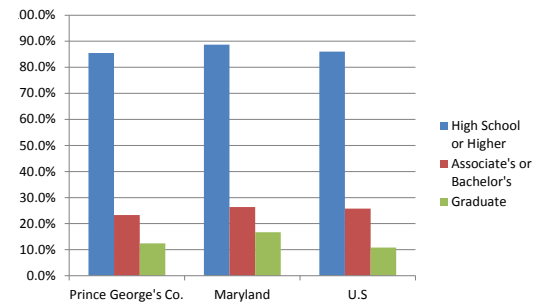
County Population	Year	Source
801,515	2000	U.S. Census 2000
922,435	2017	Neustar, 1st Quarter 2017
963,175	2022	Neustar, 1st Quarter 2017

### Median Household Income (left)



Source: U.S. Census 2015 ACS Five-Year Estimate.

### Educational Attainment (right)



Source: U.S. Census 2015 ACS Five-Year Estimate.

### Labor Force

**LABOR FORCE:** 498,198    **UNEMPLOYMENT:** 4.4%

Source: Maryland Department of Labor, Licensing and Regulation, January 2017.

### Top 5 Employment Sectors

Sectors	Employees	Average Earnings (2015)
Government*	88,433	\$70,512
Retail	39,427	\$30,366
Health Care and Social Assistance	29,009	\$50,343
Accommodation and Food Service	26,840	\$20,558
Construction	25,221	\$64,338

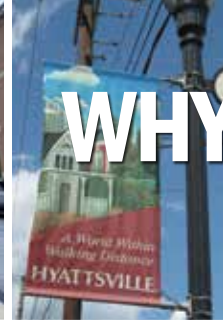
Sources: U.S. Department of Labor Bureau of Labor Statistics 2015; \*Maryland Department of Labor, Licensing and Regulation, 2015.

### Top 10 Employers

Employers	Location	Employees
University of Maryland-College Park	College Park	18,562
Joint Base Andrews	Camp Springs/Morningside	17,546
U.S. Internal Revenue Service	New Carrollton	5,539
U.S. Census Bureau	Suitland	4,414
United Parcel Service	Landover & Countywide	4,220
MGM National Harbor	Oxon Hill	4,000
NASA Goddard Flight Center	Greenbelt	3,397
Giant Food	Countywide	3,000
Verizon	Countywide	2,738
Prince George's Community College	Largo	2,665

Source: The Maryland-National Capital Park and Planning Commission web search compilation, March 2017.





# WHY PRINCE GEORGE'S?

## COUNTY AMENITIES



### TRANSPORTATION AND ACCESS

Prince George's County is served by a strong road and transit network. It features:

- Major commuting routes—I-95/495 (Beltway), the Baltimore Washington Parkway, US 1 (Baltimore Avenue), and MD 200 (Intercounty Connector).
- Easy access to two airports—Baltimore/Washington International Thurgood Marshall (BWI) and Ronald Reagan Washington National.
- Fifteen Metrorail stations.
- Eight regional commuter stations connecting Washington, D.C. and Baltimore City.
- One heavy rail station (Amtrak) connecting Washington, D.C. with New York City and Boston.
- A proposed 11-station, light rail system (see Coming Soon).

### EDUCATIONAL INSTITUTIONS

Prince Georgians are fortunate to have seven institutions of higher learning in the County. Bowie State University, the University of Maryland-College Park, and University of Maryland University College are part of the University System of Maryland's 11 public universities. The County's institutions offer unique academic programs and many serve students worldwide through long-distance learning opportunities.

- University of Maryland-College Park (37,000 students)
- Prince George's Community College (14,000 students)
- Bowie State University (5,617 students)
- The University of Maryland University College (35,000 students)
- Strayer University (1,700 students)
- TESST College of Technology (413 students)
- Capitol College (843 students)

### HOUSING CHOICE

The County offers diversity in housing options, including single-family homes, townhouses, apartments, and condominiums in a range of suburban, urban, and rural settings.

### MEDICAL INSTITUTIONS

Four hospitals, two medical centers, and one clinic provide medical, surgical, addiction, gynecologic, obstetric, pediatric, and psychiatric care in Prince George's County.

- Doctors Community Hospital
- Laurel Regional Hospital
- Prince George's Hospital Center
- Medstar Southern Maryland Hospital Center
- Bowie Health Center
- Fort Washington Medical Center
- VA Outpatient Based Community Clinic

A new, \$543 million state-of-the-art regional medical center and "hotspot" for medical and biopharmaceutical research, health care services, and teaching is expected to break ground as early as 2018 (see Coming Soon).

### PARK SYSTEM

An award-winning parks and recreation system—boasting over 27,000 acres of land, 148 neighborhood parks, 90 miles of hiking/biking trails, and 342 athletic fields—distinguishes the County.

# PROFILES IN RETAIL

## MEET UNIVERSITY TOWN CENTER



### DEVELOPER—HOWARD BIEL, SENIOR VP ECHO REALTY

**The Project**—University Town Center is a mixed use transit-oriented development. Echo utilized unique design solutions to accommodate their desire for street level parking while at the same time, having rooftop parking to accommodate the 65,000 square foot state of the art Safeway. Its impact on the immediate neighborhood and the overall community has been spectacular. The design of the Safeway is wonderfully inviting to pedestrians, commuters and bikers alike.

**Background**—Howard Biel and his business partner Drew Gorman, Senior Vice Presidents at Echo Realty, are no strangers to development in Prince George’s County. Being a part of Echo Realty, and its sister company Giant Eagle in Pennsylvania, has given this dynamic duo a keen sense of how to create successful, upscale grocery anchored shopping center experiences throughout the country. Having successfully brought several mixed use developments to Prince George’s County, such as the Bowie Gateway Center in Bowie, the Fairwood Green Shopping Center and Brandywine Crossing multiuse facility in southern Prince George’s County, Howard and Drew were particularly interested when the University Town Center Project in Hyattsville, Maryland came on their radar.

**County/EDC Connection**—As partners with its business community, Prince George’s County government and the Prince George’s County Economic Development Corporation came to the assistance of Echo Realty after realizing that the development under prior ownership was in trouble. Because of their mutual interest in creating a high-quality shopping center, the County provided Echo Realty with funding and tax relief, entitlement support and a predictable timeline for completion of the project. The County also worked with the City of Hyattsville to provide funding for the project.



*“County Executive Baker and his team at the Economic Development Corporation are great partners that are always looking to do the right thing for the business community and residents in Prince George’s County. They are personally invested and involved in the projects, and are strong champions when it comes to getting things done. This County gets it...and in our business, that is very useful.”*

—Howard Biel



*“As always, we received tremendous support from the County on the University Town Center project; not the least of which was the County’s recognition that the site was in need of help. This allowed us to go after the quality anchor stores that Prince George’s County residents wanted and deserve.”*

—Drew Gorman



# PROFILES IN RETAIL

## MEET WOODMORE TOWN CENTER AT GLENARDEN

**DEVELOPER—WALT PETRIE, CEO, PETRIE RICHARDSON VENTURES**

**The Project**—The Woodmore Town Center at Glenarden is a regional mixed-use mall of freestanding buildings with more than 1,000 feet of direct frontage along Interstate 95/495. Its total gross and leasable square footage is 800,000 square feet of retail, 1100 residential units, 3,200 parking spaces and it is 80 percent complete. Phase two of the project will include 320 apartments and at least three additional restaurant pads. This dynamic shopping center is anchored by Costco, Wegman's, and Nordstrom Rack. More than 40,000 vehicles go to this development every day.

**Background**—Walt Petrie began his development career in 1982, focusing primarily on retail development and some office development in the Washington Metropolitan area. With a background in engineering and sales, Walt has worked on a number of development projects over the years. The projects that Petrie has created or renovated in Prince George's County include the Forestville Mall in Forestville, Maryland, and the Laurel Lakes Shopping Center. Petrie is often called the 'Man with the Midas Touch' because the majority of his projects exceed the performance of his competition. The purchase of the land for the Woodmore Town Center in 2005 was one of his most complex, yet successful projects. With the September 2017 opening of Nordstrom Rack, and a new 15 acre astro turf park for the community's enjoyment, phase one of this project will be complete. Petrie credits the reason for the success of this Center with his use of tenant mix. According to Petrie, tenants at Woodmore at doing very well; far exceeding the national average in sales and total volume. Its shop space is averaging \$450/square foot while the national average is \$300/square foot.

**County/EDC Connections**—Woodmore Town Center received a boost of support by Prince George's County through tax relief, expediting permits and workforce assistance and training of employees.



*"Prince George's County is in the top 2 percent of the 3300 counties in the country in regards to income. My projects work to reflect these high levels of income in their design and retail mix. Woodmore is more than just an ordinary shopping center. It is a highly successful, mixed-use lifestyle center. Every time I have done a center in this County, it has done extremely well. I am sold on Prince George's County. The retailers are attractive to the community and the community has the resources to respond to there retailers. If they find another site for me, I'll be doing another project tomorrow."*

—Walt Petrie





# PROFILES IN RETAIL

## MEET RITCHIE STATION MARKETPLACE



**RETAIL BROKER—MICHAEL ISEN, SENIOR VP, NAI MICHAEL**

**The Project**—Ritchie Station Marketplace is a freestanding retail mall that spans 2,500 linear feet of the Washington Capital Beltway (Interstate 95/495). This project boasts more than one million square feet of retail space with retailers such as Bed, Bath and Beyond, BJ Wholesale Club, Dave & Buster’s, DSW Designer Shoe Warehouse and Gold’s Gym. The corporate headquarters for Pohanka Automotive Group and three of its dealerships also call Ritchie Station home.

**Background**—Michael Isen has been a staple in Prince George’s County for almost three decades. Isen began working for the NAI Michael company right out of college with a strong belief that Prince George’s County retail could be much more than it was. Their purchase of the Ritchie Station property proved to be quite a challenge—since they started developing it at the beginning of the 2008 recession. Believing in the County and using their own money, the company pressed forward by investing in Ritchie Station and preparing it for what the County was in need of... quality retail. Utilizing their prominent site right off of the Capital Beltway, Ritchie Station has seen impressive revenues from its first-class tenants such as the Dave & Buster’s entertainment and restaurant venue that hosts business crowds and families on a daily basis.

**County/EDC Connection**—Ritchie Station has partnered with Prince George’s County Economic Development Corporation for tax relief and permitting assistance for both the tenants and the developer. It has also worked diligently with the Prince George’s County Economic Development Corporation to recruit tenants and workforce recruitment, particularly for Dave & Buster’s.



*“NAI Michael is the largest real estate firm in the County and we love doing business in Prince George’s County. We have been here more than 43 years and we take tremendous pride in everything we do. We don’t want any of our projects to reflect poorly on us. Development is a tough business, but Prince George’s County does all it can do to make it easier for us to do business.”*

— Michael Isen



# COMING SOON

Several signature developments and services will alter the County's economic landscape.

## Prince George's County Regional Medical Center

**Prince George's County Regional Medical Center**—A partnership involving the State of Maryland, University of Maryland Medical System, and Prince George's County will bring a \$543 million state-of-the-art 205-bed regional medical center to the County. It will house diverse health care services, medical research, and teaching facilities; ground breaking is possible as early as 2018.

## New Carrollton Mixed-Use Development

**New Carrollton Mixed-Use Development**—The New Carrollton Metrorail/MARC/Amtrak station is home to two projects one by Berman Enterprises and the other a joint venture between the Washington Metropolitan Area Transit Authority, Forest City Washington, and Urban Atlantic. Berman Enterprises has constructed and fully leased a 110,000-square-foot Class A office building on their site. Subsequent phases will include approximately 550 Class A multifamily units, and additional office and retail space. Forest City Washington and Urban Atlantic's 39-acre site is envisioned to be a multimodal, transit-oriented, mixed-use downtown featuring residential, office, retail and hotel uses. At completion, the development will include two to four million square feet valued at \$1 billion in new investment and is expected to catalyze up to 10 million additional square feet of development in the surrounding area.

## Hampton Park

**Hampton Park**—This 24.5-acre mixed-use project located at the southwest quadrant of the intersection of MD 214 and the Capital Beltway is in close proximity to the site of the Prince George's County Regional Medical Center. The redevelopment project will consist of 600 multifamily units, 135,00 square feet of retail, 125,000 square feet of office, and a 250-room hotel.

## Westphalia Town Center Walton Group

**Westphalia Town Center Walton Group**—Walton Westphalia Development (USA), LLC, broke ground on June 7, 2013, in connection with phase one construction of the project. Phase one development of the corporation's Westphalia property is anticipated to consist of approximately 110 acres of land, which is expected to comprise 347 townhomes, 400 rental apartments, 500,000 square feet of retail space and 150 hotel rooms. The total development of the corporation's 310-acre Westphalia property is anticipated to comprise approximately 66 single family homes, 779 townhomes, 884 rental apartments, 533,759 square feet of retail space, 2,240,000 square feet of office space, and 600 hotel rooms.

## Hotel at University of Maryland

**Hotel at University of Maryland**—Southern Management has begun construction on a 10-story, \$115 million luxury hotel and conference center. The project is a four-star hotel with 300 rooms, conference center and meeting space. There will also be retail space, a full-service restaurant, and more. There are five other projects proposed in the immediate area that include Monument Village, Metropolitan, Knox Village, College Park Place, and The Maryland Book Exchange. Together these five projects will result in approximately 1,247 dwelling units, 58,579 square feet of retail, and a 156-room hotel.

## Purple Line

**Purple Line**—A planned 16-mile, 22-station light rail transit system that will extend inside the Capital Beltway from New Carrollton in Prince George's County to Bethesda in Montgomery County, Maryland. Once operational, travel time between the two communities will be 56 minutes. There will be 11 stations in Prince George's County connecting central business districts, Metrorail and MARC stations.

## Town Square at Suitland Federal Center

**Town Square at Suitland Federal Center**—A vibrant community development that will reenergize and redefine the historic Suitland Federal Center. The proposed gathering place includes beautiful town homes, energy-efficient multifamily homes, a wealth of dining options and plentiful retail space.

# SHOPPING CENTER PROFILES

**Shopping Center Profiles** highlight exciting retail opportunities at many of our existing and future commercial and mixed-use centers in Prince George's County, Maryland.

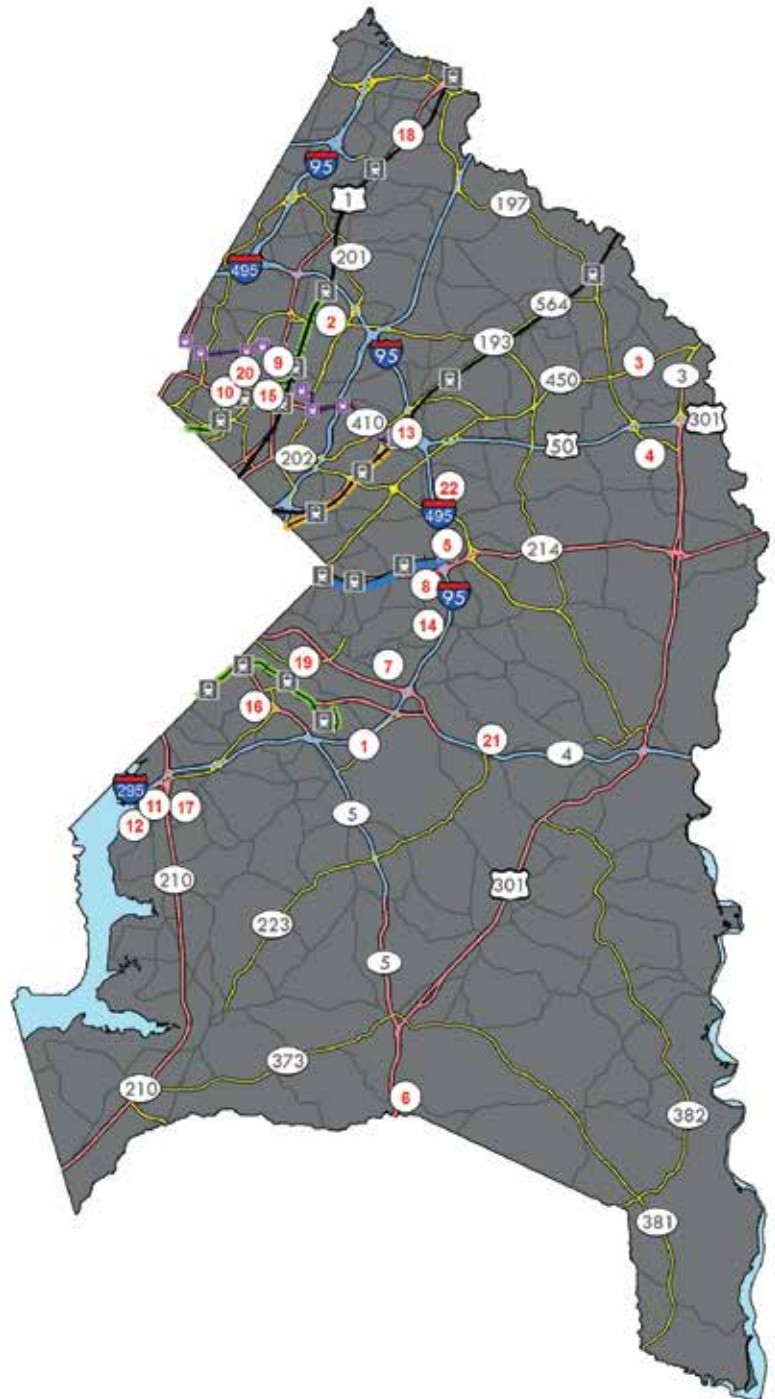
Visit the following sites!

