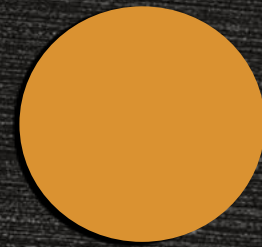


WHERE DO WE GO FROM HERE

COUNTY BUSINESS UPDATE WEBINAR



PRINCE GEORGE'S
CHAMBER OF COMMERCE
EST. 1924



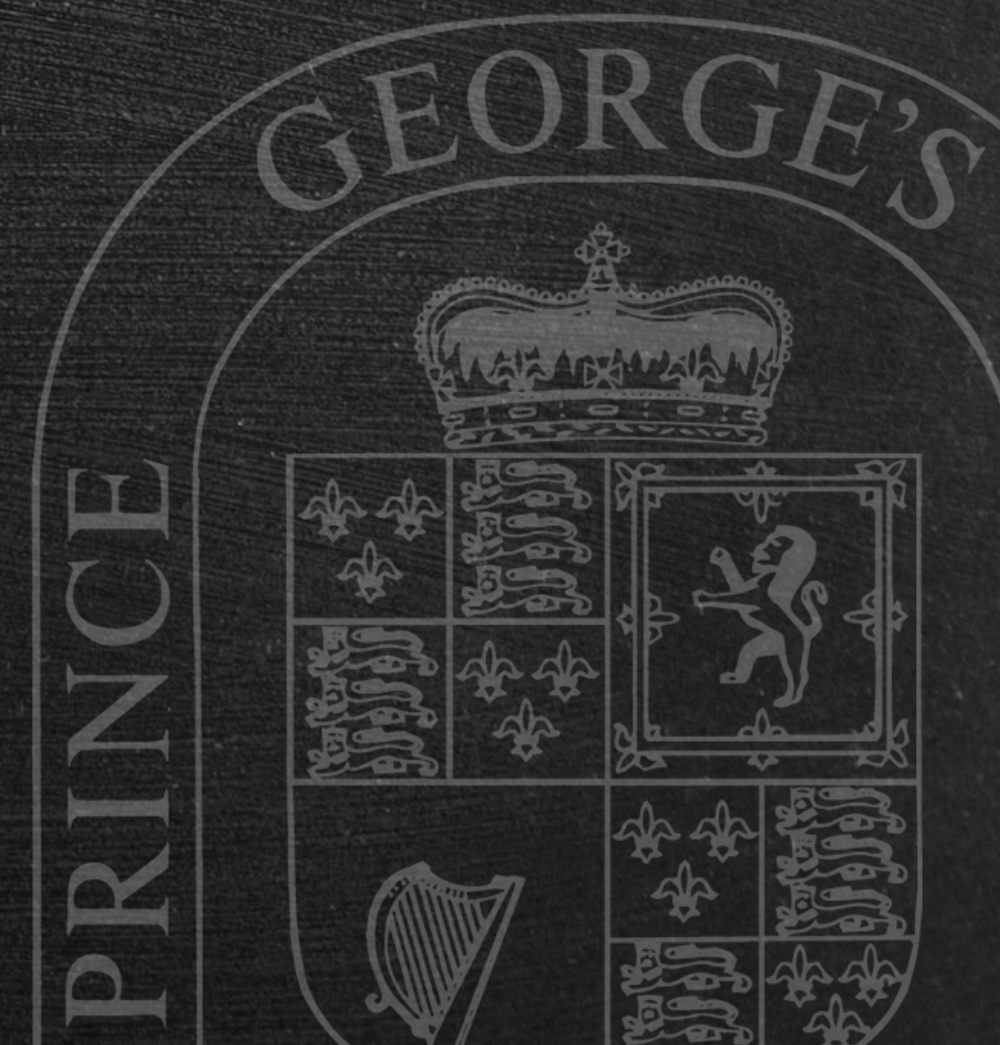
REC



RECORDING IN SESSION

HOUSE KEEPING

- IF YOU HAVE QUESTIONS DURING THE PRESENTATION PLEASE USE THE 'Q&A' BUTTON BELOW
- CLOSED CAPTIONS ARE AVAILABLE
- CAMERAS AND MICROPHONES ARE DISABLED FOR THIS WEBINAR
- THIS WEBINAR WILL BE AVAILABLE AT [PGCEDC.COM/COVID19](https://pgcedc.com/covid19)