1. Andrews Manor
2. Beltway Plaza
3. Bowie Marketplace
4. Bowie Town Center
5. Boulevard at the Capital Centre
6. Brandywine Crossing
7. Centre at Forrestville
8. Hampton Park
9. Hotel at University of Maryland
10. Mall at Prince Georges
11. MGM National Harbor Resort and Casino
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18. Towne Centre at Laurel
19. Town Square at Suitland Federal Center
20. University Town Center
21. Westphalia Town Center
22. Woodmore Towne Centre at Glenarden

These sites feature:

- Strong markets (see County Profile).
- Unparalleled access to our Nation's Capital and major employers—Joint Base Andrews, the University of Maryland-College Park, the U.S. Census Bureau, and United Parcel Service (UPS).
- Available move-in ready and build-to-suit parcels.
- A strong, multimodal transportation network (see County Amenities).
- A wealth of amenities—including diversity in housing options, an award winning parks and recreation system, and strong educational and medical institutions.

Contact our dedicated economic team about our competitive business development services and incentives (see Business Service Agencies and Economic Development).



# ANDREWS MANOR

4801–4749 Allentown Road  
Camp Springs, MD 20746



## SNAPSHOT

**Property Type:** Community Shopping Center directly across from Joint Base Andrews (formerly Andrews Air Force Base), home to Air Force One.

**Total Square Feet (gross leasable):** 300,207.

**Leasing profile:** 98 percent leased.

**Availability:** 5,400 total square feet in two spaces—1,400 square feet and 4,000 square feet.

**Anchor:** Value Village and La Colonia.

**Junior Anchors:** Family Dollar, Auto Zone, Shop Smart, and Edible Arrangements.

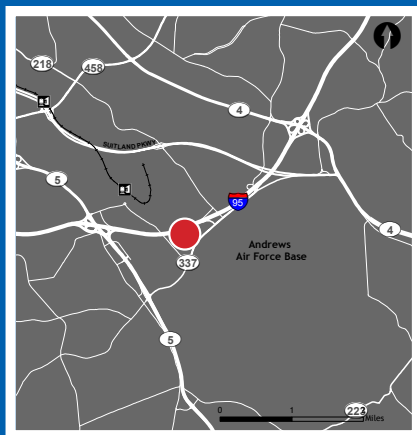
### Market Features:

Directly across from Joint Base Andrews with over 17,000 on-base Department of Defense personnel; home to Air Force One. Conveniently located at I-95/495 Exit 9.



### Zoning:

Commercial Shopping Center (C-S-C).



**Built:** 1960.

**Renovated:** 1995.

**Accessibility:** I-95/495, MD 5, Branch Avenue Metro Station (terminus station).

**Restaurants:** Cafe Allentown, Pho Viet, Checkers, Eastern Carryout, Tender Ribs, and Popeyes.

**Parking:** 1,842 spaces.



## H&R RETAIL, INC.

7201 Wisconsin Avenue, Suite 600  
Bethesda, MD 20814  
301-656-3030

# ANDREWS MANOR MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	6,021	73,385	237,139
	Daytime Employment*	20,659	50,936	81,844
	2017–2022 Projected Population Growth	5.30%	4.53%	4.69%
	High School Graduate	94.9%	93.4%	92.8%
	Bachelor's Degree	12.5%	9%	9.1%
	Graduate/Professional Degree	5.6%	5.5%	5.2%
<b>household</b>	Households	2,280	27,711	87,649
	Average Size	2.63	2.64	2.60
	Owner-Occupied	50%	56.6%	58.6%
	Renter-Occupied	50%	43.4%	41.4%
	Median Home Value	\$248,750	\$240,444	\$250,954
<b>income</b>	Average Household	\$84,942	\$84,464	\$83,907
	Median Household	\$76,898	\$71,838	\$68,667
	Household Income < \$49,999	33%	31.9%	35.1%
	Household Income \$50,000–\$99,999	33.8%	38.1%	35.8%
	Household Income \$100,000+	33.2%	29.9%	29.2%
<b>age</b>	Age 1–19	28%	26%	25.6%
	Age 20–34	22.1%	21.6%	21.6%
	Age 35–64	38.7%	39.5%	39.5%
	Age 65+	11.1%	12.9%	13.3%
	Median Age (years)	34.9	36.7	37.2
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$4,187	\$44,853	\$145,348
	Entertainment	\$5,081	\$53,204	\$169,992
	Food At Home	\$9,057	\$97,147	\$312,117
	Food Away From Home	\$6,722	\$70,101	\$223,149
	Alcoholic Beverages	\$902	\$9,182	\$29,082
	Furniture and Appliances	\$3,811	\$40,667	\$131,750
	Transportation and Maintenance	\$21,028	\$218,227	\$690,512
	Health Care	\$2,554	\$28,250	\$90,720
	Education and Day Care	\$4,130	\$43,724	\$142,496

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Suitland Rd	I-95	18,710	2015	0.23
	Auth Rd	Brown Ave	8,493	2015	0.60
	Allentown Rd	State Hwy 337	23,050	2015	0.62
	Allentown Rd	Auth Rd	31,644	2011	0.82
	Forestville Rd	I-95	14,440	2015	0.82
	Allentown Rd	Forestville Rd	8,361	2012	0.82
	Forestville Rd	Allentown Rd	2,771	2012	0.83
	Forestville Rd	Rena Rd	13,209	2015	0.97

\* Includes Joint Base Andrews personnel.

Source: 2016 Costar estimates; 2017 First Quarter Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# BELTWAY PLAZA

5506-6252 Greenbelt Road  
Greenbelt, MD 20770  
www.beltwayplazamall.com

## SNAPSHOT

**Property Type:** Super-regional mall strategically located near major employers and Metro.

**Total Square Feet (gross leasable):** 900,000.

**Leasing profile:** 99 percent leased.

**Availability:** 7,000 total square feet in spaces ranging from 400 to 3,140 square feet.

**Parking:** 4,300 surface spaces, 600 covered.

**Anchors:** Burlington Coat Factory, Giant Food, Marshalls, Target, TJ Maxx, and Planet Fitness.

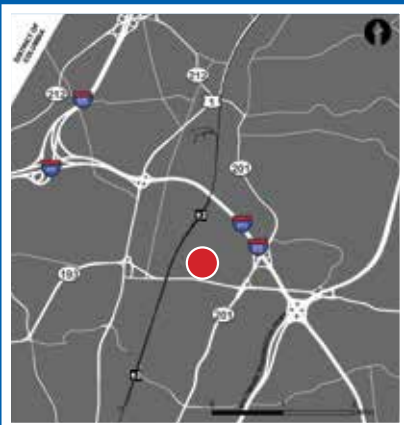
**Restaurants and Entertainment:** AMC Theaters, Chipotle, Boston Market, Joe's Crab Shack, Laugh Out Loud, Mission BBQ, Silver Diner, Three Brother's Pizza, Super Japan, Jodeem African Cuisine, and more.

**Built:** 1960. **Renovated:** 2014.

**Accessibility:** Baltimore-Washington Parkway, I-95/495, US 1, Greenbelt Metro Station (terminus station), MARC Station (commuter line), and University of Maryland Shuttle.

**Zoning:** Mixed-Use Infill (M-U-I).

**Market Features:** University of Maryland-College Park (17,000+ employees and 37,000+ students), NASA's Goddard Space Flight Center, Beltsville Agricultural Research Center, Doctors Community Hospital (1,500+ employees), U.S. District Courthouse, Capital Office Park, Golden Triangle Office Park, Maryland Trade Center, 2,900+ unit Franklin Park residential complex, and Greenbelt Station South Core with approximately 1,000 new residential units over the next five years.



## QUANTUM COMPANIES

4912 Del Ray Avenue  
Bethesda, MD 20814  
Management Office: 301-345-2040  
Leasing: 301-657-9900, Ext. 127 and 158



# BELTWAY PLAZA MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
population and education	Population	15,739	107,588	349,591
	Daytime Employment	12,632	92,705	177,690
	2017–2022 Projected Population Growth	5.26%	4.71%	4.53%
	High School Graduate	88.1%	89.6%	84.2%
	Bachelor's Degree	11.8%	12.9%	11%
	Graduate/Professional Degree	12%	13.4%	9.1%
household	Households	5,592	34,061	113,045
	Average Size	2.81	2.80	2.97
	Owner-Occupied	34.3%	53.8%	50.4%
	Renter-Occupied	65.7%	46.2%	49.6%
	Median Home Value	\$258,658	\$262,557	\$266,138
income	Average Household	\$77,567	\$88,743	\$84,028
	Median Household	\$64,270	\$70,601	\$67,260
	Household Income < \$49,999	36.9%	34.7%	35.8%
	Household Income \$50,000–\$99,999	39.2%	34.3%	36.3%
	Household Income \$100,000+	23.9%	31.1%	28%
age	Age 1–19	27.8%	25.4%	26.3%
	Age 20–34	25.8%	31.1%	25.4%
	Age 35–64	38.5%	34.1%	37.9%
	Age 65+	7.9%	9.4%	10.4%
	Median Age (years)	33.2	31.7	34
consumer spending (\$ thousands)	Apparel and Services	\$9,484	\$57,639	\$194,204
	Entertainment	\$10,813	\$67,471	\$214,587
	Food At Home	\$21,960	\$129,525	\$440,328
	Food Away From Home	\$15,949	\$96,264	\$310,611
	Alcoholic Beverages	\$2,524	\$15,172	\$47,467
	Furniture and Appliances	\$8,025	\$51,874	\$165,389
	Transportation and Maintenance	\$43,850	\$278,311	\$902,486
	Health Care	\$6,297	\$40,290	\$128,744
	Education and Day Care	\$9,816	\$62,267	\$194,881

Source: 2016 Costar estimates; 2017 First Quarter Neustar estimates—educational attainment; average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

traffic counts	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	60th Ave	Greenbelt Rd	1,960	2012	0.26
	Greenbelt Rd	63rd Ave	42,235	2015	0.35
	Cunningham Dr	60th Ave	1,330	2012	0.45
	Greenbelt Rd	Kenilworth Ave	3,482	2012	0.47
	Greenbelt Rd	Railroad Ave	37,262	2015	0.49
	Greenbelt Rd	Kenilworth Ave	56,424	2015	0.50
	Greenbelt Rd	Kenilworth Ave	2,852	2012	0.51
	Kenilworth Ave	Greenbelt Rd	36,437	2012	0.53
	Greenbelt Rd	Kenilworth Ave	3,151	2012	0.53
	Kenilworth Ave	Greenbelt Rd	45,771	2015	0.56

Source: DataMetrix® Products.

# BOWIE MARKETPLACE

15505 Annapolis Road  
Bowie, MD 20715  
www.KLNBretail.com



## SNAPSHOT

**Property Type:** Redevelopment of an existing enclosed mall into an open air retail center.

**Total Square Feet (gross leasable):** 135,000.

**Leasing profile:** In lease up.

**Availability:** Suites between 1,000 to 3,000 square feet.

**Parking:** 1,498 parking spaces.

**Anchors:** Harris Teeter and Petco.

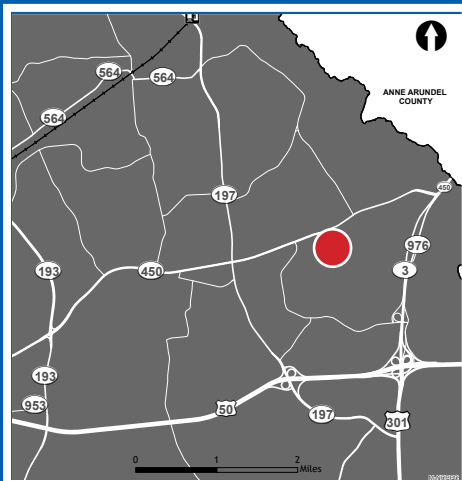
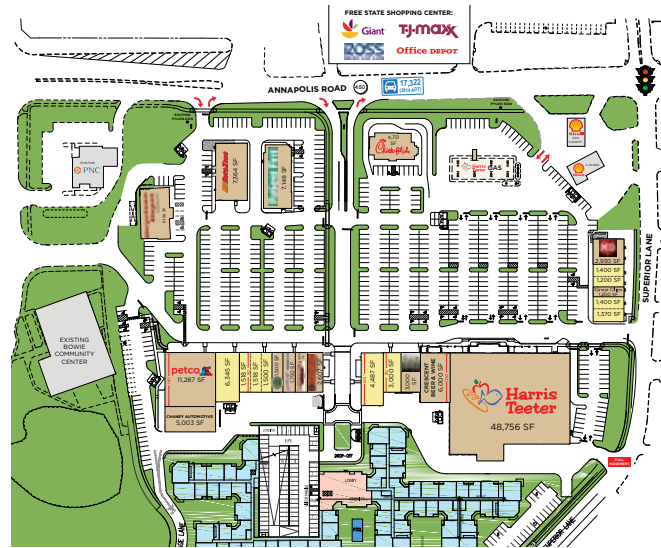
**Featured Retailers:** Auto Zone, Chaney Automotive, Patient First, Marketplace Beer and Wine, and more.

**Restaurants:** Chipotle, Chick-fil-A, Firehouse Subs, and sweetFrog.

**Accessibility:** Two hundred and fifty feet of frontage along MD 450; bounded by two signalized intersections (MD 450 and Stonybrook Drive, and MD 450 and Superior Lane); five access points into the shopping center.

**Market Features:** Close to major office complexes, hotels and the Bowie Baysox Baseball Stadium.

**Zoning:** Commercial Shopping Center (C-S-C).



## WP Glimcher

180 East Broad Street  
Columbus, OH 43215  
614-621-9000

# BOWIE MARKETPLACE MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	9,930	51,780	114,122
	Daytime Employment	3,318	23,596	45,565
	2017-2022 Projected Population Growth	4.36%	4.55%	3.73%
	High School Graduate	96.1%	97%	96.5%
	Bachelor's Degree	18.2%	19.3%	19.6%
	Graduate/Professional Degree	12.8%	15%	14.7%
<b>household</b>	Households	3,399	18,955	40,194
	Average Size	2.69	2.71	2.80
	Owner-Occupied	90.4%	83.3%	83.7%
	Renter-Occupied	9.6%	16.7%	16.3%
	Median Home Value	\$289,890	\$323,486	\$347,540
<b>income</b>	Average Household	\$116,497	\$131,106	\$135,167
	Median Household	\$107,219	\$113,145	\$115,570
	Household Income < \$49,999	15.9%	15.3%	14.2%
	Household Income \$50,000–\$99,999	28.3%	26.9%	26.8%
	Household Income \$100,000+	55.7%	57.8%	59%
<b>age</b>	Age 1–19	22%	23.9%	25.2%
	Age 20–34	17.1%	18%	19%
	Age 35–64	42.1%	42.9%	42.6%
	Age 65+	18.8%	15.2%	13.2%
	Median Age (years)	44.1	41.8	39.9
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$6,877	\$38,558	\$83,470
	Entertainment	\$9,564	\$50,272	\$107,211
	Food At Home	\$15,693	\$82,535	\$176,768
	Food Away From Home	\$12,621	\$68,861	\$148,355
	Alcoholic Beverages	\$2,037	\$10,842	\$23,373
	Furniture and Appliances	\$7,225	\$40,935	\$88,879
	Transportation and Maintenance	\$37,084	\$206,192	\$442,190
	Health Care	\$6,427	\$31,792	\$67,622
	Education and Day Care	\$8,575	\$50,661	\$112,299

Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
Stonybrook Dr	Sussex Ln	4,730	2012	0.19
Millstream Dr	Annapolis Rd	5,240	2012	0.23
Annapolis Rd	Scarlet Oak Ter	14,996	2015	0.33
Belair Dr	Sussex Ln	3,290	2012	0.39
Race Track Rd	Marquette Ln	17,989	2015	0.53
Trinity Dr	Traymore Ln	3,210	2012	0.74
Moylan Dr	Annapolis Rd	2,500	2012	0.75
Cheswood Ln	Cherrywood Ln	1,740	2012	0.92
Annapolis Rd	Trinity Dr	17,461	2012	0.97

Source: 2016 Costar estimates; 2017 First Quarter 2017 Nuestar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC.

Source: DataMetrix® Products.

# BOWIE TOWN CENTER

15606 Emerald Way  
Bowie, MD 20716  
[www.simon.com/mall/bowie-town-center](http://www.simon.com/mall/bowie-town-center)

## SNAPSHOT

**Property Type:** Super-regional mall offering a wide variety of goods and services in a unique and exciting outdoor “main street” environment.