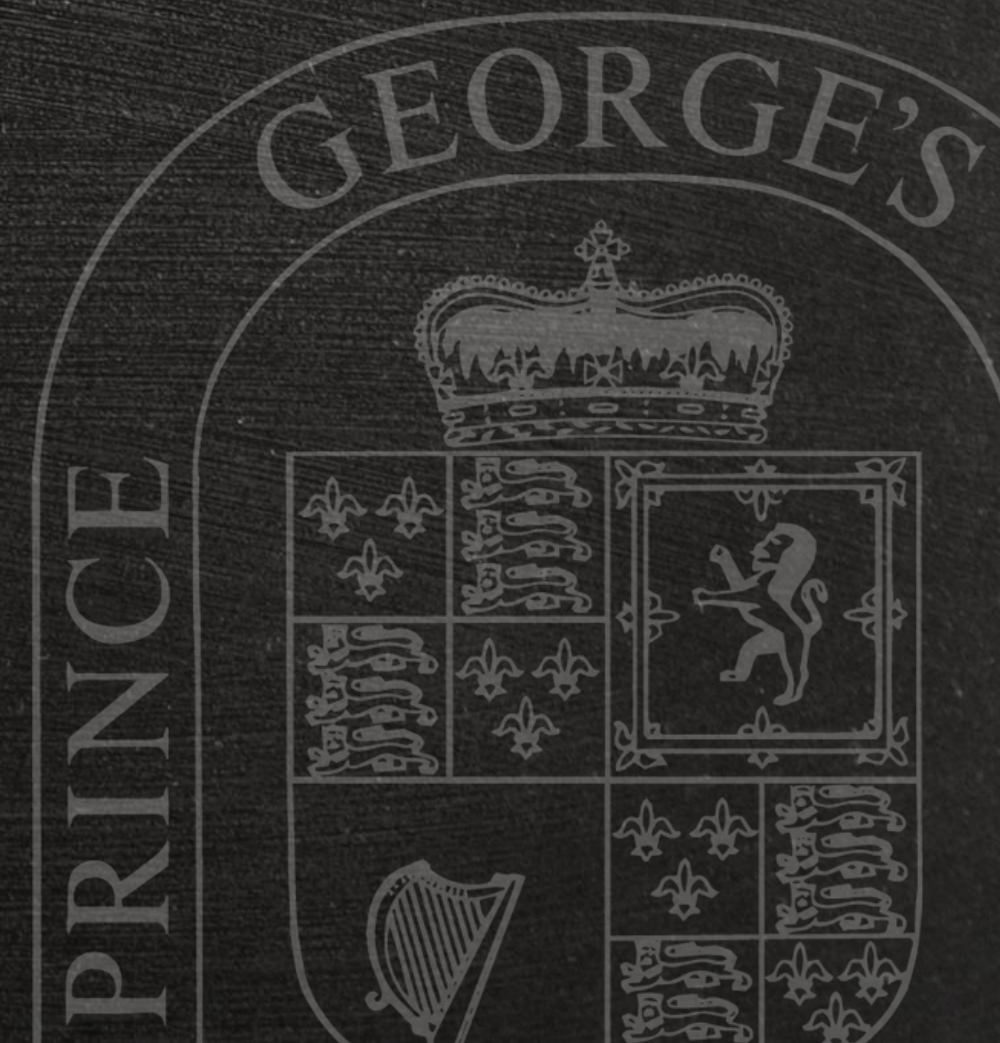
AGENDA

Open Remarks

Federal and State Panel

County Panel

Closing Remarks



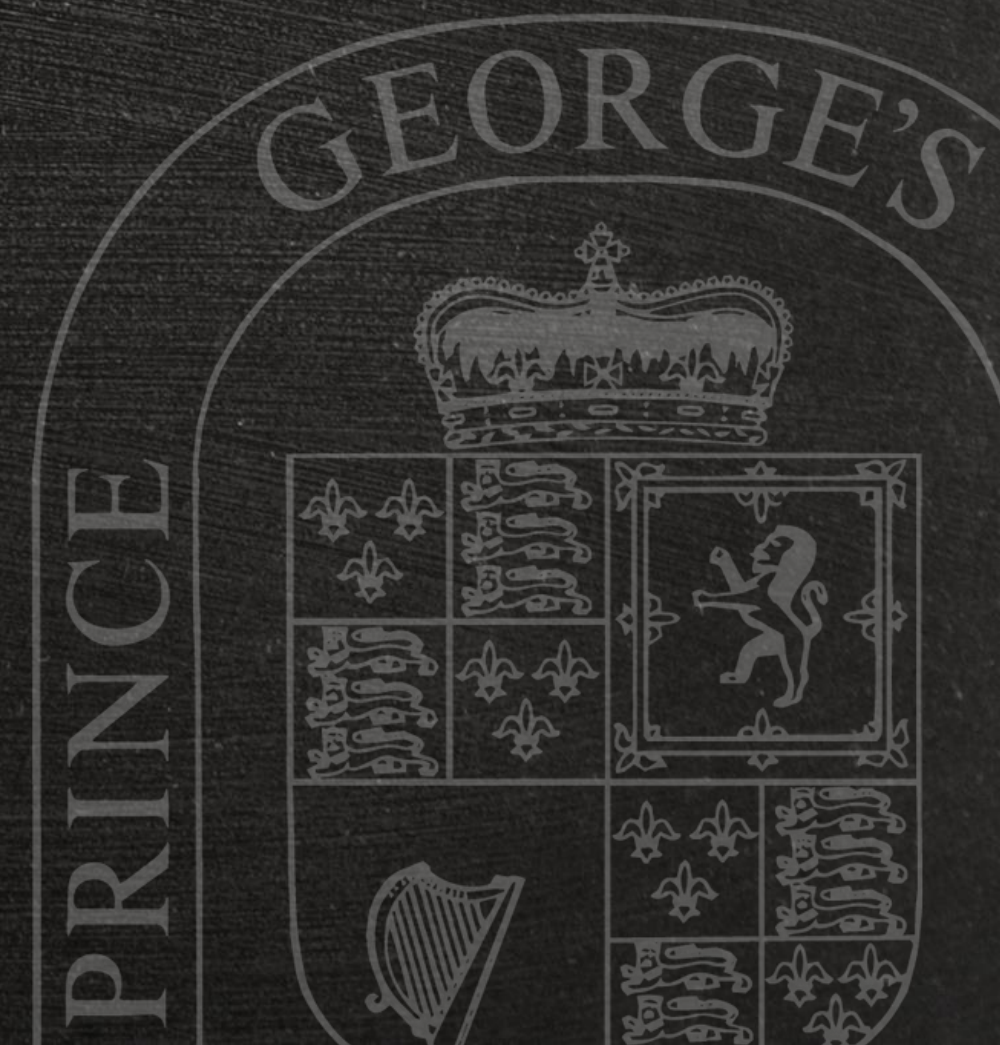


OPEN REMARKS

Angela Alsobrooks

County Executive

Prince George's County, Maryland



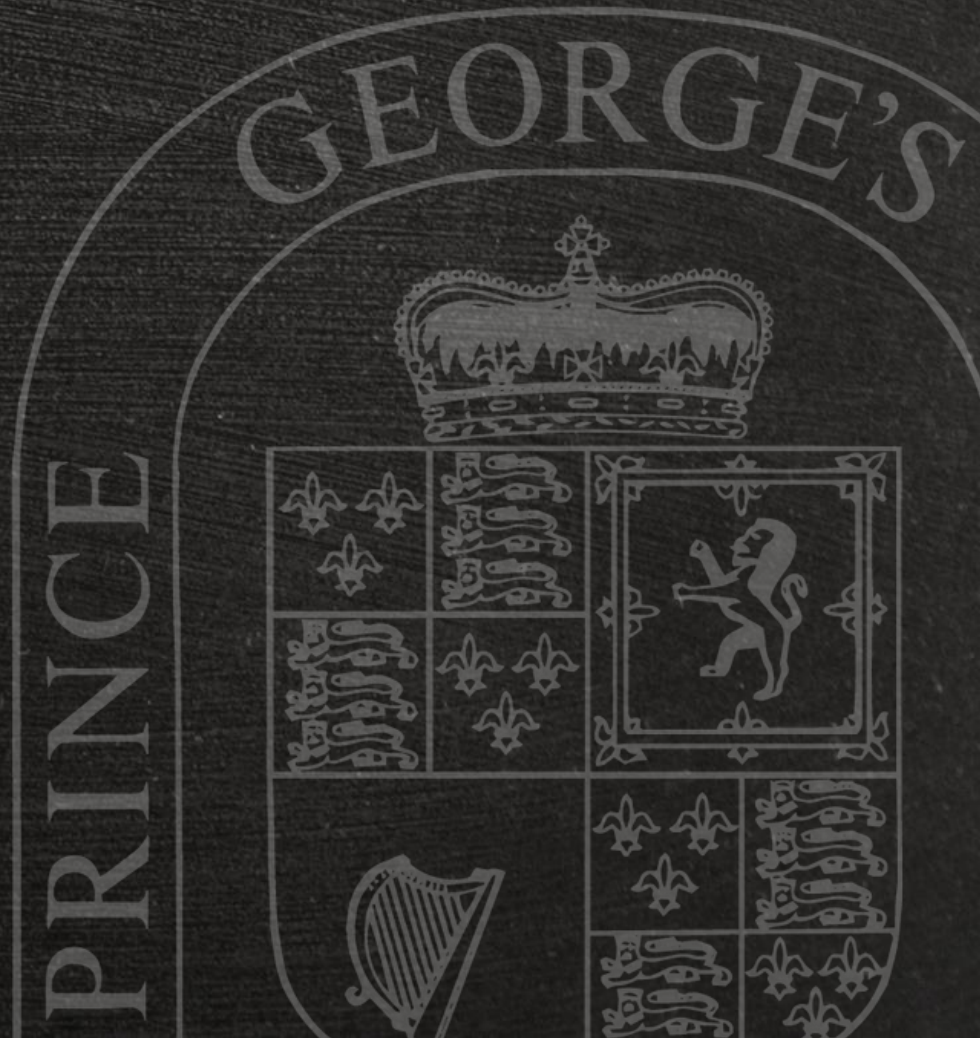


FEDERAL AND STATE PANEL MODERATOR

David Harrington

President & CEO

Prince George's County Chamber of Commerce





U.S. SMALL BUSINESS ADMINISTRATION

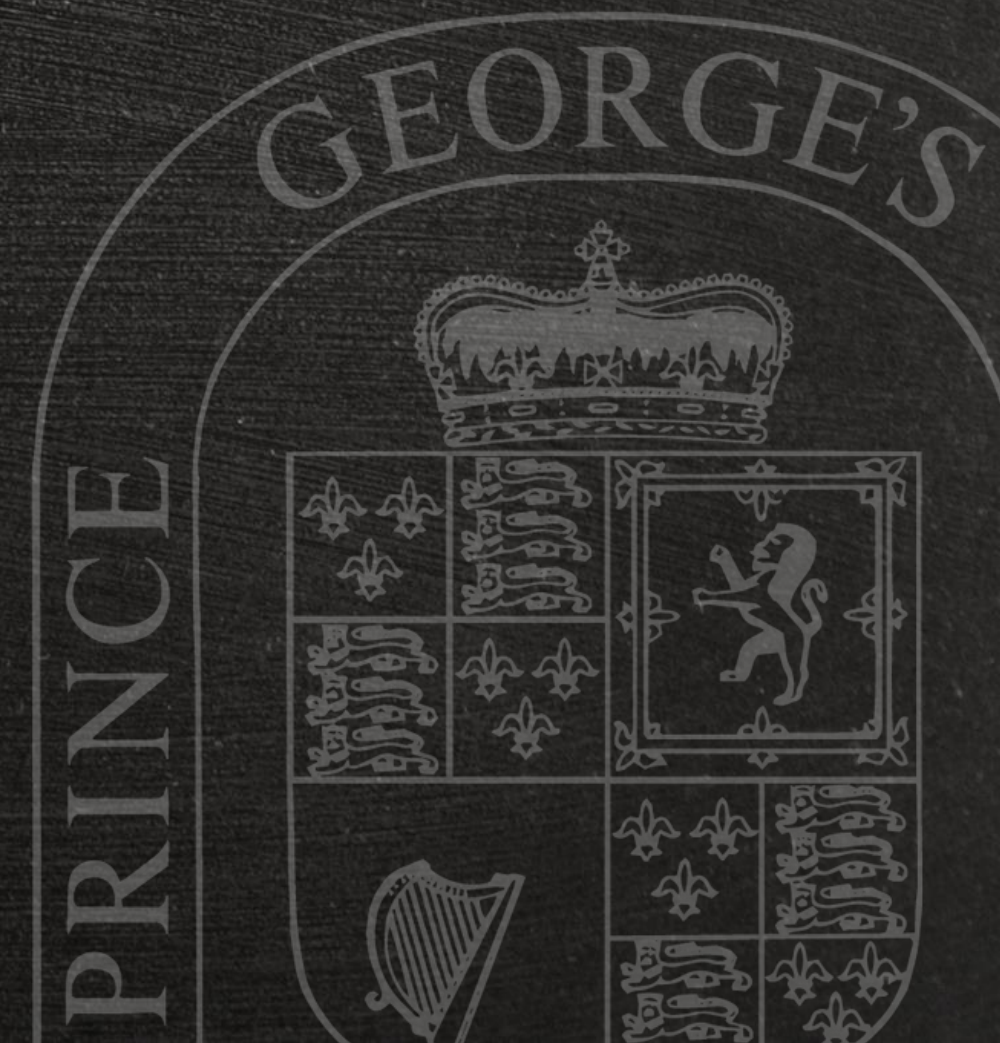
Antonio Doss

District Director

DISCUSSION TOPICS

- EDIL Program
- Paycheck Protection Program

U.S. Small Business
Administration





Paycheck Protection Program Loan Forgiveness

Where do we go from here?