**Total Square Feet (gross leasable):** 957,373.

**Leasing profile:** 99.6 percent leased.

**Availability:** 8,638 square feet in two spaces from 4,038 to 4,600.

**Parking:** 5,187 parking spaces.

**Anchor:** Macy’s and Sears.

**Junior Anchors:** Best Buy, LA Fitness, and Off Broadway.

**Featured Retailers:** Ashely Stewart, Barnes and Noble, Claire’s Boutique, Francesca’s, Rue 21, Victoria’s Secret, Jos. A. Bank Clothiers, Bath & Body Works, GNC, Yankee Candle, The Children’s Place, Stride Rite, Lane Bryant, Kay Jewelers, Zales Jewelers, and New York & Company.

**Restaurants:** Asian Chao, Chipotle, Panera Bread, Starbucks, Olive Garden, LongHorn Steakhouse, Five Guys, DuClaw Brewery, Red Robin, Hibachi Bowl, Noodles & Company, Jimmy John’s, Three Brothers Italian, Ya Mon! Island Grill, Wesley’s Southern Cuisine, and much more!

**Built:** 2001.

**Accessibility:** US 50, MD 301, MD 450.

**Market Features:** Close to major office complexes, including Melford Office Park, Bowie Corporate I & II, Bowie Gateway Center, three hotels, and Bowie Baysox Baseball Stadium. Across from new Bowie City Hall.

**Zoning:** Major Activity Center (M-A-C).



## SIMON PROPERTY GROUP

225 W Washington Street  
Indianapolis, IN 46204  
Leasing: 317-636-1600

# BOWIE TOWN CENTER MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	13,159	51,552	108,464
	Daytime Employment	6,845	18,710	39,898
	2017–2022 Projected Population Growth	5.22%	4.88%	4.33%
	High School Graduate	96.6%	96.7%	96.7%
	Bachelor's Degree	16.6%	19.1%	18.9%
	Graduate/Professional Degree	14.2%	14.8%	15.3%
<b>household</b>	Households	5,453	18,665	38,507
	Average Size	2.39	2.75	2.80
	Owner-Occupied	69.4%	82.5%	87.4%
	Renter-Occupied	30.6%	17.5%	12.6%
	Median Home Value	\$267,879	\$319,396	\$347,757
	<b>income</b>	Average Household	\$111,072	\$132,466
Median Household		\$96,059	\$111,893	\$116,774
Household Income < \$49,999		20.8%	14.5%	13.8%
Household Income \$50,000–\$99,999		32%	28.3%	26.3%
Household Income \$100,000+		47.1%	57.2%	59.9%
<b>age</b>	Age 1–19	24.9%	24.7%	24%
	Age 20–34	18.1%	18%	17.8%
	Age 35–64	43.9%	43.6%	43%
	Age 65+	13%	13.7%	15.2%
	Median Age (years)	39.8	41	42.2
	<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$9,783	\$37,983
Entertainment		\$12,523	\$48,601	\$102,357
Food At Home		\$20,621	\$80,332	\$168,749
Food Away From Home		\$17,404	\$66,834	\$140,130
Alcoholic Beverages		\$2,576	\$10,269	\$21,510
Furniture and Appliances		\$10,192	\$40,017	\$85,957
Transportation and Maintenance		\$50,060	\$200,843	\$426,714
Health Care		\$7,082	\$29,775	\$64,212
Education and Day Care		\$11,863	\$49,675	\$107,379

	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
<b>traffic counts</b>	Northview Dr	Health Center Dr	18,950	2012	0.20
	Mitchellville Rd	Collington Rd	18,533	2015	0.64
	Cobb Rd	Collington Rd	2,321	2012	0.67
	Mitchellville Rd	Collington Rd	13,570	2012	0.71
	Collington Rd	Mitchellville Rd	17,600	2015	0.71
	John Hanson Hwy	Crain Hwy	95,506	2012	0.80
	Cobb Rd	Crain Hwy	108,831	2015	0.80
	Cobb Rd	Collington Rd	15,932	2012	0.80
	Collington Rd	Crain Hwy	18,479	2015	0.86
	November Ct		7,296	2012	0.97

Source: 2016 Costar estimates; First Quarter 2017 Nuestar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# THE BOULEVARD AT THE CAPITAL CENTRE

801-1000 Capital Centre Boulevard  
Largo, MD 20774  
www.shopcapcentre.com



## SNAPSHOT

**Property Type:** Lifestyle center with over 75 stores ranging from apparel and jewelry to a number of specialty stores.

**Development Potential:** High-density, mixed-use, transit-oriented development.

**Total Square Feet (gross leasable):** 504,267.

**Leasing profile:** 92.5 percent leased.

**Availability:** 155,462 square feet in 31 spaces ranging from 800 to 40,000 square feet.

**Parking:** 2,594 parking spaces.

**Anchors:** Magic Johnson Theatres, Shoppers World, Gold's Gym, Beauty Land.

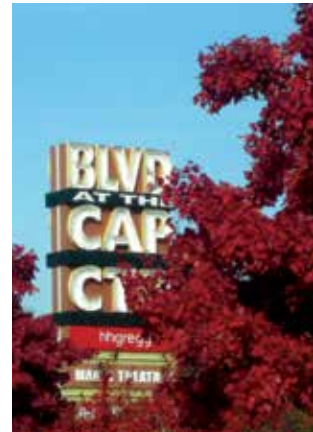
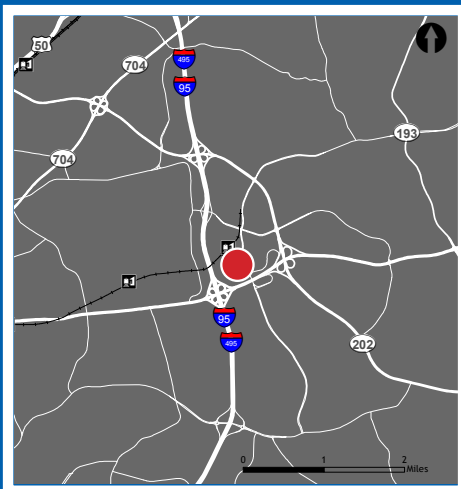
**Junior Anchors:** H&R Block, M&T Bank, Mattress Warehouse.

**Restaurants:** Chick-fil-A, Chuck E. Cheese's, Famous Dave's BBQ, TGI Fridays, Panda Express, Silvestre Chicken, Carolina Kitchen, Golden Coral, LongHorn Steakhouse.

**Built:** 2004.

**Accessibility:** Exclusive access via interchange to I-95/495, MD 202, MD 214, US 50, and at Largo Town Center Metro Station (terminus station).

**Market Features:** Immediately adjacent to the Prince George's County Regional Medical Center (see Coming Soon), FedEx Field, Prince George's County offices, Inglewood Business Park, Largo Business Park (featuring Kaiser Permanente), Largo Town Center Shopping Center, and Woodmore Towne Centre at Glenarden.



## RPAI US Management LLC

6776 Reisterstown Road, Suite 204  
Baltimore, MD 21215

Leasing: 410-246-5584/443-240-7530

# THE BOULEVARD AT THE CAPITAL CENTRE MARKET PROFILE



	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	9,020	98,726	274,423
	Daytime Employment	11,746	39,275	101,316
	2017–2022 Projected Population Growth	8.69%	4.34%	4.80%
	High School Graduate	96.5%	93.8%	91%
	Bachelor's Degree	12.4%	11.8%	9.7%
	Graduate/Professional Degree	8.7%	8.1%	6.8%
<b>household</b>	Households	3,794	36,082	98,694
	Average Size	2.37	2.72	2.76
	Owner-Occupied	47.9%	66.6%	61.2%
	Renter-Occupied	52.1%	33.4%	38.8%
	Median Home Value	\$238,174	\$252,595	\$252,997
<b>income</b>	Average Household	\$84,104	\$92,346	\$85,999
	Median Household	\$76,377	\$78,798	\$69,440
	Household Income < \$49,999	28.5%	28.2%	34.7%
	Household Income \$50,000–\$99,999	38.7%	36.3%	34.6%
	Household Income \$100,000+	32.8%	35.5%	30.8%
<b>age</b>	Age 1–19	27.6%	26.4%	26.4%
	Age 20–34	20.7%	20.5%	21.6%
	Age 35–64	40.1%	39.9%	39.3%
	Age 65+	11.6%	13.3%	12.7%
	Median Age (years)	36.1	37.4	36.5
	<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$6,080	\$61,769
Entertainment		\$7,458	\$72,229	\$191,241
Food At Home		\$12,860	\$131,281	\$362,347
Food Away From Home		\$9,977	\$96,390	\$254,669
Alcoholic Beverages		\$1,290	\$12,512	\$33,627
Furniture and Appliances		\$5,900	\$57,694	\$150,660
Transportation and Maintenance		\$29,608	\$292,962	\$777,490
Health Care		\$3,512	\$39,022	\$104,899
Education and Day Care		\$6,341	\$64,298	\$166,736

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Arena Dr	Lottsford Rd	19,125	2015	0.21
	I-95	Arena Dr	3,022	2012	0.28
	Arena Dr	I-95	1,351	2012	0.29
	Lottsford Rd	Apollo Dr	15,039	2015	0.33
	Arena Dr	Largo Center Dr	13,348	2015	0.39
	Brightseat Rd	Arena Dr	12,262	2015	0.41
	Largo Center Dr	Zachery St	9,167	2015	0.51
	Brightseat Rd	Jericho City Dr	12,431	2012	0.53
	Arena Dr	I-495	12,559	2012	0.54
	Arena Dr	Jericho City Dr	11,621	2015	0.54

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# BRANDYWINE CROSSING

15820–16004 Crain Highway  
Brandywine, MD 20613  
www.exceltrust.com



## SNAPSHOT

**Property Type:** Freestanding Retail Power Center consisting of nine buildings with over 30 specialty and convenience stores developed in a "main street" setting.

**Medical Office Total Square Feet (gross leasable):** 67,325.

**Availability:** Medical Office, 20,078 square feet in five spaces from 1,881 to 8,662 square feet.

**Retail Total Square Feet (gross leasable):** 598,850.

**Leasing profile:** 98.5 percent leased.

**Availability:** 17,961 total square feet in four spaces ranging from 1,008 to 8,950 square feet.

**Anchors:** Safeway, Target, Marshalls, Costco, Xscape Theater, CarMax, and Jo-Ann Fabrics.

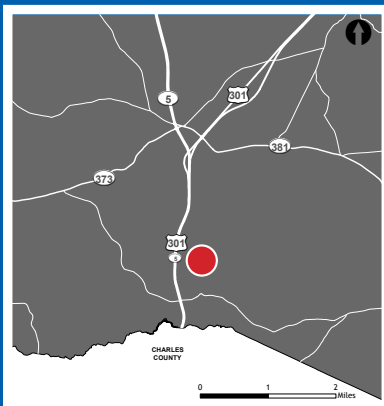
**Junior Anchors:** SunTrust Bank and Wells Fargo Bank.

**Restaurants:** Bonefish Grill (awarded "Best Overall Restaurant" by ZAGAT), Chevys, Carolina Kitchen, Cheddar's Casual Café, Einstein Bros. Bagels, Fuddruckers, Hanabi Japanese Steakhouse, Hershey's Ice Cream, McDonald's, Philly Flash, and Wing Heaven.

**Accessibility:** MD 5, US 301, Charles County (one mile).

**Market Features:** Popular retail destination in southern Prince George's County and northern Charles County. \$100 million investment over the next five years in Southern Maryland Hospital is expected six miles from the shopping center.

**Zoning:** Commercial Shopping Center (C-S-C).



## KLNB

8027 Leesburg Pike, Suite 300  
Vienna, VA 22182  
571-382-2071



# BRANDYWINE CROSSING MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
population and education	Population	2,117	18,471	57,327
	Daytime Employment	1,739	8,121	29,311
	2017–2022 Projected Population Growth	9.7%	5.8%	5.5%
	High School Graduate	93.3%	95.2%	95.3%
	Bachelor's Degree	12.1%	10.2%	11.1%
	Graduate/Professional Degree	4%	4.7%	6.5%
household	Households	736	6,583	20,073
	Average Size	2.88	2.80	2.85
	Owner-Occupied	88%	78%	79.1%
	Renter-Occupied	12%	22%	20.9%
	Median Home Value	\$314,873	\$273,718	\$274,576
income	Average Household	\$135,564	\$109,316	\$109,886
	Median Household	\$118,749	\$91,088	\$91,335
	Household Income < \$49,999	11%	19.6%	21.9%
	Household Income \$50,000–\$99,999	27.2%	36%	34%
	Household Income \$100,000+	61.8%	44.4%	44.1%
age	Age 1–19	29.3%	26.1%	26.8%
	Age 20–34	18.8%	19.4%	19.7%
	Age 35–64	43.9%	43%	42.5%
	Age 65+	7.9%	11.5%	11%
	Median Age (years)	36.2	38.5	37.8
consumer spending (\$ thousands)	Apparel and Services	\$1,516	\$14,102	\$38,599
	Entertainment	\$1,923	\$17,906	\$48,275
	Food At Home	\$3,006	\$30,195	\$82,047
	Food Away From Home	\$2,542	\$23,665	\$63,526
	Alcoholic Beverages	\$364	\$3,415	\$9,101
	Furniture and Appliances	\$1,674	\$14,146	\$38,425
	Transportation and Maintenance	\$8,307	\$77,892	\$208,434
	Health Care	\$980	\$10,295	\$27,530
	Education and Day Care	\$1,837	\$15,769	\$43,591

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
Cedarville Rd	Crain Hwy	5,236	2015	0.67
McKendree Rd	Dawn Chorus Ln	4,034	2015	0.74
Crain Hwy	Cedarville Rd	82,512	2015	0.94
Crain Hwy	Branch Ave	82,512	2015	0.98

Source: DataMetrix® Products.



# CENTRE AT FORESTVILLE

3101-3401 Donnell Drive  
Forestville, MD 20747  
petrierichardson.com



## SNAPSHOT

**Property Type:** Regional mall with freestanding buildings.

**Total Square Feet (gross leasable):** 480,163.

**Percent Leased:** 100 percent.

**Availability:** Currently fully leased.

**Developers:** Purchased and renovated by Petrie Ross Ventures.

**Parking:** 2,542 surface spaces.

**Anchor:** JCPenney and Target.

**Featured Retailers:** Ashley Stewart, Bath & Body Works, Kay Jewelers, Lane Bryant, and Zales Jewelers.

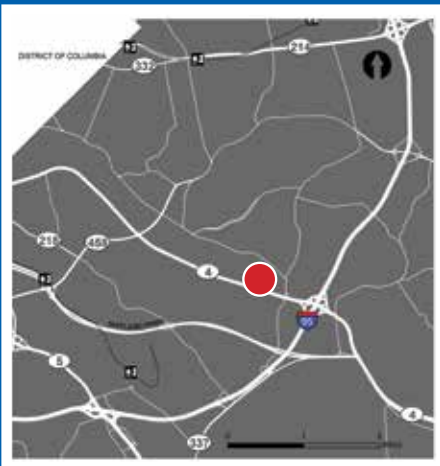
**Restaurants:** Applebee's, Arbys, Old Country Buffet, Starbucks, and others.

**Zoning:** Commercial Shopping Center (CSC).

**Built:** 1980 **Renovated:** 2004.

**Accessibility:** I-95/495 and Pennsylvania Avenue, less than one mile from I-95/495.

**Market Features:** Less than one mile from the Capital Beltway (I-95/I-495); only five miles east of Washington D.C. with frontage along Pennsylvania Avenue a major thoroughfare into the District; features a vibrant mix of small shops.



## Petrie Richardson Ventures

1919 West Street, Suite 100  
Annapolis, MD 21401  
Leasing: 410-573-3800

# CENTRE AT FORESTVILLE MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	20,894	94,152	306,303
	Daytime Employment	6,126	29,533	89,851
	2017–2022 Projected Population Growth	4.4%	4.5%	5.5%
	High School Graduate	91.9%	90%	88.4%
	Bachelor's Degree	6.7%	13.7%	13.6%
	Graduate/Professional Degree	3.5%	6.3%	7.3%
<b>household</b>	Households	7,854	36,075	120,160
	Average Size	2.65	2.60	2.53
	Owner-Occupied	50.3%	52.5%	50.4%
	Renter-Occupied	49.7%	47.5%	49.6%
	Median Home Value	\$203,773	\$219,186	\$239,951
<b>income</b>	Average Household	\$70,375	\$75,909	\$74,653
	Median Household	\$60,267	\$65,406	\$60,642
	Household Income < \$49,999	39.2%	36.2%	40.9%
	Household Income \$50,000–\$99,999	40%	39.1%	34.7%
	Household Income \$100,000+	20.8%	24.7%	24.4%
<b>age</b>	Age 1–19	27.8%	26.8%	25.8%
	Age 20–34	22.8%	21.9%	22.8%
	Age 35–64	39.1%	39.3%	38.4%
	Age 65+	10.4%	12%	13%
	Median Age (years)	34.7	35.9	36
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$11,805	\$56,181	\$184,094
	Entertainment	\$13,368	\$64,753	\$210,462
	Food At Home	\$25,622	\$121,568	\$396,451
	Food Away From Home	\$17,290	\$84,924	\$272,834
	Alcoholic Beverages	\$2,122	\$10,666	\$34,903
	Furniture and Appliances	\$9,906	\$49,103	\$160,749
	Transportation and Maintenance	\$53,837	\$258,695	\$825,310
	Health Care	\$6,654	\$33,117	\$108,761
	Education and Day Care	\$10,215	\$51,404	\$169,665

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Donnell Dr	Pennsylvania Ave	23,154	2015	0.19
	Donnell Dr	Pennsylvania Ave	5,173	2015	0.27
	Marlboro Pike	Lorring Dr	20,118	2015	0.30
	Lakehurst Ave	Millvale Ave	1,770	2012	0.47
	Kipling Pkwy	Blazer Dr	4,521	2012	0.65
	Marlboro Pike	Forestville Rd	18,779	2012	0.66
	Marlboro Pike	Pumphrey Dr	21,940	2015	0.66
	Ritchie Rd	Old Forestville Rd	5,361	2015	0.70
	Forestville Rd	Old Forestville Rd	18,666	2015	0.71
	Forestville Rd	Marlboro Pike	33,897	2015	0.73

Source: 2016 Costar estimates; First Quarter 2017 The Neustar Company Claritas estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# HAMPTON PARK

9005 Central Avenue  
Capitol Heights, MD 20743

## SNAPSHOT

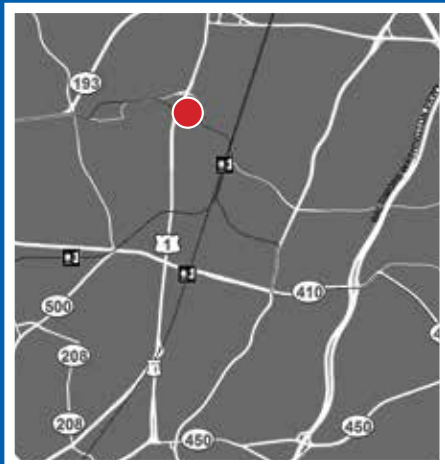
**Property Type:** Future mixed-use development with a 250-room hotel, 600 multifamily units, 135,000 square feet of retail, and 125,000 square feet of office space.

**Total Retail Square Feet (anticipated):** 135,000.

**Zoning:** Mixed-Use Transportation-Oriented (M-X-T).

**Accessibility:** I-95/495, and MD 214, and the Morgan Boulevard Metro Station.

**Market Features:** More than 1,000 feet of direct frontage on MD 214; close to the site of the Prince George's County Regional Medical Center.



## Velocity Capital, LLC

9171 Central Avenue, Suite 345  
Capitol Heights, MD 20743  
410-630-6935

For Leasing:

KLNB Retail  
5225 Wisconsin Avenue NW, Suite 600  
Washington, D.C. 20015  
202 375-7500

# HAMPTON PARK MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population &amp; education</b>	Population	8,549	94,262	267,171
	Daytime Employment	7,164	35,272	95,518
	2017–2022 Projected Population Growth	7.46%	4.18%	4.93%
	High School Graduate	97.1%	93.9%	91.7%
	Bachelor’s Degree	13.9%	11.4%	9.4%
	Graduate/Professional Degree	9.2%	7.6%	6.4%
<b>household</b>	Households	3,867	35,055	98,582
	Average Size	2.21	2.67	2.70
	Owner-Occupied	44%	67.3%	59.5%
	Renter-Occupied	56%	32.7%	40.5%
	Median Home Value	\$227,835	\$240,445	\$246,753
	<b>income</b>	Average Household	\$88,625	\$88,625
Median Household		\$76,506	\$76,838	\$67,926
Household Income < \$49,999		28.9%	28.9%	35.3%
Household Income \$50,000–\$99,999		37.5%	37.5%	35.3%
Household Income \$100,000+		33.6%	33.6%	29.5%
<b>age</b>		Age 1–19	26.2%	27.5%
	Age 20–34	20.4%	19.1%	21.8%
	Age 35–64	40%	40.7%	39.1%
	Age 65+	13.4%	12.8%	12.8%
	Median Age (years)	37.6	37.5	36.4
	<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$5,527	\$57,950
Entertainment		\$7,025	\$68,578	\$183,802
Food At Home		\$11,841	\$123,742	\$343,703
Food Away From Home		\$9,418	\$90,778	\$242,574
Alcoholic Beverages		\$1,241	\$11,665	\$31,584
Furniture and Appliances		\$5,603	\$54,449	\$144,219
Transportation and Maintenance		\$26,077	\$275,958	\$739,623
Health Care		\$3,277	\$36,762	\$99,036
Education and Day Care		\$5,800	\$59,516	\$158,163

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Central Ave	I- 95	10,012	2012	0.19
	Central Ave	I- 95	5,572	2012	0.19
	Central Ave	I- 95	5,492	2012	0.23
	Central Ave	Brightseat Rd	49,303	2015	0.23
	Central Ave	I- 95	3,952	2012	0.23
	Hampton Park Blvd	Hampton Mall Dr N	23,450	2012	0.28
	Brightseat Rd	Glen Valley Dr	8,345	2015	0.33
	Central Ave	I- 95	3,932	2012	0.36
	Central Ave	I- 95	11,352	2012	0.40
	Central Ave	I- 95	6,632	2012	0.42

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# HOTEL AT UNIVERSITY OF MARYLAND

7777 Baltimore Avenue  
College Park, MD 20740  
[www.thehotelumd.com](http://www.thehotelumd.com)



## SNAPSHOT

**Property Type:** Future mixed-use development with 10-story, 300 room luxury hotel and conference center, and roughly 60,000 square feet of retail.

**Total Retail Square Feet (anticipated):** 60,000.

**Availability:** Opening spring/summer 2017.

**Developers:** Southern Management Corporation.

**Zoning:** Mixed-Use Infill (M-U-I).

**Accessibility:** I-95/495, US 1 and MD 202, College Park Metro Station, and a future Purple Line Station.

**Market Features:** More than 1,000 feet of direct frontage on US 1; University of Maryland-College Park (student enrollment 37,000+, 17,000+ employees); five other proposed and entitled projects in the immediately area resulting in approximately 1,250 new dwelling units, 58,600 square feet of retail, and a 156-room hotel.



**Marion Hrab**

301-277-0777

[marianh@thehotelarundel.com](mailto:marianh@thehotelarundel.com)

# HOTEL AT UNIVERSITY OF MARYLAND MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	19,783	189,970	473,321
	Daytime Employment	27,447	74,123	211,994
	2017-2022 Projected Population Growth	4%	4.6%	5.3%
	High School Graduate	91.1%	80.9%	77.8%
	Bachelor's Degree	14.7%	9.4%	16.4%
	Graduate/Professional Degree	23.3%	8.9%	15%
<b>household</b>	Households	4,318	57,845	163,849
	Average Size	2.76	3.06	2.77
	Owner-Occupied	44%	43.3%	50.6%
	Renter-Occupied	56%	56.7%	49.4%
	Median Home Value	\$414,766	\$255,820	\$306,785
<b>income</b>	Average Household	\$100,398	\$79,279	\$85,733
	Median Household	\$65,979	\$63,090	\$66,404
	Household Income < \$49,999	51.1%	39%	37.4%
	Household Income \$50,000-\$99,999	9.8%	35.9%	33.1%
	Household Income \$100,000+	39.1%	25.1%	29.4%
<b>age</b>	Age 1-19	24.3%	26.5%	25.3%
	Age 20-34	51%	28.9%	25.1%
	Age 35-64	19%	36.1%	38.3%
	Age 65+	5.7%	8.5%	11.3%
	Median Age (years)	27	32.3	34.7
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$5,949	\$89,428	\$260,294
	Entertainment	\$6,457	\$94,914	\$297,056
	Food At Home	\$12,197	\$204,108	\$587,389
	Food Away From Home	\$8,775	\$141,154	\$426,089
	Alcoholic Beverages	\$1,595	\$22,589	\$66,005
	Furniture and Appliances	\$4,654	\$72,043	\$232,242
	Transportation and Maintenance	\$27,297	\$405,034	\$1,204,882
	Health Care	\$3,454	\$56,172	\$178,830
	Education and Day Care	\$6,214	\$86,435	\$277,758

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Paint Branch Pkwy	Baltimore Ave	21,537	2012	0.10
	Paint Branch Pkwy	Baltimore Ave	21,223	2015	0.10
	Campus Dr	Paint Branch Dr	16,785	2015	0.12
	Campus Dr	Paint Branch Dr	19,260	2015	0.15
	Baltimore Ave	Navahoe St	33,932	2015	0.32
	Baltimore Ave	Lehigh Rd	23,704	2015	0.39
	Hartwick Rd	Baltimore Ave	2,150	2012	0.54
	Calvert Rd	Rhode Island Ave	1,030	2012	0.58
	Prekert Dr	Campus Dr	3,540	2012	0.59
	Paint Branch Pkwy	Lehigh Rd	21,199	2012	0.75

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# THE MALL AT PRINCE GEORGES

3500 East West Highway  
Hyattsville, MD 20782  
www.mallatprincegeorges.com

## SNAPSHOT

**Property Type:** Super-regional mall adjacent to Metro and 1.4 million square feet of office space.

**Total Square Feet (gross leasable):** 928,274.

**Leasing profile:** 99 percent leased.

**Availability:** 27,682 square feet in four spaces ranging from 2,161 to 16,419 square feet.

**Parking:** 4,200 parking spaces.

**Anchors:** Macy's, Target, and JCPenney.

**Junior Anchors:** Old Navy, Marshalls, Ross Dress for Less, T.J. Max, Capital One Bank, and SunTrust Bank.

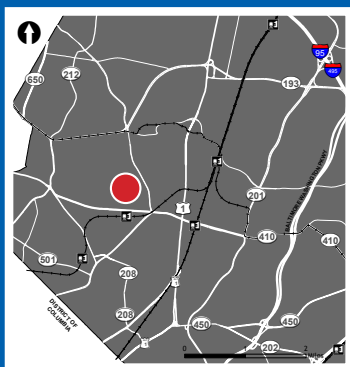
**Restaurants:** California Grill, Olive Garden, Outback Steakhouse, Sarku Japan, and much more.

**Featured Retailers:** Bath & Body Works, The Children's Place, Foot Locker, Kay Jewelers, Lane Bryant, Sephora, and Victoria's Secret.

**Built:** 1959. **Renovated:** 2004.

**Accessibility:** US 1, MD 410, adjacent to Prince George's Plaza Metro Station, and Riverdale MARC Station (commuter line).

**Market Features:** 1.4 million square feet of office space at the neighboring University Town Center, including the National Center for Health Statistics, Kaiser Permanente, Federal Emergency Management Agency, and the U.S. Department of the Treasury—Financial Management Services. Within two miles of the University of Maryland-College Park (17,000+ employees and 37,000+ students) and United Parcel Service (4,000+ employees).



**Zoning:** Commercial Shopping Center (C-S-C).



## PREIT

200 South Broad Street  
Philadelphia, PA 19102  
Leasing: 215-875-0700



# THE MALL AT PRINCE GEORGES MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	23,852	226,365	581,291
	Daytime Employment	6,306	81,109	258,417
	2017-2022 Projected Population Growth	4.2%	5%	6.2%
	High School Graduate	83.5%	81.9%	86.4%
	Bachelor's Degree	12.1%	10.2%	12.1%
	Graduate/Professional Degree	12%	9.9%	12.5%
<b>household</b>	Households	8,096	73,660	210,568
	Average Size	2.91	2.87	2.64
	Owner-Occupied	46.5%	47.5%	46.2%
	Renter-Occupied	53.5%	52.5%	53.8%
	Median Home Value	\$281,782	\$296,269	\$349,218
<b>income</b>	Average Household	\$90,963	\$81,122	\$87,219
	Median Household	\$69,910	\$62,601	\$65,796
	Household Income < \$49,999	35.5%	39.7%	38.6%
	Household Income \$50,000-\$99,999	32.6%	33.7%	31.3%
	Household Income \$100,000+	31.9%	26.6%	30.1%
<b>age</b>	Age 1-19	25.6%	25.3%	24.4%
	Age 20-34	24.7%	27.4%	26.6%
	Age 35-64	39.8%	36.8%	37.9%
	Age 65+	9.8%	10.5%	11.1%
	Median Age (years)	34.8	33.6	34.5
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$14,010	\$122,373	\$340,544
	Entertainment	\$15,679	\$133,991	\$390,599
	Food At Home	\$31,768	\$276,465	\$753,467
	Food Away From Home	\$23,349	\$193,540	\$559,564
	Alcoholic Beverages	\$3,761	\$30,337	\$88,868
	Furniture and Appliances	\$12,256	\$103,716	\$310,350
	Transportation and Maintenance	\$63,920	\$547,369	\$1,530,526
	Health Care	\$9,385	\$79,553	\$227,641
	Education and Day Care	\$15,206	\$122,726	\$379,858

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Belcrest Rd	Toledo Rd	12,260	2012	0.19
	Toledo Ter	Belcrest Rd	8,934	2015	0.21
	Belcrest Rd	Toledo Rd	16,384	2012	0.23
	Belcrest Rd	East West Hwy	15,791	2012	0.30
	East West Hwy	Queens Chapel Rd	30,118	2015	0.37
	Belcrest Rd	Queens Chapel Rd	18,201	2012	0.43
	Belcrest Rd	Adelphi Rd	18,496	2015	0.46
	Queens Chapel Rd	Quintana St	22,163	2015	0.47
	Adelphi Rd	Tennyson Rd	21,005	2015	0.48
	Queensbury Rd	40th Ave	6,261	2012	0.54

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# MGM NATIONAL HARBOR RESORT AND CASINO

7100 Oxon Hill Road  
Oxon Hill, MD 20745  
www.mgmnationalharbor.com



## SNAPSHOT

**Property Type:** \$1.4 billion world class resort and casino featuring an 18-story, 300-suite hotel, conference facilities, full-service restaurant, 3,600 slots, and 140 live gaming tables with direct frontage along I-95/495.

**Developers:** MGM Resorts International.

**Parking:** 3,000+.

**Retail:** 132,949 square feet of gross leasable space.

**Availability:** 4,000 square feet.

**Anchor:** MGM National Harbor Resort and Casino.

**Restaurants:** Fish By Jose Andres, Voltaggio Brothers Steak House, Marcus, Maryland Fry Bar, Ginger, Bellegio Patisserie, and more.

**Shopping:** Accents, Ella Rue, Essentials, MGM & Co., MGM MEN'S, SJP By Sarah Jessica Parker, Stitched, and Specs.

**Zoning:** Mixed-Use Transportation-Oriented (M-X-T) (Maximum FAR 8.0).

**Accessibility:** I-95/495, I-295, and MD 210.



**Market Features:** Direct frontage on the Capital Beltway (I-95/495); part of a world class destination with National Harbor, Gaylord National Resort and Convention Center, and Tanger Outlets.

## JLL

Andy Corno, Vice President  
1801 K Street NW, Suite 1000  
Washington, D.C. 20006  
202-719-6137

# MGM NATIONAL HARBOR RESORT AND CASINO MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	6,204	114,763	337,995
	Daytime Employment	4,320	77,746	152,689
	2017–2022 Projected Population Growth	6.2%	6.1%	5.7%
	High School Graduate	89.9%	92.8%	92.2%
	Bachelor's Degree	12.8%	13.5%	14.4%
	Graduate/Professional Degree	7.6%	12.6%	14.1%
<b>household</b>	Households	2,398	49,666	140,480
	Average Size	2.58	2.29	2.37
	Owner-Occupied	68.8%	44.6%	47.5%
	Renter-Occupied	31.2%	55.4%	52.5%
	Median Home Value	\$272,171	\$322,817	\$367,561
	<b>income</b>	Average Household	\$105,798	\$98,633
Median Household		\$85,828	\$74,110	\$78,520
Household Income < \$49,999		24.8%	34.6%	32.6%
Household Income \$50,000-\$99,999		33%	28.6%	28.5%
Household Income \$100,000+		42.2%	36.8%	39%
<b>age</b>		Age 1–19	21.7%	23.7%
	Age 20–34	19%	23.2%	23.3%
	Age 35–64	42.2%	40%	40%
	Age 65+	17.1%	13.1%	12.6%
	Median Age (years)	42.7	37	36.7
	<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$3,877	\$79,001
Entertainment		\$4,723	\$99,041	\$293,001
Food At Home		\$8,512	\$169,532	\$506,375
Food Away From Home		\$6,579	\$138,378	\$413,525
Alcoholic Beverages		\$936	\$21,927	\$66,838
Furniture and Appliances		\$3,893	\$80,134	\$237,582
Transportation and Maintenance		\$20,356	\$369,097	\$1,109,199
Health Care		\$2,841	\$55,898	\$169,870
Education and Day Care		\$4,437	\$99,806	\$301,499

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
National Ave	Oxon Hill Rd	4,111	2012	0.20
Oxon Hill Rd	Harborview Ave	15,880	2012	0.28
Harborview Ave	Oxon Hill Rd	2,661	2012	0.29
I-95	Bald Eagle Rd	23,631	2012	0.30
I-95	Bald Eagle Rd	3,841	2012	0.31
Oxon Hill Rd	Harborview Ave	15,880	2012	0.33
Harborview Ave	Oxon Hill Rd	2,901	2012	0.39
I-95	Bald Eagle Rd	8,411	2012	0.42
Oxon Hill Rd	Balmoral Dr E	14,488	2015	0.43
I-495	Oxon Hill Farm Rd	170,485	2012	0.47

Source: DataMetrix® Products.