October 22, 2020
Prince George's County Webinar:

This presentation is developed to provide a general, non-comprehensive review of PPP loan forgiveness. In the event of any inconsistency between this presentation and the CARES Act, the Paycheck Protection Program Flexibility Act of 2020, PPP IFRs, FAQs, Loan Forgiveness Applications and Instructions, and other PPP guidance (together, official guidance), the official guidance governs.

5.2 Million PPP Loans Originated Totaling \$525 Billion

The Average Loan Size Was \$101 Thousand

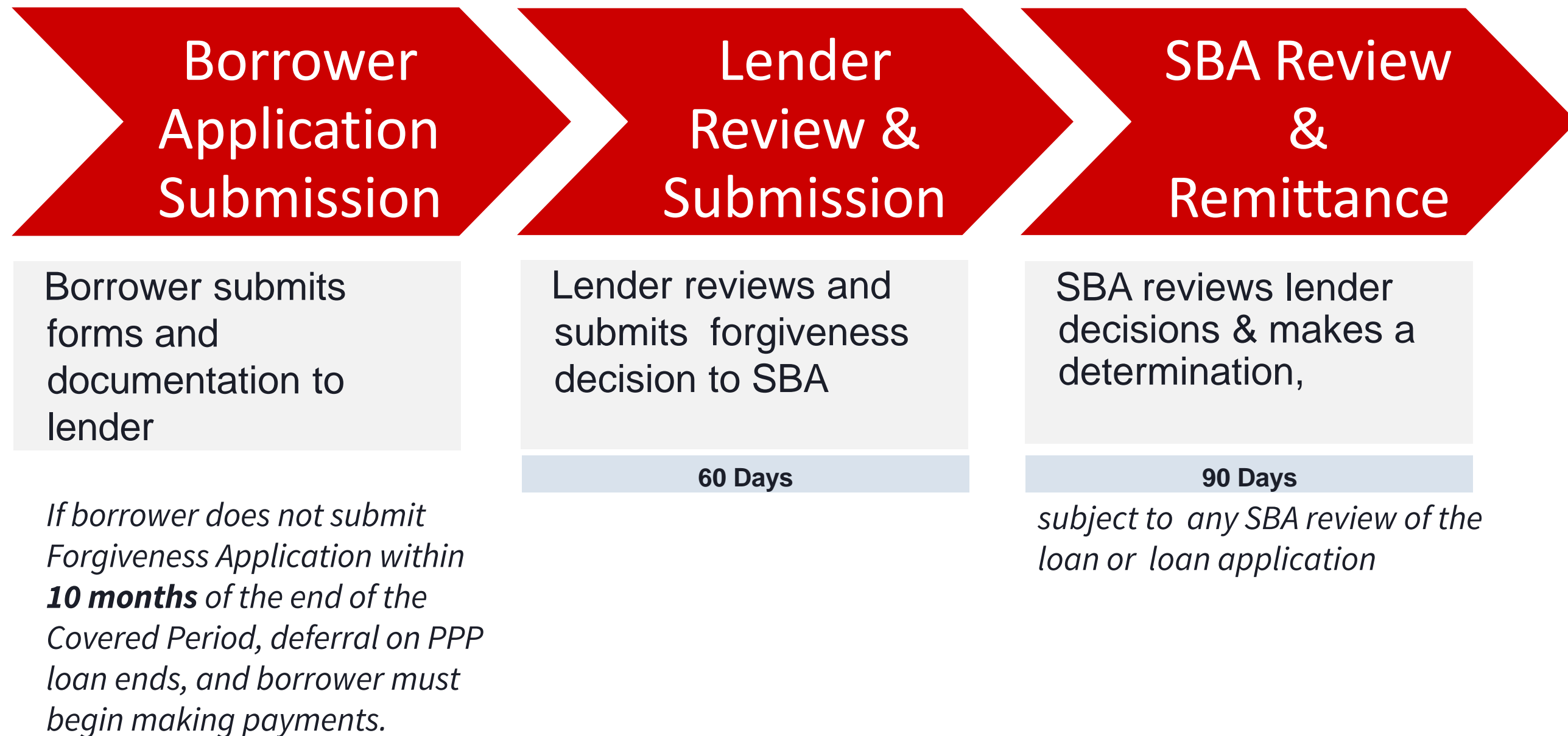
Simplified Forgiveness Application will be used for Nearly 70% of all loans.

Loan Size	Loan Count	Net Dollars	% of Count	% of Amount
\$50K and Under *	3,574,110	\$62,742,565,653	68.6%	12.0%
>\$50K - \$100K	683,785	\$48,676,961,052	13.1%	9.3%
>\$100K - \$150K	294,557	\$36,058,010,813	5.7%	6.9%
>\$150K - \$350K	377,797	\$84,782,932,509	7.2%	16.1%
>\$350K - \$1M	199,679	\$113,558,427,234	3.8%	21.6%
>\$1M - \$2M	53,218	\$73,887,171,387	1.0%	14.1%
>\$2M - \$5M	24,248	\$72,184,996,045	0.5%	13.7%
>\$5M	4,734	\$33,121,136,431	0.1%	6.3%

Can Use Streamline Forgiveness Application





- Fewer calculations required and less documentation via Form 3508S (one-page application).
- Borrower certifies seven items and submits verification of payroll and non-payroll expenses for the covered period.

Loan Forgiveness Process and Timeline



PPP Loan Forgiveness Basics

Borrowers are eligible for forgiveness in an amount equal to **the sum of the eligible costs and payments during the 8-week or 24-week Covered Period:**

Eligible Costs	Additional Considerations
 <p>Payroll Costs</p>	<ul style="list-style-type: none"> • Payroll costs must account for at least 60% of the total PPP forgiveness amount or the amount of forgiveness will be reduced • Salary/wage reduction can be no more than 25% during the Covered Period or the amount of forgiveness will be reduced (certain exemptions / safe harbors may apply) • Borrower must maintain the average number of full-time equivalent (FTE) employees during the Covered Period or the amount of forgiveness will be reduced (certain exemptions / safe harbors may apply)
 <p>Business Rent Payments <i>(lease effective prior to February 15, 2020)</i></p>	
 <p>Mortgage Interest Payments <i>(incurred prior to February 15, 2020)</i></p>	
 <p>Utility Payments <i>(service in place prior to February 15, 2020)</i></p>	

Stay Informed!!!

[SBA.gov/Updates](https://www.sba.gov/updates)

[SBA.gov](https://www.sba.gov)

[Treasury.gov](https://www.treasury.gov)

- **SBA.gov/Updates** – Receive free small business tips, online training and information on upcoming events
- **SBA.gov** – Contains the latest information on developments with the Paycheck Protection Program
- **Treasury.gov** – Content includes updates to Interim Final Rules, FAQs and other key Paycheck Protection Program information

Stay in touch with your lender for information on their loan forgiveness process and timing.



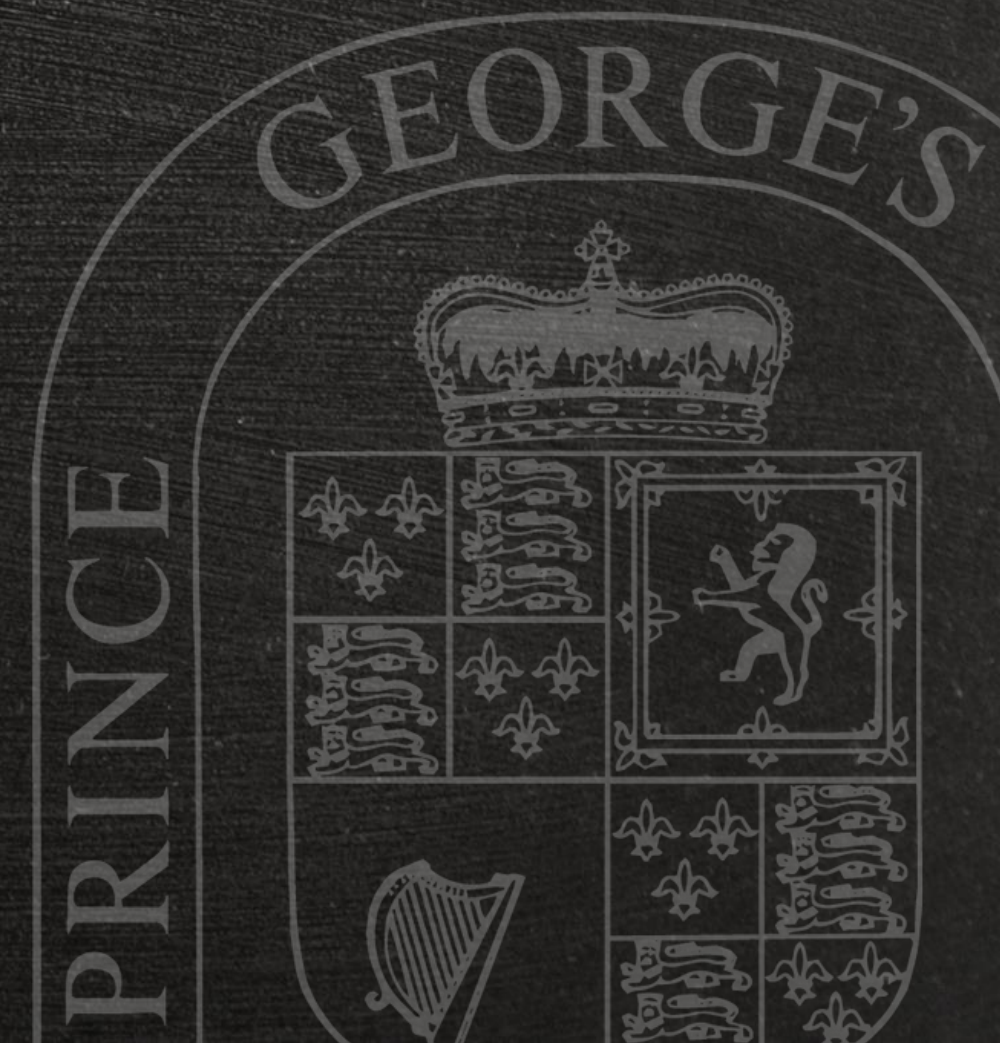
U.S. SENATOR BEN CARDIN'S OFFICE

Jarryd Hawkins

Regional Director

DISCUSSION TOPICS

- The HEROES Small Business Lifeline Act
- Federal Information for Businesses



THE HEROES SMALL BUSINESS LIFELINE ACT

- Extend and improve the Paycheck Protection Program (PPP) to better serve small businesses.
- Extend and expand the Debt Relief program.
- Support the smallest, most vulnerable businesses.
- Deliver targeted assistance to small businesses in struggling industries.
- Invest in underserved communities.
- Improve existing small business initiatives.
- Help minority-owned businesses respond to COVID-19.



MARYLAND DEPARTMENT OF COMMERCE

Signe Pringle

Assistant Secretary of Business Development

DISCUSSION TOPICS

- Update on Maryland Commerce COVID Programs
- Other Initiatives



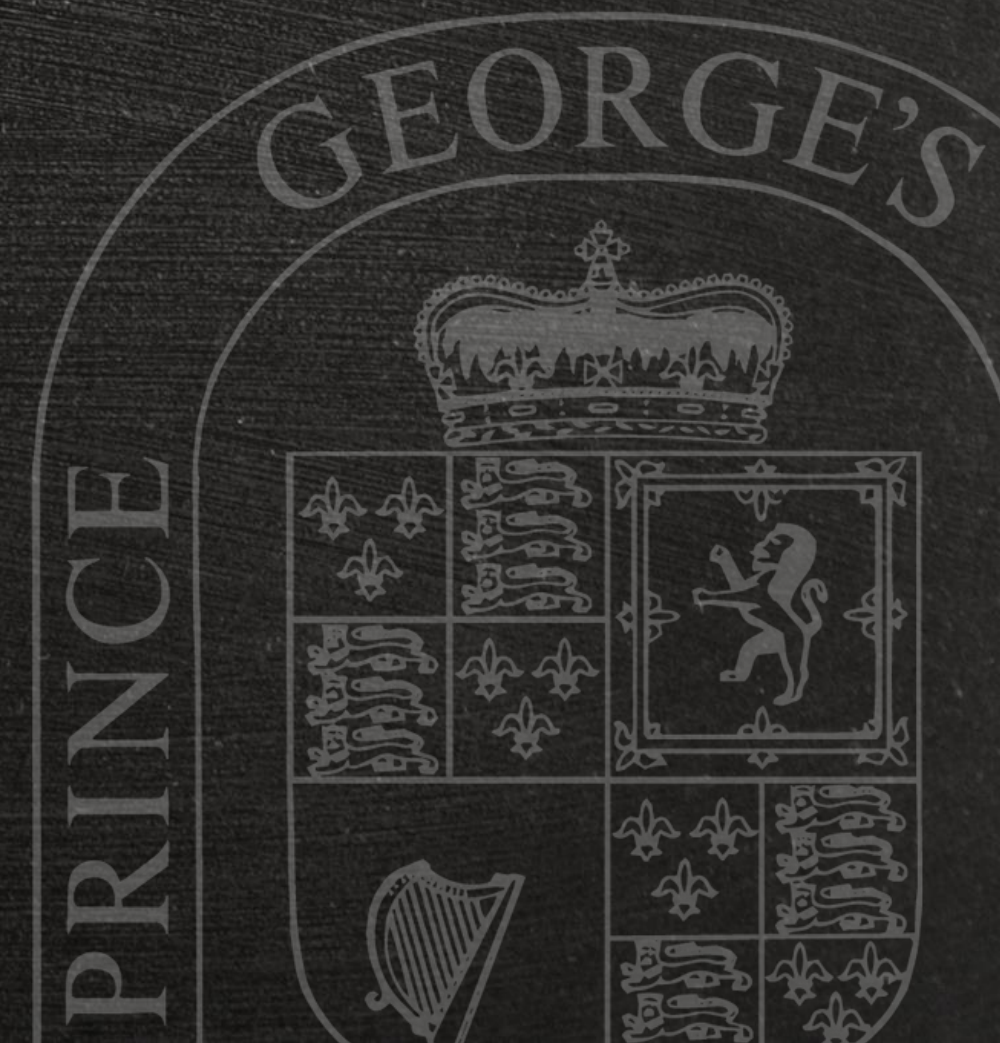
EMPLOY PRINCE GEORGE'S

Jeffrey Swilley

Chief Program Officer

DISCUSSION TOPICS

- Workforce Programs
- County Unemployment Statistics



OUR MISSION

Employ Prince George's provides workforce intelligence and solutions for the job seeker and business. Our mission is to contribute to the economic vitality of Prince George's County by providing a demand driven system that delivers qualified workers to business and provides job seekers with opportunities for careers in high demand/high growth industries.

The Business Services Team provides the following services:

- Conduct Business Needs Assessments
- Recruitment, Screening, & Referrals
- Provide Labor Market Information
- Talent Acquisition Fund - Customized Employment Training
- Access to the American Job Center-Largo Facilities
- Federal Bonding
- Facilitate "New Hire " training programs
- Free Job Posting & Outreach Services
- Virtual Hiring Events
- Access to job postings and employment opportunities
- Rapid Response Services
- Assistance with filing Tax Credits and other hiring incentives

Business Services

“Businesses Are Our Partner & Customer



Business as a Partner and Customer

Collaboration with the business community is a critical strategy in the Workforce Development System. Business is a partner in the exchange of workforce intelligence as Workforce Development Board members, in focus groups, and as providers of resources. As a customer of the Workforce Development system, businesses access talent and training services.