# NATIONAL HARBOR

165 Waterfront Street  
National Harbor, MD 20745  
www.nationalharbor.com



## SNAPSHOT

**Property Type:** 350-acre mixed-use waterfront development featuring the 2,000-room Gaylord National Resort and Convention Center, five hotels, residential development, retail, and office.

**Total Square Feet (gross leasable):** 225,000+ square feet of retail.

**Availability:** Retail and restaurant space available.

**Development Potential:** At completion the 7,300,000+ square-foot master-planned community will include:

- 2,500 residential units
- 4,000 hotel rooms
- 500,000 square feet of Class A office space
- 1,000,000 square feet of retail, dining, and entertainment space
- Three piers and a 64-slip marina
- 10,000 parking spaces

**Parking:** Three garages, on-street, and surface lots.

**Anchors:** Gaylord National Convention Center and Tanger Outlets.

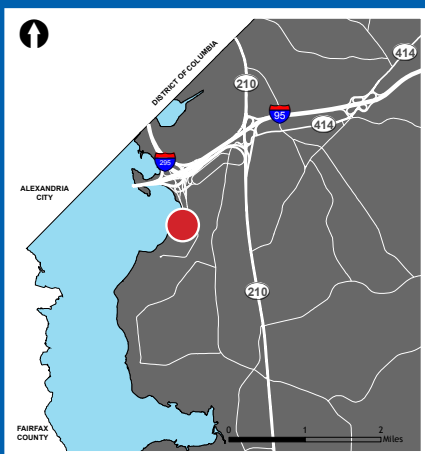
**Attractions:** Capital Wheel, Local Motors, Urban Pirates, Outdoor Art Collection.

**Restaurants:** Over 30 establishments including Bond 45, Rosa Mexicano, Nando's, McCormick & Schmick's, Granite City Food & Brewery, Grace's Mandarin, McLoone's Pier House, Ben & Jerry's, Starbucks, Chipotle, The Walrus Oyster and Ale House, Crab Cake Cafe, Redstone American Grill, Cadillac Ranch and more.

**Accessibility:** I-95/495, I-295, MD 210, Ronald Reagan Washington National Airport (eight miles). Direct access via two interchanges and multi-lane fly-off ramps. Water taxi.

**Market Features:** Ten million annual visitors. Minutes from Washington D.C., Old Town Alexandria, and Fairfax County.

**Zoning:** Mixed-Use Transportation-Oriented (M-X-T).



## PETERSON COMPANIES

12500 Fair Lakes Circle, Suite 400  
Fairfax, VA 22033  
Leasing: 703-631-7517

# NATIONAL HARBOR MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	8,187	81,398	300,861
	Daytime Employment	4,267	75,630	135,053
	2017-2022 Projected Population Growth	6.3%	5.2%	5.2%
	High School Graduate	91.5%	93%	92.3%
	Bachelor's Degree	15%	16.1%	15%
	Graduate/Professional Degree	9.4%	15.7%	14.5%
<b>household</b>	Households	3,154	35,505	122,381
	Average Size	2.59	2.27	2.43
	Owner-Occupied	70.8%	52.2%	52.9%
	Renter-Occupied	29.2%	47.8%	47.1%
	Median Home Value	\$305,523	\$353,963	\$391,879
<b>income</b>	Average Household	\$113,307	\$112,854	\$109,979
	Median Household	\$94,199	\$89,298	\$84,894
	Household Income < \$49,999	22.5%	25.8%	29.8%
	Household Income \$50,000-\$99,999	30.8%	30%	27.9%
	Household Income \$100,000+	46.6%	44.2%	42.4%
<b>age</b>	Age 1-19	21.7%	22%	24.2%
	Age 20-34	18.5%	21.5%	21.9%
	Age 35-64	42.4%	41.4%	40.7%
	Age 65+	17.4%	15.1%	13.3%
	Median Age (years)	42.9	39.3	37.6
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$4,994	\$62,852	\$214,049
	Entertainment	\$6,061	\$83,970	\$269,716
	Food At Home	\$10,488	\$136,861	\$462,305
	Food Away From Home	\$8,557	\$120,456	\$382,591
	Alcoholic Beverages	\$1,235	\$20,119	\$62,416
	Furniture and Appliances	\$5,253	\$69,923	\$221,946
	Transportation and Maintenance	\$25,965	\$313,852	\$1,036,202
	Health Care	\$3,705	\$51,298	\$162,176
	Education and Day Care	\$6,133	\$90,833	\$285,906

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	National Harbor Blvd	Waterfront St	357	2015	0.48
	Fort Foote Rd	Oxon Hill Rd	6,944	2015	0.56
	Fort Foote Rd	Bluffwood Ln	5,652	2015	0.80
	National Ave	Oxon Hill Rd	4,111	2012	0.86
	I-95	Bald Eagle Rd	8,411	2012	0.86
	Oxon Hill Rd	Balmoral Dr E	14,488	2015	0.88
	I-95	Bald Eagle Rd	23,631	2012	0.93
	Kerby Hill Rd	Indian Head Hwy	5,298	2015	0.95
	I-95		203,510	2012	0.99
	I-95	Bald Eagle Rd	183,150	2015	0.99

Source: DataMetrix® Products.

# NEW CARROLLTON TOWN CENTER

North of New Carrollton Metro Station  
Hyattsville, MD 20785



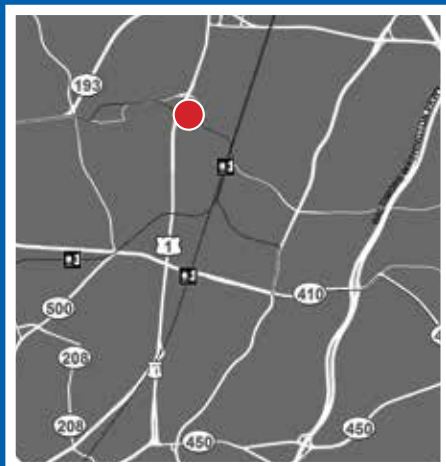
## SNAPSHOT

**Project Description:** The New Carrollton Metrorail/MARC/Amtrak station is home to two projects—one by Berman Enterprises and the other a joint venture between the Washington Metropolitan Area Transit Authority, Forest City Washington, and Urban Atlantic. Berman Enterprises has recently completed construction of a 110,000-square-foot Class A office building on their site for the Maryland Department of Housing and Community Development. Berman Enterprises is currently finishing construction on the first phase of the Remy, a mixed-use development with 550 luxury multifamily units plus 60,000-square-foot of retail. Forest City Washington and Urban Atlantic's 39-acre site is envisioned to be a multimodal, transit-oriented, mixed-use downtown featuring residential, office, retail and hotel uses. At completion, the development will include two to four million square feet valued at \$1 billion in new investment and is expected to catalyze up to 10 million additional square feet of development in the surrounding area.

**Developers:** Berman Enterprises, Forest City Washington, and Urban Atlantic.

**Zoning:** Mixed-Use Transportation-Oriented (M-X-T).

**Accessibility:** I-95/495, US 50 and MD 450, New Carrollton Metro Station, and a future Purple Line Station.



**Market Features:** Home to over 5,000 IRS employees, 2U with over 700 employees and the Maryland Department of Housing and Community Development with 400 employees. Future home of Kaiser Permanente's new 176,000 SF administrative facility.



For Leasing:

### **Berman Enterprises**

5410 Edson Lane, Suite 220  
Rockville, MD 20852  
301-816-1555

### **Urban Atlantic**

7735 Old Georgetown Road, Suite 600  
Bethesda, MD 20814  
301-252-6600

# NEW CARROLLTON MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	13,417	140,638	322,296
	Daytime Employment	10,424	55,778	183,021
	2017–2022 Projected Population Growth	4.64%	3.23%	4.63%
	High School Graduate	87.4%	86.3%	88.8%
	Bachelor’s Degree	8.7%	9%	10.7%
	Graduate/Professional Degree	4.4%	5.7%	8.9%
<b>household</b>	Households	4,594	46,083	108,990
	Average Size	2.91	3.03	2.85
	Owner-Occupied	49.2%	58.7%	58%
	Renter-Occupied	50.8%	41.3%	42%
	Median Home Value	\$225,329	\$250,384	\$260,207
<b>income</b>	Average Household	\$70,112	\$82,484	\$86,936
	Median Household	\$58,236	\$66,341	\$70,195
	Household Income < \$49,999	40.7%	36%	34.7%
	Household Income \$50,000–\$99,999	41.4%	35.9%	34%
	Household Income \$100,000+	17.9%	28.1%	31.3%
<b>age</b>	Age 1–19	27.5%	27.7%	26.5%
	Age 20–34	22.2%	22.1%	24.1%
	Age 35–64	40.2%	39.2%	38.2%
	Age 65+	10.1%	11%	11.2%
	Median Age (years)	35.2	35.1	34.6
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$6,818	\$77,224	\$192,298
	Entertainment	\$7,217	\$83,168	\$217,595
	Food At Home	\$15,492	\$171,017	\$421,443
	Food Away From Home	\$10,023	\$115,525	\$299,361
	Alcoholic Beverages	\$1,326	\$15,967	\$42,600
	Furniture and Appliances	\$5,245	\$64,370	\$170,318
	Transportation and Maintenance	\$30,733	\$354,163	\$887,591
	Health Care	\$3,900	\$48,427	\$124,846
	Education and Day Care	\$5,774	\$72,557	\$194,762

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Garden City Dr	Cobb Rd	8,557	2015	0.11
	Ellin Rd	Hanson Oaks Dr	15,085	2012	0.15
	Ellin Rd	Emerson Pl	9,814	2015	0.15
	Ardwick Ardmore Rd	Pennsy Dr	5,472	2012	0.20
	Cobb Rd	Ardwick Ardmore	1,252	2012	0.21
	Corporate Dr		5,802	2012	0.21
	Corporate Dr	Pennsy Dr	5,526	2015	0.21
	Ardwick Ardmore Rd	Pennsy Dr	7,491	2012	0.22
	Ardwick Ardmore Rd	Ardwick Pl	21,060	2012	0.26
	Harkins Rd	Ellin Rd	7,718	2015	0.28

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# RITCHIE STATION MARKETPLACE

1770-1781 Ritchie Station Court  
Capitol Heights, MD 20743  
ritchiestationmarketplace.com



## SNAPSHOT

**Property Type:** Freestanding retail with 2,500 linear feet of Beltway visibility.

**Build-out:** Planned for up to one million square feet.

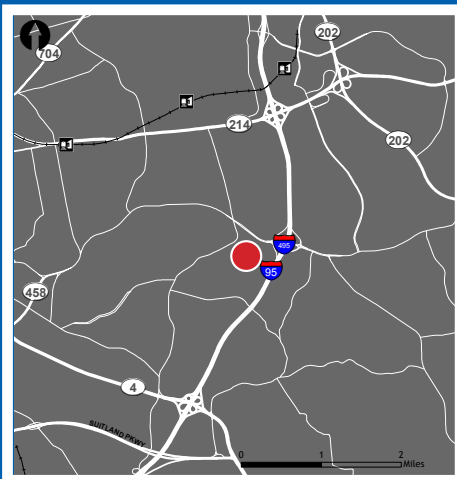
**Retailers:** Ashley Furniture, Bed Bath & Beyond, BJs Wholesale Club, Big Lots, Dave & Buster's, Dollar Tree, Pohanka Honda, TJ Maxx, DSW Designer Shoe Warehouse, Gold's Gym, Tropical Smoothie Cafe, Popeyes, and Ledo Pizza.

**Availability:** Anchor and retail pad sites available for immediate delivery.

**Accessibility:** I-95/495.

### Market Features:

- Planned \$200 million, 1 million+ square-foot Class A traditional commercial development.
- Finished floor elevations above I-95/495 for unparalleled 2,500 linear feet of Beltway visibility.
- Close proximity to 43,000 new and planned residential units, including Westphalia.
- Located in Enterprise Zone for reduced real estate taxes and employment tax credits.
- Multiple pylon signs with I-95/495 visibility.
- Close to U.S. Census Bureau, University of Maryland University College Annex, and Joint Base Andrews.



University College Annex, and Joint Base Andrews.

- Adjacent to proposed 500,000-square-foot office park.
- Six miles from National Harbor, a premier destination resort, including the Gaylord Hotel and Conference Center.

**Zoning:** Commercial Shopping Center (C-S-C).



## NAI MICHAEL

10100 Business Parkway  
Lanham, MD 20706  
Leasing: 301-459-4400



# RITCHIE STATION MARKETPLACE MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	5,095	73,476	243,209
	Daytime Employment	3,070	29,874	73,737
	2017–2022 Projected Population Growth	4.1%	4.5%	5%
	High School Graduate	93.5%	94.3%	92.6%
	Bachelor's Degree	10.6%	10.3%	9.6%
	Graduate/Professional Degree	5%	6.9%	6.4%
<b>household</b>	Households	1,842	27,923	90,736
	Average Size	2.73	2.62	2.66
	Owner-Occupied	87.8%	63.1%	59%
	Renter-Occupied	12.2%	36.9%	41%
	Median Home Value	\$211,008	\$236,135	\$246,842
<b>income</b>	Average Household	\$86,084	\$84,331	\$85,018
	Median Household	\$76,878	\$73,911	\$70,071
	Household Income < \$49,999	22.4%	29.8%	34.2%
	Household Income \$50,000-\$99,999	46%	39.2%	35.2%
	Household Income \$100,000+	31.7%	31%	30.6%
<b>age</b>	Age 1–19	25%	26.2%	26.3%
	Age 20–34	19.7%	20.9%	21.8%
	Age 35–64	41.5%	40.1%	39.2%
	Age 65+	13.9%	12.8%	12.6%
	Median Age (years)	39.5	37.1	36.4
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$3,325	\$46,199	\$146,870
	Entertainment	\$4,044	\$54,886	\$169,573
	Food At Home	\$7,219	\$99,065	\$312,303
	Food Away From Home	\$5,224	\$72,345	\$223,473
	Alcoholic Beverages	\$666	\$9,213	\$28,902
	Furniture and Appliances	\$3,201	\$43,015	\$133,390
	Transportation and Maintenance	\$16,234	\$220,208	\$682,074
	Health Care	\$2,315	\$28,867	\$89,602
	Education and Day Care	\$3,334	\$46,222	\$145,667

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Hampton Park Blvd	Alaking Ct	20,577	2013	0.37
	Ritchie Marlboro Rd	Ritchie Spur Rd	21,931	2015	0.37
	Ritchie Marlboro Rd	I-95	9,385	2015	0.39
	Ritchie Marlboro Rd	Ritchie Rd	6,305	2015	0.51
	Sansbury Rd	Markus Dr	4,551	2015	0.52
	Ritchie Rd	Ritchie Spur Rd	15,168	2015	0.53
	Ritchie Marlboro Rd	White House Rd	28,847	2015	0.66
	Ritchie Rd	Walker Mill Rd	15,880	2015	0.69
	Ritchie Marlboro Rd	White House Rd	19,005	2012	0.72
	White House Rd	Northern Lights Dr	19,918	2012	0.86

Source: DataMetrix® Products.

# RIVERDALE PARK STATION

Baltimore Avenue  
Riverdale Park, MD 20737  
www.cafritzpop.com



## SNAPSHOT

**Property Type:** A 36-acre mixed-use project with a Whole Foods Grocery, a total of 165,000 square feet of retail, 22,600 square feet of office, 855 multifamily units, 126 townhomes, and a 120-room hotel.

**Total Square Feet (gross leasable):** 165,000 square feet of retail.

**Leasing profile:** Lease commitments for 132,000 square feet of retail space.

**Developers:** Calvert Tract, LLC.

**Parking:** 1,284.

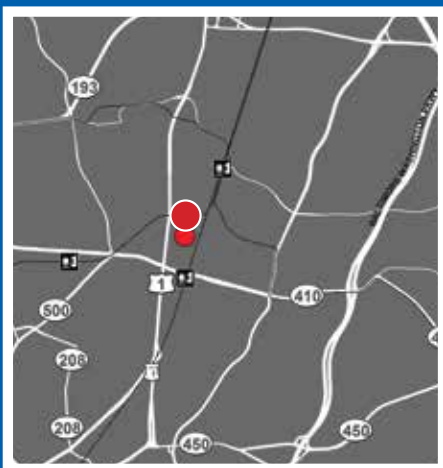
**Anchors:** Whole Foods Grocery.

**Zoning:** Mixed-Use-Town Center (M-U-TC).

**Status:** Under Construction.

**Accessibility:** I-95/495, US 1, MD 410, MD 202, walking distance to the College Park Metro Station and two future Purple Line Stations.

**Market Features:** More than 1,000 feet of direct frontage on US 1 (Baltimore Avenue). Located within one mile of the University of Maryland-College Park Campus; student enrollment of 37,000+ and a workforce of 17,000+. Adjacent to the University's M-Square development with over 6,000 employees. Approximately 1,250 additional residential units planned in the immediate area.



## H&R RETAIL INC.

7201 Wisconsin Avenue, Suite 600  
Bethesda, MD 20814  
240-482-3602

# RIVERDALE PARK STATION MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	22,674	184,311	485,873
	Daytime Employment	7,707	74,563	224,815
	2017–2022 Projected Population Growth	4.3%	4.6%	5.4%
	High School Graduate	88.5%	81.8%	85.5%
	Bachelor’s Degree	13.7%	9.1%	10.7%
	Graduate/Professional Degree	20.1%	8.6%	10.1%
<b>household</b>	Households	5,699	56,169	167,915
	Average Size	2.88	3.04	2.77
	Owner-Occupied	49.5%	46.4%	50.2%
	Renter-Occupied	50.5%	53.6%	49.8%
	Median Home Value	\$338,285	\$258,508	\$296,996
<b>income</b>	Average Household	\$95,639	\$79,336	\$82,441
	Median Household	\$68,874	\$63,264	\$63,870
	Household Income < \$49,999	40.4%	39.3%	39.1%
	Household Income \$50,000–\$99,999	24.9%	34.5%	33.1%
	Household Income \$100,000+	34.7%	26.2%	27.8%
<b>age</b>	Age 1–19	24.6%	26.4%	25.3%
	Age 20–34	41.9%	28.5%	25.5%
	Age 35–64	26.4%	36.1%	37.9%
	Age 65+	7.1%	9%	11.3%
	Median Age (years)	28.5	32.4	34.6
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$10,872	\$96,581	\$276,941
	Entertainment	\$12,784	\$103,334	\$311,585
	Food At Home	\$23,821	\$218,428	\$619,812
	Food Away From Home	\$18,141	\$149,926	\$440,925
	Alcoholic Beverages	\$3,103	\$23,407	\$67,282
	Furniture and Appliances	\$9,800	\$78,381	\$242,622
	Transportation and Maintenance	\$51,662	\$435,088	\$1,251,248
	Health Care	\$7,686	\$60,733	\$183,932
	Education and Day Care	\$12,646	\$92,037	\$285,861

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Baltimore Ave	Albion Rd	32,907	2015	0.12
	Baltimore Ave	Beechwood Rd	22,528	2015	0.25
	Baltimore Ave	Tuckerman St	25,220	2011	0.25
	Clagett Rd	Clagett Pine Way	530	2015	0.26
	Baltimore Ave	Carleton Ter	23,565	2015	0.35
	Baltimore Ave	Sheridan St	21,083	2015	0.36
	East West Hwy	44th Pl	43,976	2015	0.40
	Queens Chapel Rd	Tuckerman St	873	2015	0.49
	Queensbury Rd	44th Pl	6,261	2012	0.54
	East West Hwy	42nd Ave	43,905	2015	0.60

Source: DataMetric® Products.

# SHOPS AT IVERSON

3701–3737 Branch Avenue  
Hillcrest Heights, MD 20748  
[www.shopiverson.com](http://www.shopiverson.com)



## SNAPSHOT

**Property Type:** Regional mall/medium-density, mixed-use development opportunity.

**Total Square Feet (gross leasable):** 535,286.

**Leasing profile:** 100 percent leased.

**Recent Food Court Leases (in square feet):** Chipotle Mexican Grill: 2,000; Quickway Hibachi: 1,700; Wingstop: 1,700; Great Cookie: 500; Auntie Anne's: Kiosk.

**Other Recent Leases (2017; in square feet):** One Republic: 2,000; Beauty Club: 1,200; Strike: 4,500; Jimmy Jazz: 4,200; Fashion Accessories: 1,700; Jewelry Connection: Kiosk.

**Availability:** 11,727 total square feet in six spaces ranging from 400 to 6,482 square feet.

**Parking:** 3,880 surface spaces, 300 covered.

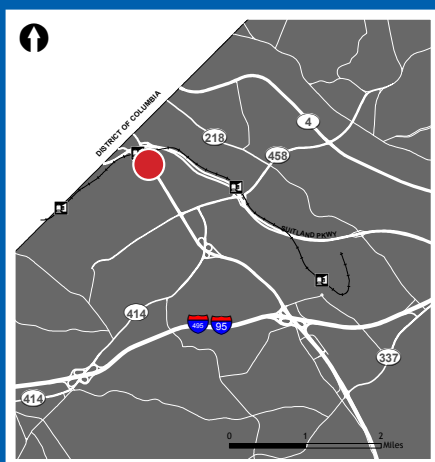
**Anchor:** Burlington Coat Factory, Forman Mills, and Rose's Department Store (area covenants include Macy's and Giant).

**Restaurants and Entertainment:** Rio Buffet & Bar, Pan Asian Grill, Mamma Lucia's Pizza, and Yami Yami Brothers.

**Built:** 1967. **Renovated:** 1985. **Redevelopment:** Summer 2017.

**Accessibility:** MD 5, I-95/495, and I-295. Within one mile of Naylor Road and Suitland Metro Stations.

**Market Features:** Minutes from Washington, D.C. Within two miles of 9,100+ employees at the 226-acre Suitland Federal Center campus (home to the U.S. Census Bureau, National Oceanic and Atmospheric Administration Satellite Operations Facility, National Records Center, National Maritime Intelligence Center), Joint Base Andrews, and several Smithsonian Institution facilities. Within one mile of Naylor Road Metro Station, a state priority area for transit-oriented development and development assistance.



**Zoning:** Mixed-Use Transportation-Oriented (M-X-T) (Maximum FAR 8.0).



**John Mitchell  
and Chris Wilkinson**

4445 Willard Avenue, Suite  
400 Chevy Chase, MD 20815  
301-657-7336  
[www.jbg.com](http://www.jbg.com)

# SHOPS AT IVERSON MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	20,028	195,131	438,703
	Daytime Employment	5,279	35,551	159,475
	2017-2022 Projected Population Growth	3.2%	6.3%	6.7%
	High School Graduate	92.5%	85.2%	91.1%
	Bachelor's Degree	7.3%	11.4%	9.5%
	Graduate/Professional Degree	3.9%	6%	8%
<b>household</b>	Households	8,430	78,289	168,941
	Average Size	2.36	2.47	2.41
	Owner-Occupied	42.5%	39.4%	42.7%
	Renter-Occupied	57.5%	60.6%	57.3%
	Median Home Value	\$204,364	\$240,652	\$266,319
<b>income</b>	Average Household	\$71,780	\$66,466	\$78,462
	Median Household	\$58,908	\$52,494	\$58,543
	Household Income < \$49,999	39.4%	47.9%	43.9%
	Household Income \$50,000–\$99,999	39.8%	32.6%	30%
	Household Income \$100,000+	20.8%	19.4%	26.2%
<b>age</b>	Age 1–19	24.6%	26.6%	25.1%
	Age 20–34	21.6%	24.3%	25%
	Age 35–64	39.5%	37.1%	37.8%
	Age 65+	14.3%	12%	12.1%
	Median Age (years)	37.7	34.4	34.9
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$12,096	\$113,244	\$267,089
	Entertainment	\$14,180	\$124,574	\$309,183
	Food At Home	\$26,769	\$242,991	\$571,466
	Food Away From Home	\$18,474	\$160,315	\$409,972
	Alcoholic Beverages	\$2,323	\$20,311	\$58,619
	Furniture and Appliances	\$10,511	\$92,773	\$237,790
	Transportation and Maintenance	\$55,143	\$476,278	\$1,154,587
	Health Care	\$7,135	\$60,584	\$161,478
	Education and Day Care	\$10,868	\$96,736	\$272,508

	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
<b>traffic counts</b>	Iverson St	Branch Ave	19,146	2015	0.06
	Iverson St	28th Ave	17,892	2015	0.16
	Old Silver Hill Rd	Colebrooke Dr	9,708	2015	0.21
	Old Silver Hill Rd	Cedar Dr	10,422	2012	0.29
	St Barnabas Rd	Wilkinson Dr	34,531	2015	0.41
	Branch Ave	Bonita St	57,287	2015	0.43
	Branch Ave	St Barnabas Rd	48,463	2015	0.46
	Silver Hill Rd	St Barnabas Rd	35,702	2015	0.47
	24th Ave	Keating St	1,381	2015	0.53
	Olson St	Norcross St	2,720	2012	0.59

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# TANGER OUTLETS NATIONAL HARBOR

6800 Oxon Hill Road  
Oxon Hill, MD 20745  
www.petersoncos.com  
www.tangeroutlet.com

## SNAPSHOT

**Property Type:** 380,676-square-foot outlet center adjacent to National Harbor and with coveted access to I-95/495 and I-295.

**Leasing profile:** 100 percent leased.

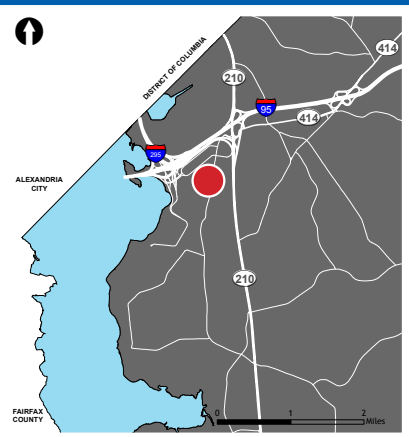
**Parking:** 1,617 surface spaces.

**Retailers:** Approximately 80 outlet designer and name brand stores, including Calvin Klein, H&M, Izod, Gap Factory Store, American Eagle Outfitters, Tommy Hilfiger, Banana Republic Factory Store, White House Black Market Outlet, Chico's Outlet, Columbia, Brooks Brothers Factory Store, Aéropostale, P.S. from Aéropostale, J. Crew Factory, Le Creuset Outlet, and many more!

**Accessibility:** I-95/495, I-295, MD 210, Ronald Reagan Washington National Airport (8 miles). Exclusive access via interchange and multilane fly-off ramps. Minutes to Washington, D.C., Old Town Alexandria, and Fairfax County.

**Market Features:** A leading outlet destination for the eight million residents in the Washington metropolitan area. Adjacent to National Harbor, the Washington metropolitan area's premier waterfront resort destination, offering fine dining, distinctive retail, office and residential, and a number of world-class hotels—including the Gaylord National Resort and Convention Center, MGM National Harbor—along the scenic Potomac River in Prince George's County, Maryland.

**Zoning:** Mixed-Use Transportation-Oriented (M-X-T).



## TANGER OUTLETS

3200 Northline Avenue, Suite 206  
Greensboro, NC 27408  
Leasing: 336-834-6802

# TANGER OUTLETS NATIONAL HARBOR MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	9,004	107,412	321,144
	Daytime Employment	4,571	62,669	143,276
	2017–2022 Projected Population Growth	5.4%	5.7%	5.7%
	High School Graduate	88.9%	92.2%	92.2%
	Bachelor's Degree	11.1%	11.5%	13.7%
	Graduate/Professional Degree	6%	10%	13.2%
<b>household</b>	Households	3,433	44,598	131,765
	Average Size	2.62	2.37	2.40
	Owner-Occupied	63.5%	45.9%	48.6%
	Renter-Occupied	36.5%	54.1%	51.4%
	Median Home Value	\$252,669	\$290,971	\$354,895
<b>income</b>	Average Household	\$95,435	\$92,113	\$101,890
	Median Household	\$75,638	\$68,583	\$77,155
	Household Income < \$49,999	28.6%	37.4%	33.1%
	Household Income \$50,000–\$99,999	35.3%	29.7%	28.7%
	Household Income \$100,000+	36.1%	32.9%	38.2%
<b>age</b>	Age 1–19	22.1%	24.5%	24.2%
	Age 20–34	19.5%	22.7%	23.1%
	Age 35–64	42%	39.2%	39.8%
	Age 65+	16.4%	13.6%	12.9%
	Median Age (years)	41.8	37	36.8
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$5,243	\$71,777	\$216,057
	Entertainment	\$6,160	\$86,855	\$266,747
	Food At Home	\$4,779	\$69,244	\$215,958
	Food Away From Home	\$26,773	\$330,555	\$1,015,886
	Alcoholic Beverages	\$3,721	\$48,496	\$153,548
	Furniture and Appliances	\$5,297	\$83,871	\$271,051
	Transportation and Maintenance	\$26,773	\$330,555	\$1,015,886
	Health Care	\$3,721	\$48,496	\$153,548
	Education and Day Care	\$5,297	\$83,871	\$271,051

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Oxon Hill Rd	Harborview Ave	15,880	2012	0.14
	Harborview Ave	Oxon Hill Rd	2,901	2012	0.15
	Oxon Hill Rd	Harborview Ave	15,880	2012	0.17
	Harborview Ave	Oxon Hill Rd	2,661	2012	0.23
	Indian Head Hwy	Oxon Hill Rd	22,391	2015	0.36
	Oxon Hill Rd	Balmoral Dr E	14,488	2015	0.38
	Oxon Hill Rd	National Ave	23,631	2012	0.38
	I-95	Bald Eagle Rd	12,331	2012	0.40
	I-95	Bald Eagle Rd	3,901	2012	0.43
	I-495	Oxon Hill Farm Rd	170,485	2012	0.44

Source: DataMetrix® Products.

# TOWNE CENTRE AT LAUREL

Baltimore Avenue/Cherry Lane  
 Laurel, MD 20707  
[www.ggcommercial.com](http://www.ggcommercial.com)



## SNAPSHOT

**Property Type:** Mixed-use grocery-anchored lifestyle center with 400,000+ square feet of retail and 435 multifamily units.

**Leasing Profile:** 83 percent leased.

**Availability:** 45,820 square feet in 6 spaces ranging from 1,243 to 18,000 square feet.

**Developers:** Greenberg Gibbons.

**Anchors:** Burlington Coat Factory, Harris Teeter, Sports Authority, Regal Cinemas.

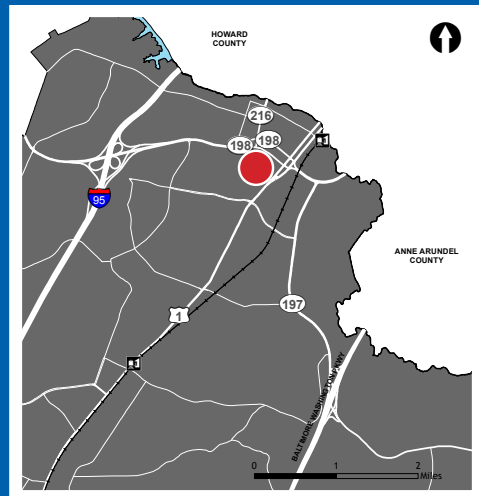
**Junior Anchors:** Old Navy, Party City, Kay Jewelers.

**Restaurants:** Panera, Noddles & Co., BJ's Restaurant & Brewhouse, Outback Steakhouse, Buffalo Wild Wings, Subway, Blaze Pizza, Burger-Fi, Mission BBQ, Sarku Japan, Thai at Laurel, and Tutti Frutti.

**Accessibility:** US 1 (Baltimore Avenue), within one mile of Laurel MARC Station (commuter rail). Located between I-95/495 and the Baltimore-Washington Parkway, providing convenient access to Baltimore and Washington, D.C.

**Market Features:** Located at a highly-visible, easily accessible site along US 1 (Baltimore Avenue), one of the most highly-traveled roads in Prince George's County (40,541 vehicles per day). Fort Meade, located 6 miles east, has realized a 65 percent increase

in workforce since 2009—from 34,000 to 56,000 workers. Over 5.4 million square feet of new office is under construction/predevelopment around Fort Meade, and 1.4 million square feet have been constructed on base.