**Assess Needs
and Develop a
Customized
Plan**



**Recruit
Qualified
Candidates**

**Facilitate
Custom Job
Fairs**

**Conduct
Interviews
With Top
Candidates**



**Business
Workforce
Recruitment
Process**



**Conduct
Training and
Provide
Retention
Support for
One Year**

**Company
Hires Top
Talent**

In-Demand Industries In Prince George's County

1. Healthcare and Social Services
2. Food and Beverage Manufacturing
3. Advanced Manufacturing
4. Construction and Real Estate
5. Professional, Scientific, and Technical Services
6. Education
7. Transportation and Logistics
8. Government Services
9. Information Technology
10. Business Services
11. Recreation, Tourism and Hospitality
12. Energy & Utilities
13. Retail

Civilian Labor Force



Prince George's Workforce Region

Unemployment

Employment

Labor Force

* In Terms Of People, Current Available Data As of October 1, 2020

JUN 2020

JUL 2020

AUG 2020

52,920

51,792

47,010

470,322

475,673

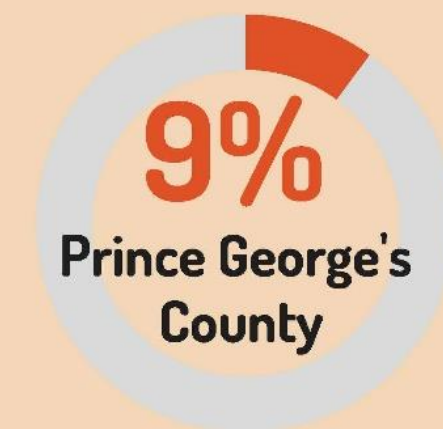
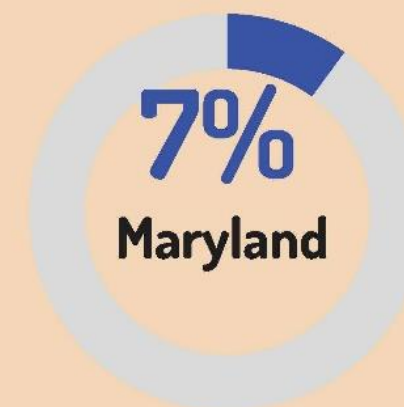
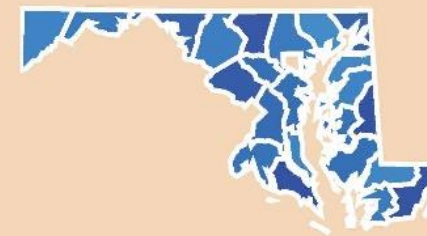
474,021

523,242

527,465

521,031

2020 August Unemployment Rates



Current Available Data As Of 10/1/2020

HIGHEST JOB OPENINGS

The top five occupations with the highest number of job openings advertised online in Prince George's County as of October 1, 2020.

1.		Professional, Scientific, and Technical Services	1,649	3.		Health Care and Social Assistance	1,368
2.		Accommodation and Food Services	1,555	4.		Retail Trade	1,364
				5.		Administrative and Support and Waste Management and Remediation Services	474

Top Occupations (By Advertised Salary)

1. Registered Nurses - **\$97k**
2. Accountants - **\$68k**
3. Electricians - **\$61k**
4. Executive Secretaries and Admin Assistants - **\$49k**
5. Customer Service Representatives - **\$39k**
6. Stock Clerks - **\$37k**
7. Landscaping and Groundskeeping - **\$33k**
8. Laborers and Freight - **\$25k**
9. Machine Feeders and Offbearers - **N/A**
10. Packers and Packagers, Hand - **N/A**

Top Requested Certifications

1. Nursing Credentials and Certifications
2. American Heart Association, CPR & First Aid Certifications
3. (ISC)² Certifications
4. Cisco Associate Certifications
5. Commercial Drivers License (CDL)
6. CompTIA Certifications
7. GIAC Security Certifications - Cyber Defense
8. Information Systems Audit & Control Association (ISACA)
9. Cisco Professional Certifications
10. GIAC Security Certifications - Penetration Testing



Contact Us



To learn more about each program visit: www.employpg.org
or 301-618-8400

American Job Center Largo WWW.PGCAJC.COM 301-618-8425

For more information on "Business Services"
<https://www.employpg.org/recruitment-services/>

Contact us today!



LinkedIn

[LinkedIn.com/company/employpg/](https://www.linkedin.com/company/employpg/)



Twitter

[Twitter.com/EmployPG](https://twitter.com/EmployPG)



Facebook

[Facebook.com/EmployPG](https://www.facebook.com/EmployPG)

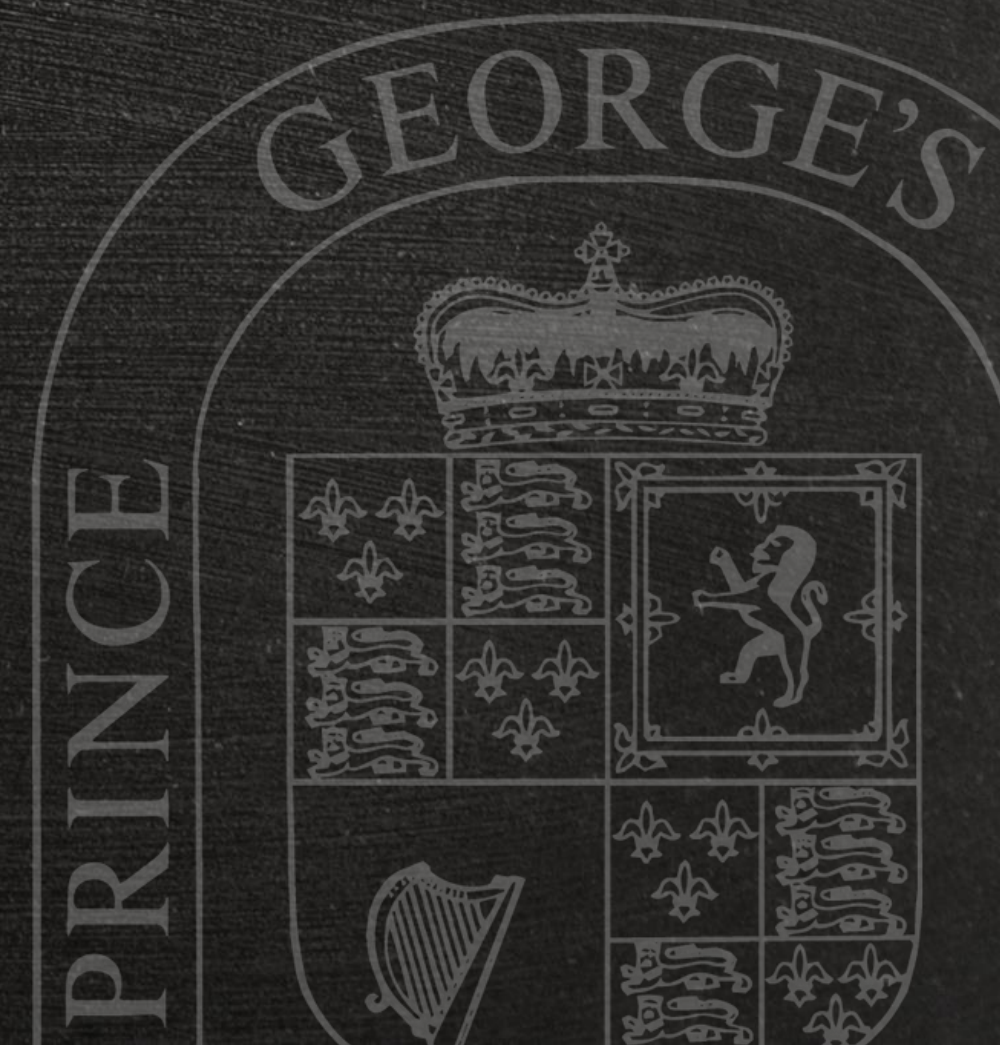


Instagram

[Instagram.com/Employprincegeorges](https://www.instagram.com/Employprincegeorges)

QUESTIONS AND ANSWERS

Please submit your questions in the 'Q&A' box.
We will answer as many as we can.





COUNTY PANEL MODERATOR

David Iannucci

President & CEO

Prince George's County Economic Development Corporation





March 2019

Kaiser Permanente Medical Office
Construction Site
(Bowie, MD)



September 2020

Amber Ridge Mixed-Use Development
Construction Site
(Bowie, MD)



March 2020

South Lake Sports & Recreation
Construction Site
(Mitchellville, MD)

PRINCE GEORGE'S COUNTY IS EXPANDING



October 2017

New Carrollton Metro Station Business Park
Groundbreaking
(New Carrollton, MD)



June 2020

New Carrollton Metro Station Business Park
(New Carrollton, MD)