## GREENBERG GIBBONS

10096 Red Run Boulevard, Suite 100  
 Owings Mills, MD 21117  
 Leasing: 410-559-2517



# TOWNE CENTRE AT LAUREL MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	24,250	89,250	164,884
	Daytime Employment	18,219	45,420	82,596
	2017–2022 Projected Population Growth	4.3%	5.1%	5.3%
	High School Graduate	87.8%	93%	93.9%
	Bachelor's Degree	12.4%	15.1%	16.5%
	Graduate/Professional Degree	10.2%	11.2%	13.1%
<b>household</b>	Households	10,118	34,133	61,360
	Average Size	2.38	2.60	2.66
	Owner-Occupied	40.8%	54.8%	58.4%
	Renter-Occupied	59.1%	45.2%	41.6%
	Median Home Value	\$252,212	\$305,120	\$323,800
<b>income</b>	Average Household	\$82,577	\$101,502	\$107,370
	Median Household	\$67,536	\$81,343	\$86,247
	Household Income < \$49,999	34%	24.7%	23.5%
	Household Income \$50,000–\$99,999	39.3%	37.2%	35.1%
	Household Income \$100,000+	26.7%	38.1%	41.3%
<b>age</b>	Age 1–19	26.2%	27%	27%
	Age 20–34	21.8%	21.1%	20.8%
	Age 35–64	42.7%	41.8%	42.2%
	Age 65+	9.2%	10.1%	9.9%
	Median Age (years)	36.1	36.2	36.3
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$14,689	\$59,702	\$112,119
	Entertainment	\$18,039	\$73,565	\$136,598
	Food At Home	\$33,469	\$131,484	\$244,560
	Food Away From Home	\$26,064	\$105,188	\$196,815
	Alcoholic Beverages	\$3,925	\$15,895	\$30,122
	Furniture and Appliances	\$13,638	\$58,413	\$110,848
	Transportation and Maintenance	\$73,029	\$308,761	\$572,201
	Health Care	\$9,732	\$42,350	\$80,601
	Education and Day Care	\$15,884	\$70,137	\$137,121

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Baltimore Ave	Greenhill Ave	44,145	2015	0.13
	2nd St	Bowie Rd	48,565	2012	0.17
	Cherry Ln	Baltimore Ave	18,910	2012	0.17
	4th St	Montrose Ave	6,874	2015	0.24
	Cherry Ln	Cherry Lane Ct	19,710	2012	0.30
	Washington Blvd	Bowie Rd	21,343	2015	0.34
	4th St	Gorman Ave	6,807	2015	0.42
	2nd St	Bowie Rd	20,077	2015	0.43
	Gorman Ave	Thomas Dr	21,107	2015	0.46
	Gorman Ave	8th St	17,428	2015	0.55

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# TOWN SQUARE AT SUITLAND FEDERAL CENTER

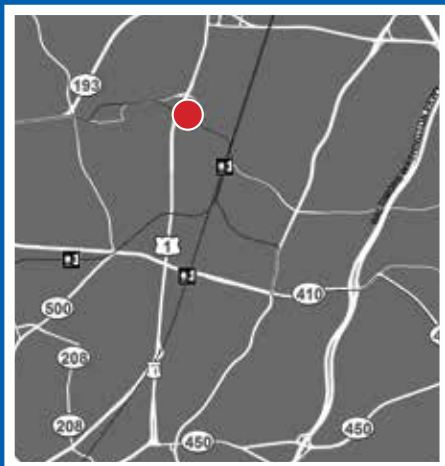
Northeast corner of  
Suitland Road and Silver Hill Road  
Suitland, MD 20746  
[suitlandtowncenter.com](http://suitlandtowncenter.com)



## SNAPSHOT

**Project Description:** Town Square at Suitland Federal Center is a vibrant community development that will reenergize and redefine the historic Suitland Federal Center. The proposed gathering place includes beautiful town homes, energy-efficient multifamily homes, a wealth of dining options and plentiful retail space. Suitland, a government hub with 6,000 employees in the Washington area, is poised to welcome a lively community of families and local businesses.

Just steps away from the Suitland Metro Station, the new development will be a sustainable EcoDistrict project that transforms the current site by adding inviting green spaces, entertainment and amenities. EcoDistrict communities focus on sustainability and strive to excel in a number of areas, including equitable development, health and well-being, community identity, access and mobility, energy efficiency, habitat and ecosystem protection, water conservation, and smart materials management. To meet these standards, the Town Square includes eco-friendly features such as bio-retention planters and net-zero multifamily homes.



The Prince George's Redevelopment Authority plans to bring new life to the area by adding a walkable promenade, public art displays and a community performing arts facility for events. When complete, the pedestrian-friendly community will reflect the energetic and active lifestyles of future residents.



## HREG

7500 Greenway Center, Suite 910  
Greenbelt, MD 20770  
301-486-3737

# TOWN SQUARE AT SUITLAND FEDERAL CENTER MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	17,053	187,996	431,387
	Daytime Employment	12,520	42,343	143,032
	2017–2022 Projected Population Growth	4.13%	4.19%	6.50%
	High School Graduate	93.1%	91%	91%
	Bachelor's Degree	7.2%	7.4%	8.8%
	Graduate/Professional Degree	3.4%	3.9%	6.9%
<b>household</b>	Households	6,973	75,138	172,116
	Average Size	2.44	2.48	2.46
	Owner-Occupied	35%	43.9%	43.8%
	Renter-Occupied	65%	56.1%	56.2%
	Median Home Value	\$207,966	\$235,666	\$257,380
<b>income</b>	Average Household	\$70,552	\$68,057	\$75,800
	Median Household	\$59,530	\$54,839	\$57,442
	Household Income < \$49,999	40%	45.8%	44.4%
	Household Income \$50,000–\$99,999	40%	33.7%	30.8%
	Household Income \$100,000+	20%	20.4%	24.8%
<b>age</b>	Age 1–19	26.7%	26.1%	25.6%
	Age 20–34	22.6%	23.7%	24.8%
	Age 35–64	39.6%	37.6%	37.6%
	Age 65+	11.1%	12.6%	12%
	Median Age (years)	35.4	35.1	34.8
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$10,184	\$107,325	\$260,762
	Entertainment	\$11,449	\$120,126	\$297,891
	Food At Home	\$22,138	\$231,667	\$558,125
	Food Away From Home	\$15,280	\$154,637	\$391,367
	Alcoholic Beverages	\$1,881	\$19,482	\$54,334
	Furniture and Appliances	\$8,372	\$90,119	\$227,938
	Transportation and Maintenance	\$45,061	\$463,142	\$1,119,345
	Health Care	\$5,451	\$60,206	\$154,092
	Education and Day Care	\$8,861	\$93,448	\$255,476

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Suitland Rd	Huron Ave	19,272	2015	0.03
	Silver Hill Rd	Swann Rd	37,791	2015	0.20
	Suitland Rd	Shadyside Ave	17,567	2015	0.22
	Suitland Rd	Eastern Ln	16,447	2015	0.24
	Brooks Dr	Huron Ave	8,152	2015	0.37
	Suitland Pkwy	Silver Hill Rd	2,422	2012	0.55
	Suitland Pkwy	Silver Hill Rd	2,072	2012	0.69
	Silver Hill Rd	Terrace Dr	37,035	2015	0.74
	Silver Hill Rd	Silver Hill Ct	38,651	2015	0.75
	Brooks Dr	Pennsylvania Ave	8,164	2015	0.75

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# UNIVERSITY TOWN CENTER

6504 America Boulevard  
Hyattsville, MD 20782  
[www.universitytowncenter.net](http://www.universitytowncenter.net)

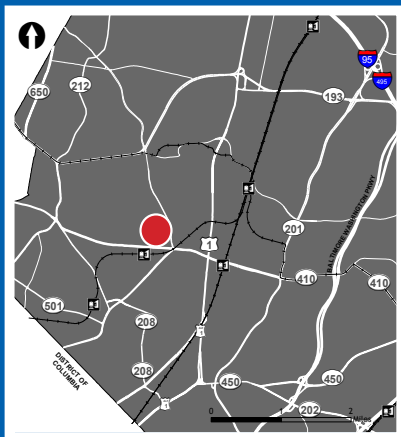


## SNAPSHOT

The University Town Center (UTC) mixed-use building program synergistically combines signature office, residential, and entertainment facilities, complimented by pedestrian and vehicle pathways, public art, and well-positioned structured and surface parking provisions. The retail and entertainment components of UTC include two separate but importantly interwoven projects—one sponsored by Berman Enterprises and the other by a partnership between ECHO Realty and The Bernstein Companies, residential and retail. Berman Enterprises is repositioning the retail component.

Berman controls the street retail and entertainment uses ranging from Liberty Lane north along America Boulevard, including the Regal Cinemas Hyattsville Royale 14 Theatre, numerous restaurants (for example, Bonchon, Five Guys, Old Dominion Brewhouse, Carolina Kitchen, Panda Express, Flippin' Pizza, and Qdoba) and supporting retail service uses. Berman is presently preparing plans to optimally utilize their undeveloped parcel at the northwest corner of America Boulevard and East West Highway to further extend their merchandising program.

ECHO and Bernstein have completed the exceptionally important two-level mixed-use building at the northwest corner of America Boulevard and East West Highway anchored by a state-of-the-art, 54,000-square-foot, full-service Safeway supermarket, and featuring Unleashed by Petco, Phenix Salon Suites, and the continuation of America Boulevard street merchandising which includes Pollo Campero, Town Center Wine and Spirits, and Prince George's Nail and Spa. Additionally, the Gateway at University Town Center (which is the "proper name" of this program) includes MedStar's Health and PromptCare clinic serving the UTC neighborhood and surrounding community.



A convenient parking garage complements these facilities with easy access to/from all directions of approach. Retail leasing opportunities with both Berman and ECHO/Bernstein remain, and interested candidate tenants should contact Jeffery Berman or Ashley McEntee at the contact information listed here.

### Berman Enterprises

Jeffery Berman  
Phone: 301-816-1555  
Email: [unc8on5@aol.com](mailto:unc8on5@aol.com)

### ECHO Realty

Ashley McEntee  
Phone: 240-497-0521  
Email: [amcentee@echorealty.com](mailto:amcentee@echorealty.com)

# UNIVERSITY TOWN CENTER MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	22,689	212,035	560,290
	Daytime Employment	7,550	80,119	256,813
	2017–2022 Projected Population Growth	4.5%	4.9%	6.1%
	High School Graduate	87.6%	81.7%	86.1%
	Bachelor's Degree	14.2%	9.9%	11.6%
	Graduate/Professional Degree	16.4%	9.4%	11.8%
<b>household</b>	Households	7,968	67,422	201,067
	Average Size	2.71	2.93	2.67
	Owner-Occupied	47.6%	49.2%	47.4%
	Renter-Occupied	52.4%	50.8%	52.6%
	Median Home Value	\$313,216	\$284,720	\$334,534
<b>income</b>	Average Household	\$97,205	\$81,095	\$85,584
	Median Household	\$73,506	\$63,567	\$64,915
	Household Income < \$49,999	34.2%	38.8%	39%
	Household Income \$50,000-\$99,999	30.9%	34.6%	31.9%
	Household Income \$100,000+	34.8%	26.6%	29.2%
<b>age</b>	Age 1–19	24.8%	25.4%	24.6%
	Age 20–34	26%	27.6%	26.1%
	Age 35–64	39%	36.6%	38.1%
	Age 65+	10.3%	10.3%	11.2%
	Median Age (years)	34.6	33.4	34.6
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$14,674	\$112,386	\$328,991
	Entertainment	\$17,213	\$122,712	\$375,548
	Food At Home	\$33,107	\$253,562	\$729,680
	Food Away From Home	\$25,340	\$176,677	\$535,628
	Alcoholic Beverages	\$4,159	\$27,522	\$84,127
	Furniture and Appliances	\$13,602	\$94,927	\$297,263
	Transportation and Maintenance	\$68,725	\$505,287	\$1,475,677
	Health Care	\$10,422	\$72,743	\$219,083
	Education and Day Care	\$17,068	\$111,359	\$360,038

Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
East West Hwy	Queens Chapel Rd	30,118	2015	0.04
Belcrest Rd	Toledo Rd	12,260	2012	0.16
Adelphi Rd	Tennyson Rd	21,005	2015	0.16
Belcrest Rd	East West Hwy	15,791	2012	0.16
Queens Chapel Rd	Quintana St	22,163	2015	0.17
Belcrest Rd	Queens Chapel Rd	18,201	2012	0.20
Queensbury Rd	40th Ave	6,261	2012	0.24
Belcrest Rd	Toledo Rd	16,384	2012	0.26
East West Hwy	42nd Ave	43,905	2015	0.28
42nd Ave	Carrollton Ter	590	2015	0.32

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# WESTPHALIA TOWN CENTER

Pennsylvania Avenue/Melwood Road  
Upper Marlboro, MD  
www.westphalia.com



## SNAPSHOT

**Property Type:** A planned mixed-use town center offering ample housing, shopping, and employment opportunities strategically located across from Joint Base Andrews.

**Developers:** Walton Development and Management.

**Development Potential:** 479-acre mixed-use development planned for 15,000 homes; one million square feet of retail; four million square feet of office space; centralized recreation amenities; new public facilities including schools, police, fire/EMS, and a library; and three hotels.

**Phase I:** Walton broke ground June 7, 2013:

Retail/Office: 500,000 square feet of retail, anchored by a large grocery store, on 40 acres.

Hotel: 150 hotel rooms.

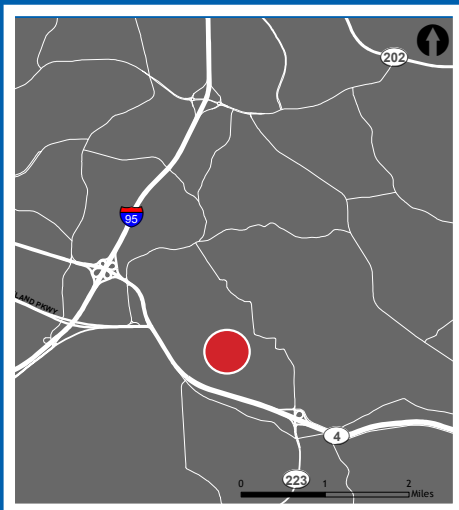
Residential: 400+ apartments; 346 townhomes.

**Phase II:** To include an additional 66 single family homes, 432 townhomes, 484 rental apartments, 33,759 square feet of retail, 2,240,000 square feet of office space, and 600 hotel rooms.

**Accessibility:** MD 4, MD 5, and I-95/495.

**Market Features:** Five minutes to Joint Base Andrews. Twenty-five minutes southeast of downtown Washington, D.C. Over 1.5 miles of frontage along MD 4, a major commuter route. Four grade-separated interchanges planned on MD 4. Largest mixed-use development in Prince George's County since National Harbor. At completion, Westphalia will be the sixth largest city in the State of Maryland.

**Zoning:** Mixed-Use Transportation-Oriented (M-X-T).



**Walton Development  
& Management, Inc.**

1650 Tysons Boulevard, Suite 1500  
Tysons, VA 22102  
844-859-7090

# WESTPHALIA TOWN CENTER MARKET PROFILE

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	1,869	22,963	132,780
	Daytime Employment	1,015	14,607	55,779
	2017–2022 Projected Population Growth	5.9%	4.7%	4.3%
	High School Graduate	97.3%	93.8%	94.9%
	Bachelor's Degree	14.2%	11.2%	11.6%
	Graduate/Professional Degree	9.1%	9.4%	8.1%
<b>household</b>	Households	643	7,910	49,461
	Average Size	2.87	2.75	2.65
	Owner-Occupied	92.8%	85.3%	68.7%
	Renter-Occupied	7.2%	14.7%	31.3%
	Median Home Value	\$357,257	\$307,921	\$264,850
<b>income</b>	Average Household	\$134,257	\$118,908	\$99,822
	Median Household	\$125,893	\$98,479	\$84,126
	Household Income < \$49,999	10%	18%	25.4%
	Household Income \$50,000–\$99,999	28.5%	33%	35.8%
	Household Income \$100,000+	61.9%	49%	38.8%
<b>age</b>	Age 1–19	25.2%	23.6%	25.7%
	Age 20–34	17.4%	19.6%	20.5%
	Age 35–64	46.5%	44.2%	41.7%
	Age 65+	10.9%	12.6%	12.2%
	Median Age (years)	40.7	40.4	37.9
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$673	\$22,831	\$101,529
	Entertainment	\$879	\$27,582	\$122,573
	Food At Home	\$1,425	\$48,416	\$215,044
	Food Away From Home	\$1,139	\$36,280	\$162,523
	Alcoholic Beverages	\$170	\$4,933	\$21,721
	Furniture and Appliances	\$1,966	\$54,009	\$240,644
	Transportation and Maintenance	\$3,924	\$115,353	\$508,177
	Health Care	\$555	\$15,063	\$65,988
	Education and Day Care	\$891	\$24,242	\$107,642

<b>traffic counts</b>	Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
	Marlboro Pike	Dower House Rd	7,249	2015	0.21
	Dower House Rd	Marlboro Pike	9,570	2015	0.29
	Pennsylvania Ave	Dower House Rd	74,100	2015	0.33
	Pennsylvania Ave	Dower House Rd	57,780	2011	0.34
	Dower House Rd	Fechet Ave	10,424	2012	0.50
	Presidential Pky	Gingerbread Ln	933	2012	0.63
	Presidential Pkwy	Gingerbread Ln	407	2015	0.63
	Suitland Pkwy	Pennsylvania Ave	28,682	2015	0.81
	Suitland Pkwy	Pennsylvania Ave	241	2015	0.82
	Suitland Pky	Pennsylvania Ave	29,859	2012	0.82

Source: 2016 Costar estimates; First Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# WOODMORE TOWNE CENTRE AT GLENARDEN

Ruby Lockhart Boulevard  
Lanham, MD 20706  
petrierichardson.com

## SNAPSHOT

**Property Type:** Regional mall with freestanding buildings. Future mixed-use development with 1,000+ feet of direct frontage along I-95/495.

**Total Square Feet (gross leasable):** 750,000.

**Parking:** 3,200+.

**Anchors:** Costco, JCPenney, Wegmans, Best Buy, and Nordstrom Rack opening September 2017.

**Junior Anchors:** Petco, Party City, and Old Navy.

**Availability:** 72,708 square feet in 19 spaces from 979 to 15,000 square feet.

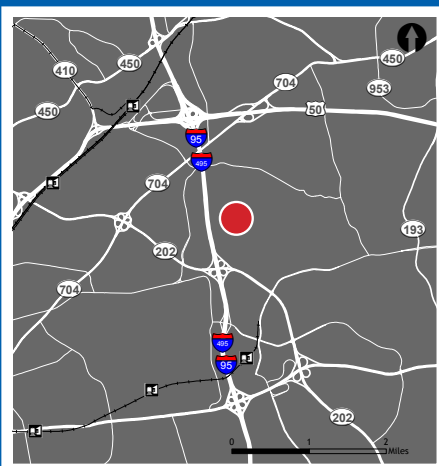
**Development Potential:** 245-acre mixed-use site is planned for up to 700,000 square feet of retail; 800-900 dwelling units; 400 apartments; and a 240-room hotel.

**Developers:** Petrie Ross Ventures and Hutensky Capital Partners.

**Featured Retailers:** Hour Eyes, T-Mobile, Sleepy's, and Carter's.

**Restaurants:** Subway, Noodles & Company, Chipotle, Copper Canyon, Firehouse Subs, KBQ BBQ, and KOBE Japanese Steakhouse.

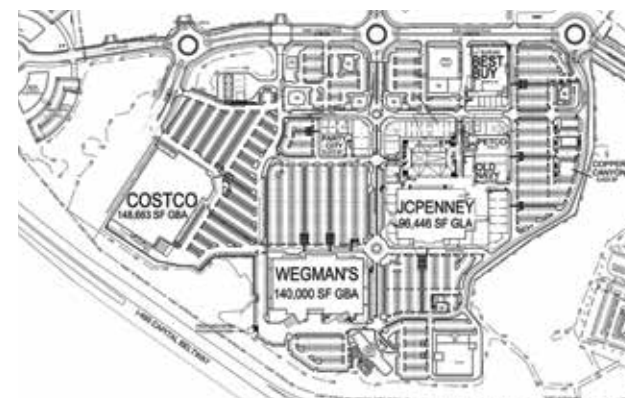
**Zoning:** Mixed-Use Transportation-Oriented (M-X-T)(Maximum FAR 8.0).



**Accessibility:** I-95/495 and MD 202, within two miles of Largo Town Center Metro Station (terminus station).

**Built:** 2010.

**Market Features:** More than 1,000 feet of direct frontage on the Capital Beltway (I-95/495); FedEx Field, Prince George's Community College, and Inglewood Business Park. The closest Wegmans to Washington, D.C. with 40,000 cars daily.



## PETRIE RICHARDSON VENTURES

1919 West Street, Suite 100  
Annapolis, MD 21401  
Leasing: 410-573-3800



# MARKET PROFILE

## WOODMORE TOWNE CENTRE AT GLENARDEN

	1-MILE	3-MILE	5-MILE	
<b>population and education</b>	Population	9,511	101,868	288,991
	Daytime Employment	5,862	58,499	126,796
	2017–2022 Projected Population Growth	4.3%	4.5%	4.7%
	High School Graduate	94.1%	92.3%	89.8%
	Bachelor's Degree	12.7%	11.4%	10.3%
	Graduate/Professional Degree	9.1%	7.9%	7.1%
<b>household</b>	Households	3,392	36,691	100,291
	Average Size	2.78	2.77	2.86
	Owner-Occupied	55.9%	63.2%	63.4%
	Renter-Occupied	44.1%	36.8%	36.6%
	Median Home Value	\$307,431	\$254,874	\$258,318
<b>income</b>	Average Household	\$97,240	\$90,896	\$89,107
	Median Household	\$70,821	\$76,497	\$72,844
	Household Income < \$49,999	34.8%	29.7%	32.6%
	Household Income \$50,000–\$99,999	26.1%	36.3%	34.8%
	Household Income \$100,000+	39.1%	34%	32.5%
<b>age</b>	Age 1–19	29%	26.7%	26.6%
	Age 20–34	20.3%	20.9%	21.5%
	Age 35–64	38.2%	39.9%	39.5%
	Age 65+	12.6%	12.5%	12.4%
	Median Age (years)	35.6	36.8	36.4
<b>consumer spending (\$ thousands)</b>	Apparel and Services	\$5,536	\$64,321	\$178,933
	Entertainment	\$6,040	\$73,833	\$201,248
	Food At Home	\$11,637	\$138,105	\$387,038
	Food Away From Home	\$8,094	\$99,803	\$272,462
	Alcoholic Beverages	\$1,043	\$13,145	\$36,772
	Furniture and Appliances	\$4,841	\$58,513	\$159,554
	Transportation and Maintenance	\$25,133	\$301,831	\$827,924
	Health Care	\$3,205	\$40,276	\$113,504
	Education and Day Care	\$5,478	\$65,563	\$178,876

Collection Street	Cross Street	Traffic Volume	Count Year	Miles from Site
Landover Rd	I-95	2,710	2012	0.28
Landover Rd	I-95	14,022	2012	0.28
Landover Rd	I-95	7,592	2012	0.33
Landover Rd	I-95	2,802	2012	0.34
Landover Rd	McCormick Dr	55,990	2015	0.35
Landover Rd	I-95	3,445	2012	0.37
Landover Rd	I-95	4,345	2012	0.39
Saint Josephs Dr	Landover Rd	13,811	2011	0.48
Landover Rd	Brightseat Rd	51,876	2015	0.48
Brightseat Rd	Landover Rd	14,534	2015	0.52

Source: 2016 Costar estimates; Forst Quarter 2017 Neustar estimates—educational attainment, average household size, median age, and age cohorts; compilation and conversion M-NCPPC. Percentages may not equal 100 percent due to rounding.

Source: DataMetrix® Products.

# BUSINESS SERVICE AGENCIES

## Economic Development Corporation

**ECONOMIC DEVELOPMENT CORPORATION (EDC)** promotes economic development, expands business opportunities, and provides assistance to businesses interested in locating their offices or operations in the County. EDC offers a range of business services:

- Business Development, Retention, and Expansion—helps to retain, expand, and attract businesses.
- Technology Assistance Center—a business incubator to create and grow emerging small companies.
- One-Stop Career Center—is part of a national network of career resource centers.
- International Business Program—offers services to businesses with global aspirations.
- Workforce Services Division—provides employee recruitment, screening, and training programs.

## Prince George's Chamber of Commerce

**PRINCE GEORGE'S CHAMBER OF COMMERCE** is a nonprofit organization with over 900 business members, representing over 300,000 employees. It is one of the chambers in the State of Maryland and Washington metropolitan area. It responds to issues of concern to the business community, utilizing the full resources of its membership in a proactive manner to influence public opinion and the actions of elected officials to meet business needs.

## Prince George's Financial Services Corporation

**PRINCE GEORGE'S FINANCIAL SERVICES CORPORATION** is a designated Community Development Finance Institution and certified development corporation providing nontraditional financing for small and minority-owned businesses in Prince George's County and the State of Maryland. It gives small and minority-owned businesses access to creative, flexible and innovative financing solutions including direct loans, accounts receivable financing, and contract financing ranging between \$25,000–\$250,000 and commercial real estate and equipment loans of up to \$4.0 million.

## Greater Bowie Chamber of Commerce

**GREATER BOWIE CHAMBER OF COMMERCE** serves as a voice for the business community in the greater Bowie area, representing the views of its members to government and the community, and working to help solve the many challenging issues that face business owners and impact the quality of life in its community.

## Baltimore Washington Corridor Chamber

**BALTIMORE WASHINGTON CORRIDOR CHAMBER**, the only regional chamber in the State of Maryland, has over 500 members, representing more than 100,000 employees. Its core area of focus is between Washington, D.C., and Baltimore, MD. It is dedicated to providing networking, information and growth resources to all sizes and kinds of businesses, agencies, institutions, and organizations.

## Business Roundtable

**THE GREATER PRINCE GEORGE'S BUSINESS ROUNDTABLE (GPGBR)** is a nonprofit, nonpartisan business alliance of Chief Executives, formed to improve our political, economic and community environments for a better Prince George's County. GPGBR is led by a Board of Directors, composed of concerned and active business leaders from the County and region, whose companies employ nearly 60,000 people, helping to strengthen our County and the region.

# ECONOMIC DEVELOPMENT INCENTIVES AND TOOLS

## Economic Development Incentive Fund

**ECONOMIC DEVELOPMENT INCENTIVE FUND (EDI FUND)** is a \$50 million County program to expand the commercial tax base, increase job retention and attraction, facilitate development and redevelopment opportunities, and promote transit-oriented development and growth of key industry sectors. Qualified applicants can use funding for land and building acquisition, building infrastructure and empowerment, and equipment acquisition and working capital.

## Enterprise Zone

**ENTERPRISE ZONE** is an area of a county in which state and local incentives and assistance are offered to encourage the expansion of existing businesses and the attraction of new business activity and jobs.

## High Tech Tax Credit

**HIGH TECH TAX CREDIT** is a tax credit against the property tax imposed on real property that is used as the premises of manufacturing, fabricating, or assembling facilities that are primarily involved with the applications of engineering, life sciences, computer sciences, research and development, or produces materials, parts, or equipment used in the type of applications noted above.

## New and Enhanced New Jobs Tax Credit

**NEW JOBS TAX CREDIT AND ENHANCED NEW JOBS TAX CREDIT** is a tax credit against the County property tax imposed on real property owned or leased by a business entity or its affiliates and on personal property owned by that business entity or its affiliates if the business entity qualifies for either credit.

## New Markets Tax Credit (NMTC)

**NEW MARKETS TAX CREDIT (NMTC)** provide a term of credit of seven years. Investors will be able to claim a tax credit of five percent for each of the first three years of the credit and six percent for each of the last four years, for a total of 39 percent over seven years. The net present value of the credit is estimated at 30 percent over the seven years. NMTC investors should expect a return from the credit above and beyond the federal tax subsidy.

## Revitalization Area Tax Credits

**REVITALIZATION AREA TAX CREDITS** encourage redevelopment and investment in inner-Beltway communities through a tax credit on county real property taxes on eligible improvements.

## Tax Increment Financing

**TAX INCREMENT FINANCING (TIF)** allows incremental taxes generated from a defined area to pay debt service for infrastructure improvements. The existing base-assessed valuation is taxed as before. Additional assessed valuation, added to the tax rolls over the base, is taxed at the same rate as the base valuation but associated increases in tax revenue are targeted to the defined area.

## PILOT

**PAYMENT IN LIEU OF TAXES (PILOT)** is an agreement from the county to abate property taxes and instead charge an amount equal to a negotiated PILOT. The payment can range from zero up to the full amount of taxes due or more. In some cases taxes are deferred rather than abated. A properly structured PILOT can also be used as a better alternative to a tax increment financing.

## SBA 504 Long Term Fixed Assets

**SBA 504 LONG TERM FIXED ASSETS (COMMERCIAL REAL ESTATE AND EQUIPMENT LOAN PROGRAM)** is available to the more established business owners who desire to purchase owner-occupied commercial real estate (typically to transition from leased facilities, to consolidate its operations or to acquire equipment with a useful life of at least 10 years). Loans are guaranteed by the U.S. Small Business Administration (SBA).

## SBA Special Purpose Loans

**SBA SPECIAL PURPOSE LOANS** offer various special purpose loans to help grow businesses to meet international demand, to aid businesses that have been impacted by NAFTA, to assist in implementing employee ownership plans, and to help implement pollution control mechanisms, in addition to other special programs.

## Contractor Cash Flow Fund

**CONTRACTOR CASH FLOW FUND** helps contractors capitalize the first 90 days of labor and materials on a new contract awarded by a Prince George's County department or agency.

**Small Business Growth Fund**

**SMALL BUSINESS GROWTH FUND** is a guaranteed revolving loan fund available to established businesses with at least 3–5 years of profitable operating history. This program is designed to assist emerging growth companies in response to access to new markets and expansion challenges.

**Micro Enterprise Loan Fund**

**MICRO ENTERPRISE LOAN FUND** provides small loans to business located in a Priority Funding Area as designated by the Maryland Department of Housing and Community Development. Eligible uses are leasehold improvements, working capital expenditures, and human capital increases for the purpose of expanding established businesses and feasible start-ups. Loans are available for eligible borrowers up to a maximum of \$50,000.

**EDI Fund Contractor's Advantage Program (CAP)**

**EDI FUND CONTRACTOR'S ADVANTAGE PROGRAM (CAP)** utilized \$1 million of EDI funds to support County-based contractors seeking lines of credit to finance working capital, equipment, labor and materials. This program provides a maximum 25% guarantee to the bank to support the line of credit. The bank financing the line of credit must be on the County's pre-approved list to participate in the program.

**The VLT Small Business Flex Fund**

**THE VLT SMALL BUSINESS FLEX FUND** provides flexible funding solutions for small, minority, veteran and woman owned businesses. Also known as the Video Lottery Terminal Fund, the program provides 1.5% of the proceeds from video lottery terminals (slots) to be distributed to businesses within a targeted geographical proximity to Maryland casinos. Loans are up to \$250,000.

**Revenue Bonds**

**REVENUE BONDS** are used to finance the construction of a manufacturing or commercial facility for a private user. The county receives bond authorization from the State of Maryland for the purpose of issuing non-housing industrial development revenue bonds. Authorized projects include manufacturing facilities with a total project cost of less than \$10 million.

**Foreign Trade Zone (FTZ)**

**FOREIGN TRADE ZONE (FTZ)** the FTZ covers the entire County. FTZs are intended to facilitate import and export activities by allowing domestic activity involving foreign items to take place prior to formal customs entry. This has the effect of reducing duties, tariffs and quota charges. If the items are re-exported, duty is waived.

**WSSC Systems Waiver**

**WSSC SYSTEMS WAIVER** allows the County Executive to waive the WSSC/SDC (System Development Charge) for eligible revitalization projects and to partially waive the charge for elderly housing and biotechnology projects. A number of programs and services are provided by the State of Maryland. Visit [www.choosemaryland.org](http://www.choosemaryland.org)

**State of Maryland**

**STATE OF MARYLAND** provides many programs and services. Visit [www.choosemaryland.org](http://www.choosemaryland.org).

# PLAN PRINCE GEORGE'S 2035

## A VISION FOR THE FUTURE

The Prince George's County Council recently approved a new General Plan for the County. Plan Prince George's 2035 (Plan 2035) identified six principles that guide future growth and the implementation of future area and functional plans. These principles call on us to:

- Concentrate future growth.
- Prioritize and focus our resources.
- Build on our strengths and assets.
- Create choice communities.
- Connect our neighborhoods and significant places.
- Protect and value our natural resources.

Consistent with the guiding principles, Plan Prince George's 2035 envisions Prince George's County as the community of choice for families, businesses, and workers in the region. Having a diverse variety of retail offerings is a key factor in creating strong, vibrant, sustainable, and walkable mixed-use communities. Plan Prince George's 2035 meets the diverse needs of all Prince Georgians and embraces and builds on the momentum generated by new residents, technology, employment, retail, and business opportunities.

### PLAN 2035 GOALS

Direct future growth toward transit-oriented, mixed-use centers in order to expand our commercial tax base, capitalize on existing and planned infrastructure investments, and preserve agricultural and environmental resources.

Create a diverse, innovative, and regionally competitive economy that generates a range of well-paying jobs and strategically grows the tax base.

Provide and maintain a safe, affordable, accessible, and energy efficient multimodal transportation network that supports the County's desired land use pattern and Plan 2035 goals.

Preserve, enhance, and restore our natural and built ecosystems to improve human health, strengthen our resilience to changing climate conditions, and facilitate sustainable economic development.

Provide a variety of housing options—ranging in price, density, ownership, and type—to attract and retain residents, strengthen neighborhoods, and promote economic prosperity.

Create walkable places that enable social interaction and reflect community character, and preserve and promote our cultural, historic, and rural resources to celebrate our heritage and encourage new investment.

Create safe, connected communities that promote active lifestyles and provide convenient access to healthy foods.

Enhance the quality of life and economic competitiveness of Prince George's County through the efficient, equitable, and strategic siting of education, public safety, water and sewer, solid waste, and parks and recreation facilities.







## SPECIAL THANKS:



The Maryland-National Capital Park and Planning Commission  
Prince George's County Planning Department



The Prince George's County Government



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