December 2017

**Children's National Regional Medical Center
Groundbreaking
(Glenarden, MD)**



June 2020

**Children's National Regional Medical Center
(Glenarden, MD)**



December 2017

**University of Maryland Regional
Medical Center Groundbreaking
(Largo, MD)**



September 2020

**University of Maryland Regional Medical Center
(Largo, MD)**



COUNTY DEVELOPER

Craig Friedson

President

RPAI

DISCUSSION TOPICS

- COVID Impact on Development
- Status on Carillon Development Project





COUNTY DEVELOPER

Gary Michael

President

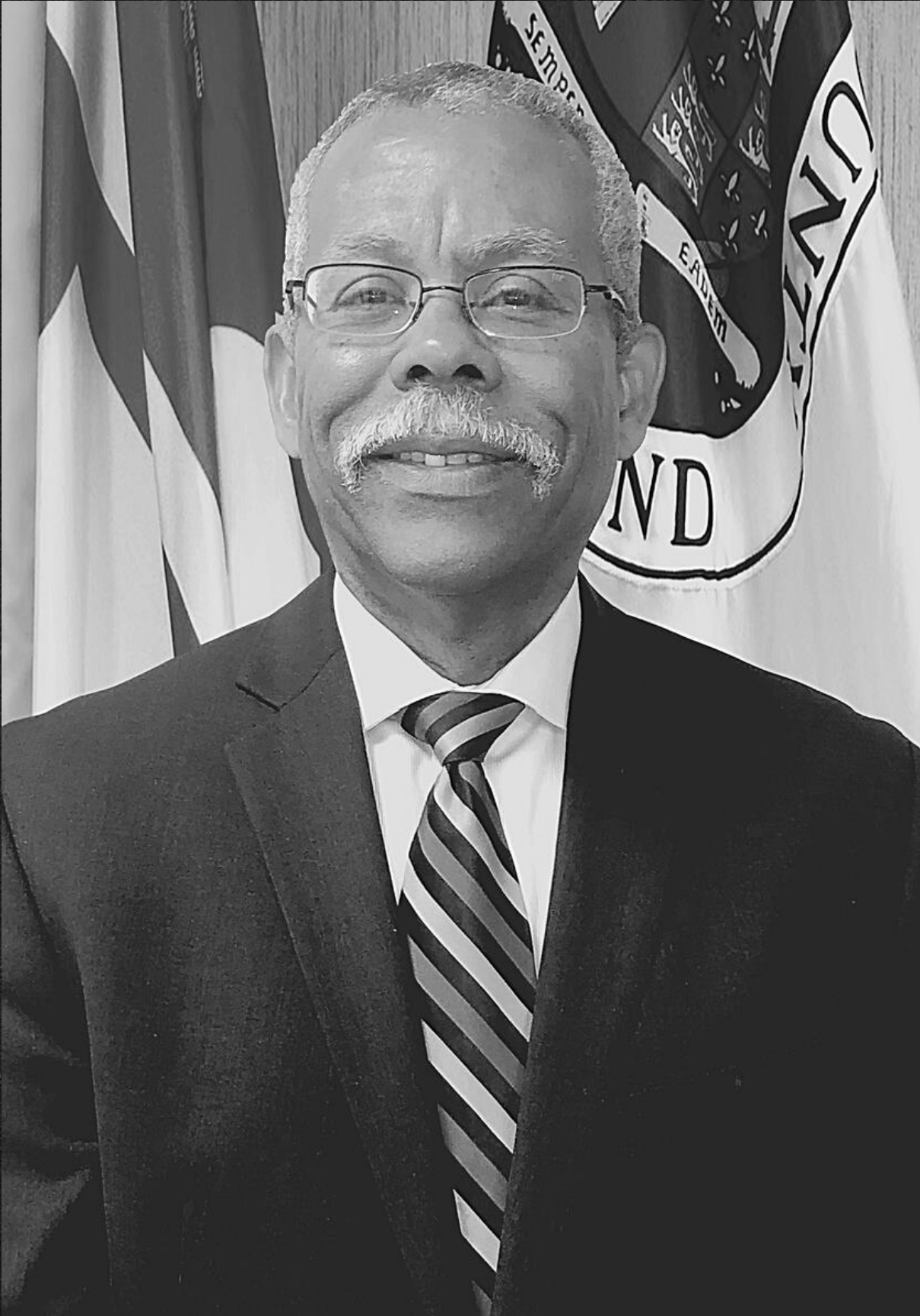
NAI Michael

DISCUSSION TOPICS

- COVID Impact on Commercial Development

NAI Michael



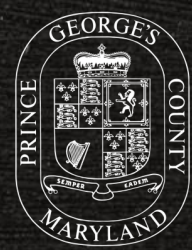


COUNTY HEALTH DEPARTMENT

Dr. Ernest Carter
County Health Officer

DISCUSSION TOPICS

- Status of the COVID-19 Pandemic
- Status of Prince George's County
- Preventive Measures





COUNTY COMPLIANCE TEAM

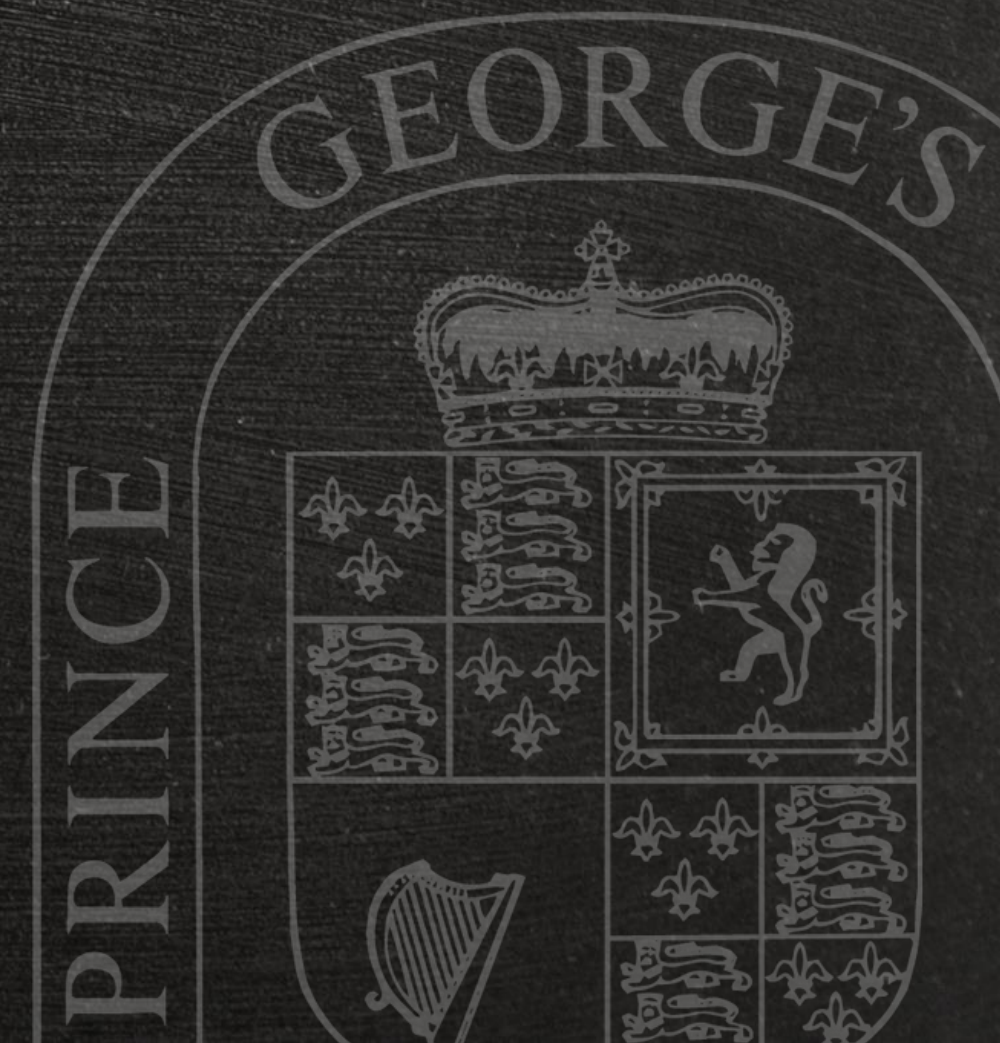
Daryl Sims

Special Assistant to the Chief Administrative Officer



Evelyn Hoban

Health Department Associate Director

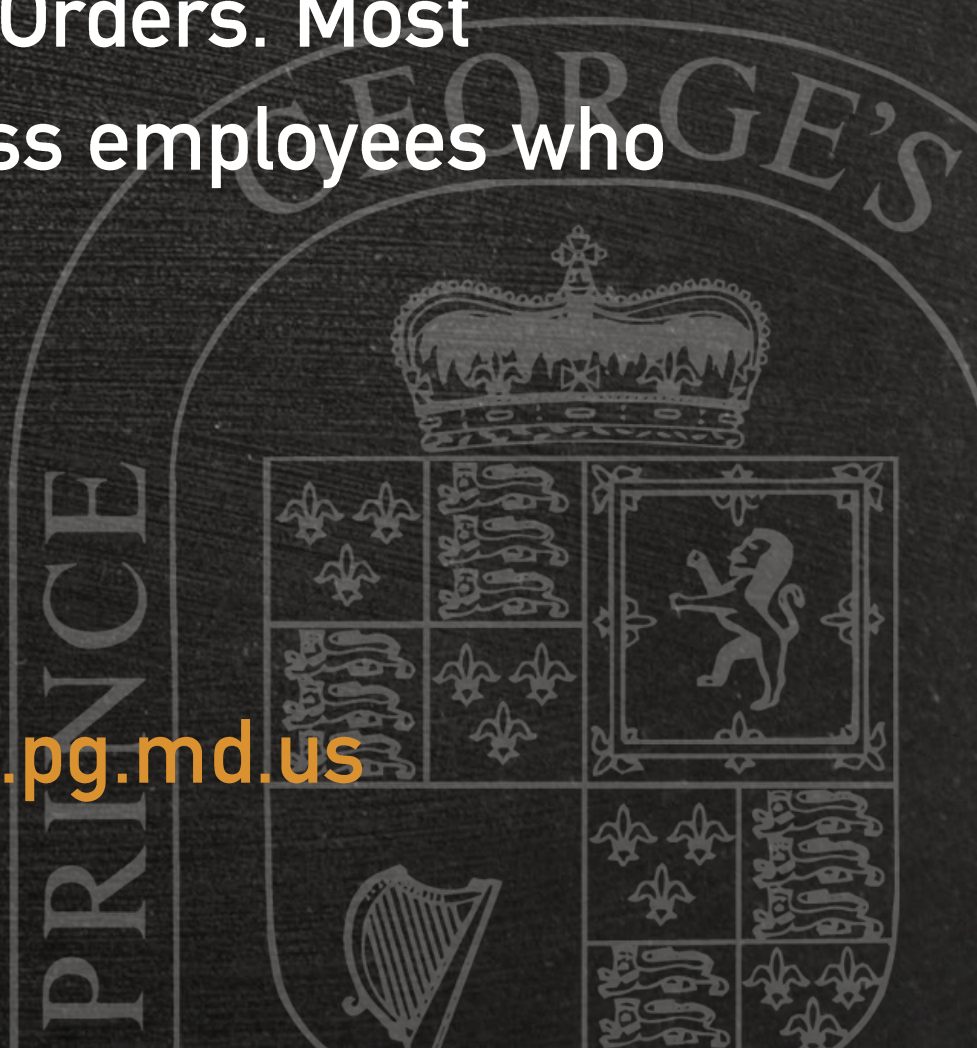


PRINCE GEORGE'S COUNTY "PROUD TO SERVE" AMBASSADOR COVID COMPLIANCE PROGRAM (ACCP)

Prince George's County has established the Ambassador COVID Compliance Program (ACCP), a coordinated effort of County agencies to serve as Ambassador Inspectors to conduct site visits to educate business owners, assess their compliance and provide guidance for correcting violations of the Executive and Health Officer Orders. Most inspections result from complaints received by residents and business employees who are aware of this program.

Over 5,200 inspections have been completed since July 24th.

To Report Incidents: 301-883-6548 or via email COVIDCompliance@co.pg.md.us



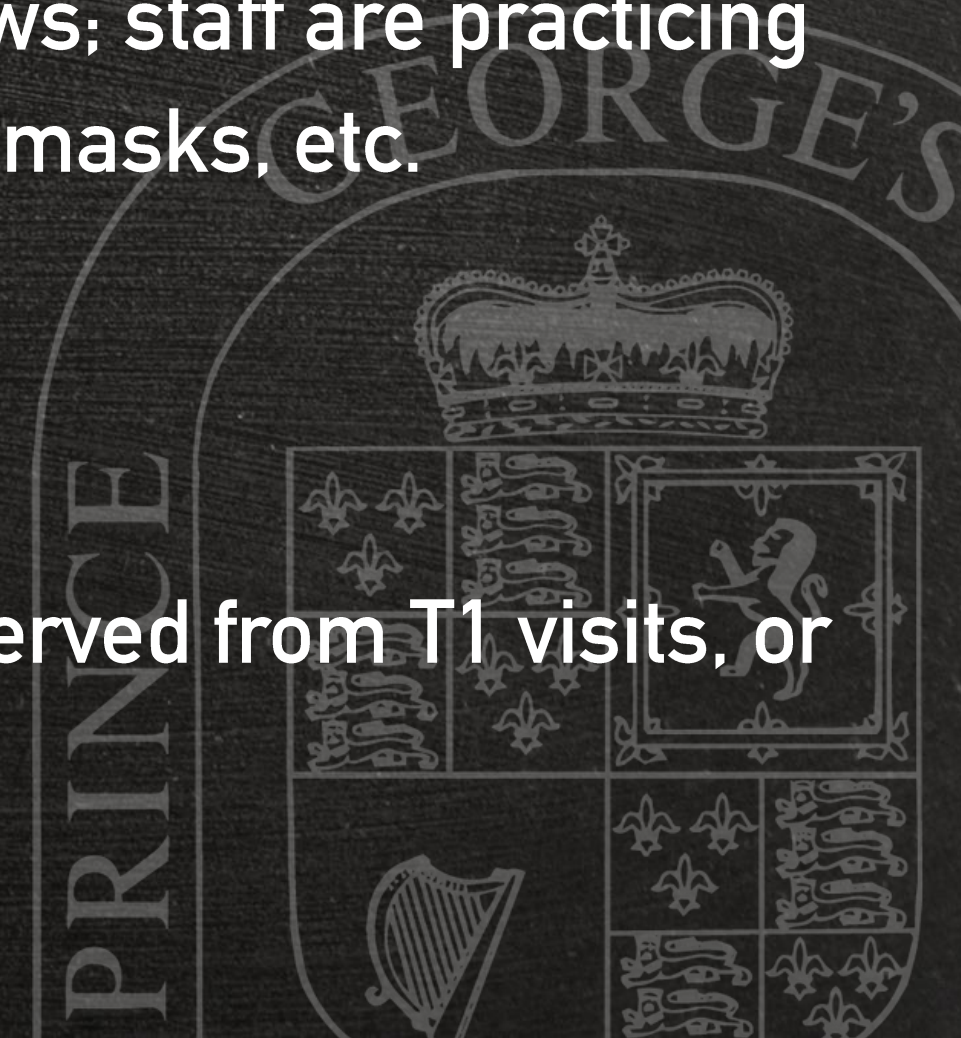
AMBASSADOR COVID COMPLIANCE PROGRAM (ACCP)

Tier I (T1) – Business Educational and Engagement:

Ambassadors visit high-risk businesses and similar operations to assess the compliance with COVID-19 protocols, and survey business agent's (manager/owner) understanding of the responsibility to ensure staff and patrons comport with the law to wear a mask covering the nose and mouth; have signage displayed on the floors, doors/windows; staff are practicing the safety protocols; concerns – e.g., managing patrons not wearing masks, etc.

Tier II (T2) – Engagement:

These inspections are prompted from complaints and violations observed from T1 visits, or that have been reported to the COVID hotline.



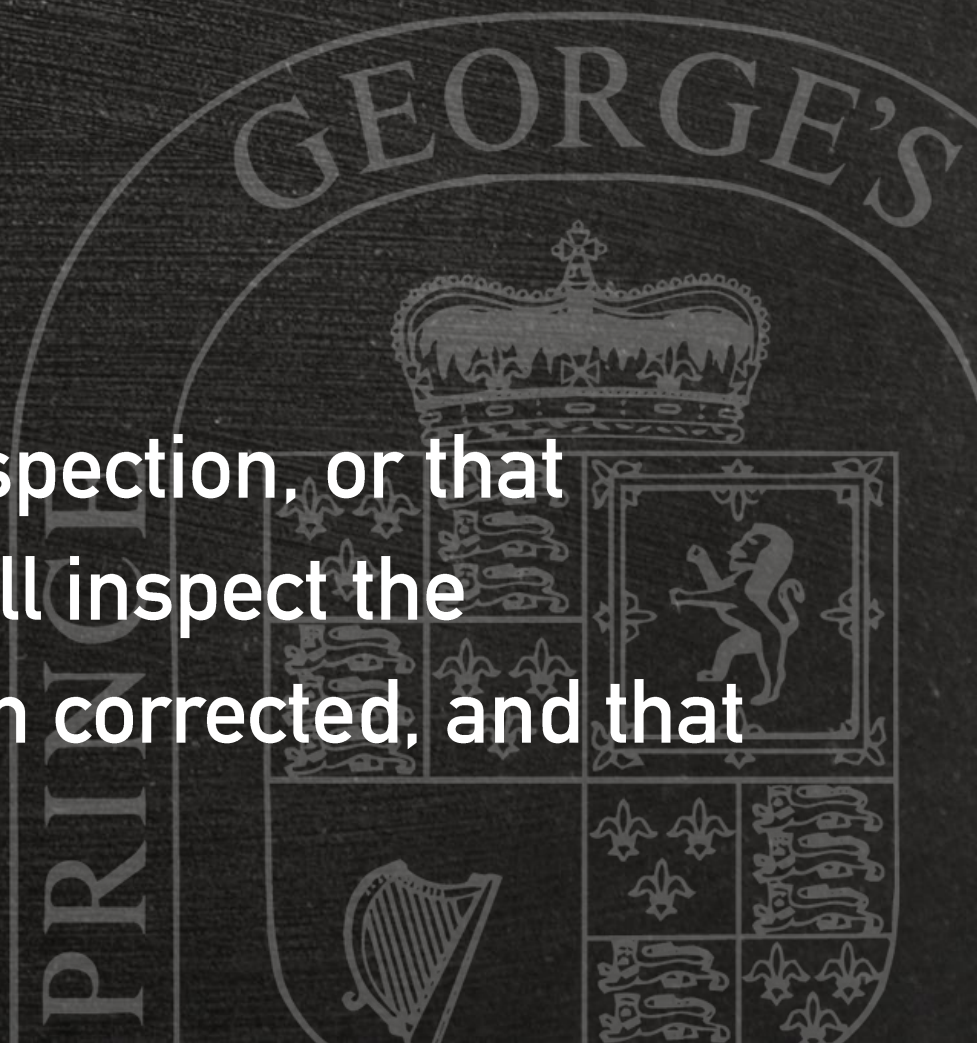
AMBASSADOR COVID COMPLIANCE PROGRAM (ACCP)

Tier III (T3) – Enforcement Level I:

This visit is generated by Tier II reporting or further complaints following a Tier II inspection. The Ambassador Team Inspector will inspect the business to determine that all violations observed in the T2 have been corrected, and that there are no new violations of COVID-19 protocols.

Tier IV (T4) – Enforcement Level II:

This visit is generated by a Tier III visit, complaint following Tier III inspection, or that egregious activity was validated. The Ambassador Team Inspector will inspect the business to determine that all violations observed in the T3 have been corrected, and that there are no new violations of COVID-19 protocols.



COVID AND THE LAW

Jason DeLoach, Esq.

Attorney

Alexander and Cleaver

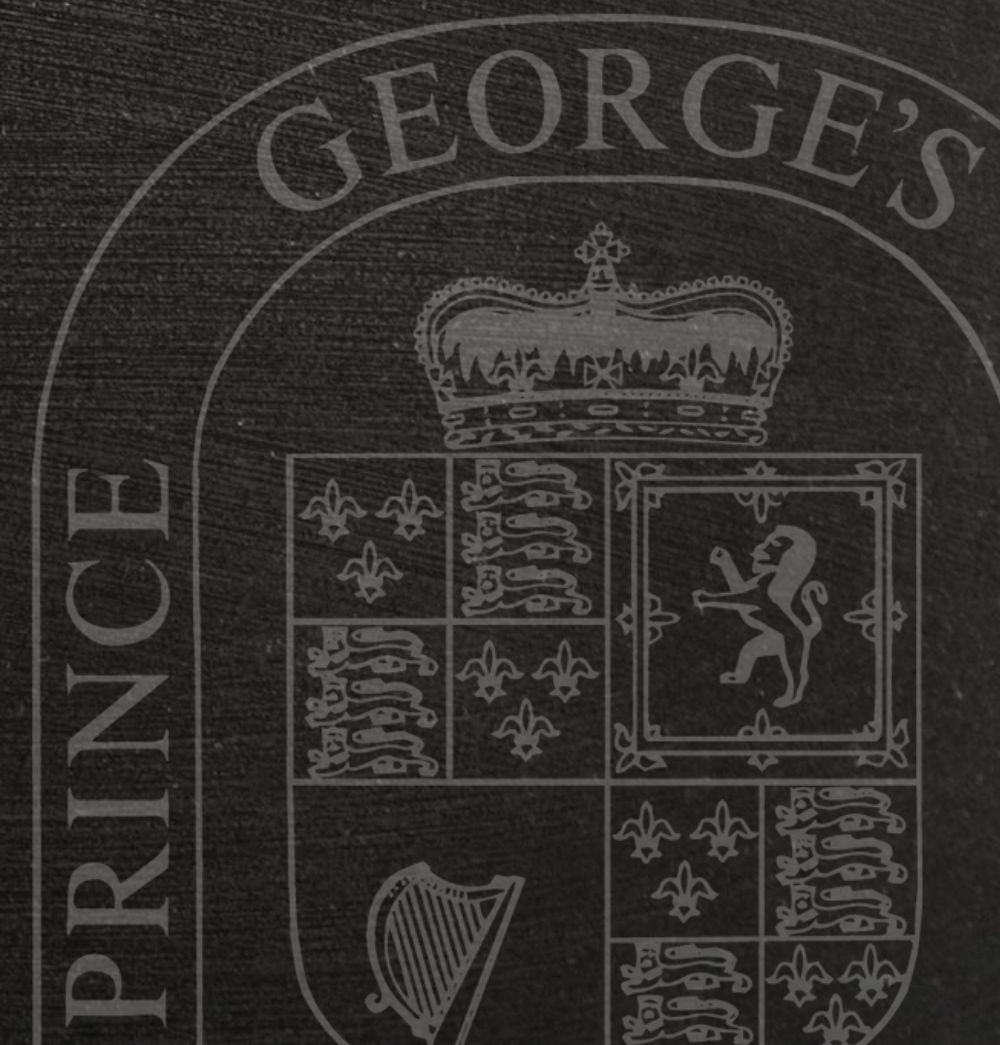
DISCUSSION TOPICS

- Best practices for minimizing legal liability
- What businesses should be doing to protect themselves from claims by their employees
- The importance of knowing what your insurance policy offers by way of protection for pandemic related claims



QUESTIONS AND ANSWERS

Please submit your questions in the 'Q&A' box.
We will answer as many as we can.

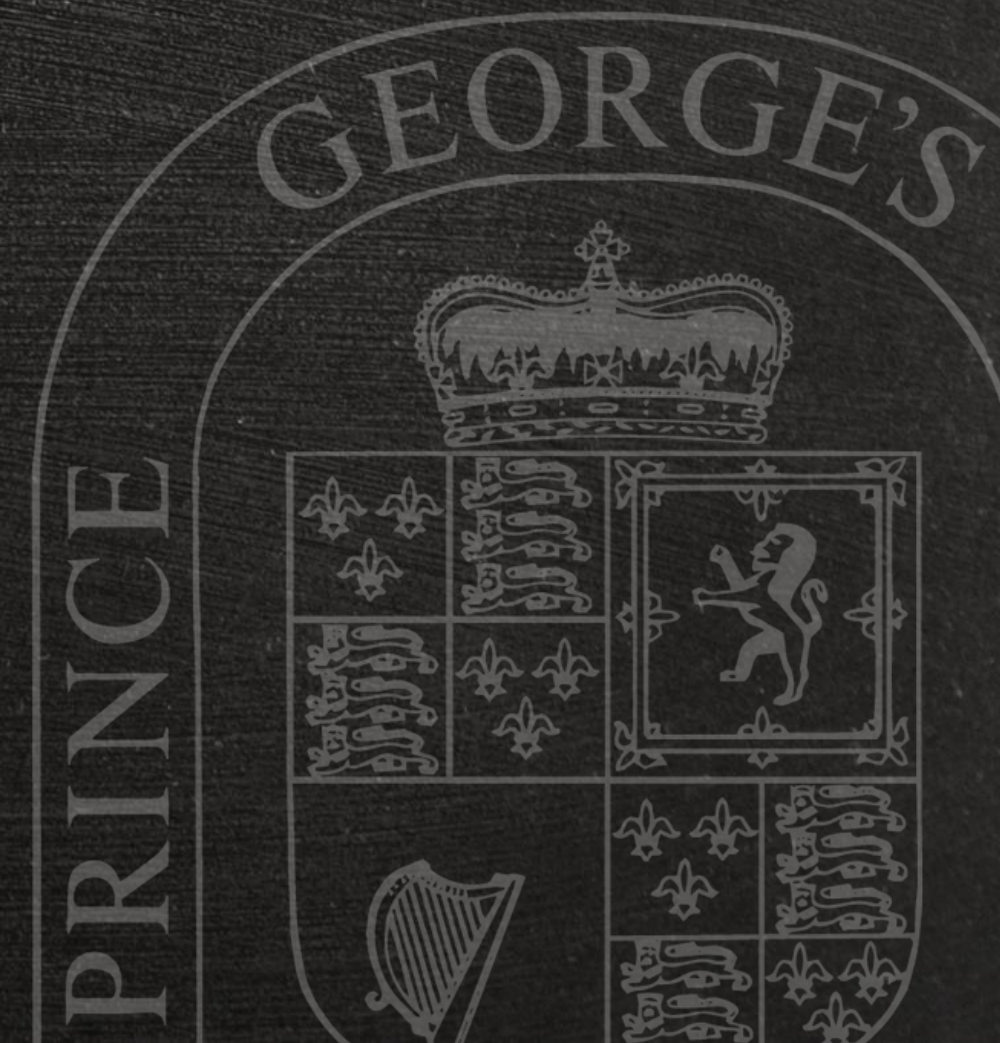


CLOSING REMARKS

David Harrington

President & CEO

Prince George's Chamber of Commerce



THANK YOU FOR JOINING US

For More Information

www.pgcedc.com/contact-us1
301-583-4650

Business Information and Resources

www.PGCEDC.com/COVID19

