



## **PRINCE GEORGE'S COUNTY ECONOMIC DEVELOPMENT PLATFORM** JUNE 2021 – COUNTY EXECUTIVE ANGELA D. ALSOBROOKS



# EXECUTIVE **STATEMENT A NEW PLATFORM FOR ECONOMIC DEVELOPMENT**

This platform represents the County Executive's vision for a new way of doing business in Prince George's County. It will guide and influence the County's economic development activity for the next decade and beyond, including setting goals to guide policy and investments; confirming intention and strategy to grow the commercial tax base and attract new jobs; and launching signature projects to demonstrate the new platform.



### ACKNOWLEDGMENTS

OFFICE OF PRINCE GEORGE'S COUNTY EXECUTIVE ANGELA ALSOBROOKS	FINANCIAL SERVICES CORPORATION
DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT	HOUSING AUTHORITY OF PRINCE GEORGE'S
DEPARTMENT OF PERMITTING, INSPECTIONS AND ENFORCEMENT	MARYLAND NATIONAL CAPITAL PARK AND PLANN
DEPARTMENT OF PUBLIC WORKS AND TRANSPORTATION	PRINCE GEORGE'S ARTS AND HUMANITIES COU
ECONOMIC DEVELOPMENT CORPORATION	REDEVELOPMENT AUTHORITY
EMPLOY PRINCE GEORGE'S	REVENUE AUTHORITY
EXPERIENCE PRINCE GEORGE'S	WASHINGTON METROPOLITAN AREA TRANSIT AU

### PROJECT CONTRIBUTORS

HR&A ADVISORS	REAL ESTATE AND ECONOMIC DEVELOPMENT
DESIGN COLLECTIVE	URBAN DESIGN
TOOLE DESIGN GROUP	TRANSPORTATION AND MOBILITY

NNING COMMISSION

AUTHORITY



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## WHO WE ARE... PRINCE GEORGE'S COUNTY LEADS THE WAY

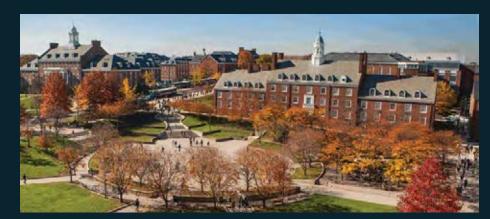
### **BUSINESS ATMOSPHERE**

- 498+ Square Miles
- 28 Million Visitors/Year
- Affordable Class A Office Space
- \$5.8 Billion Infrastructure Investment
- AAA Bond Rating
- \$50 Million EDI Fund
- County Incentives: TIFs, PILOTS, Tax Credits, Fee Waivers

## **EDUCATIONAL ATTAINMENT**

- Median Household Income in the Top 4% of Counties
- 40% of Residents have College Degrees
- Top Universities
- Culturally Diverse
  - University of Maryland
  - Bowie State University
  - PGC Community College
- 94 Languages Spoken







### ECONOMIC **GROWTH**

• \$3.2+ Billion Pipeline Development Projects • *#*1 Leader in Job Growth • 24,000+ Jobs Created 2014 - 2019 • 900k + Residents Employer/ Federal Agency Acquisition Kaiser Permanente • WMATA • Dept. Of Citizenship, Immigration Services

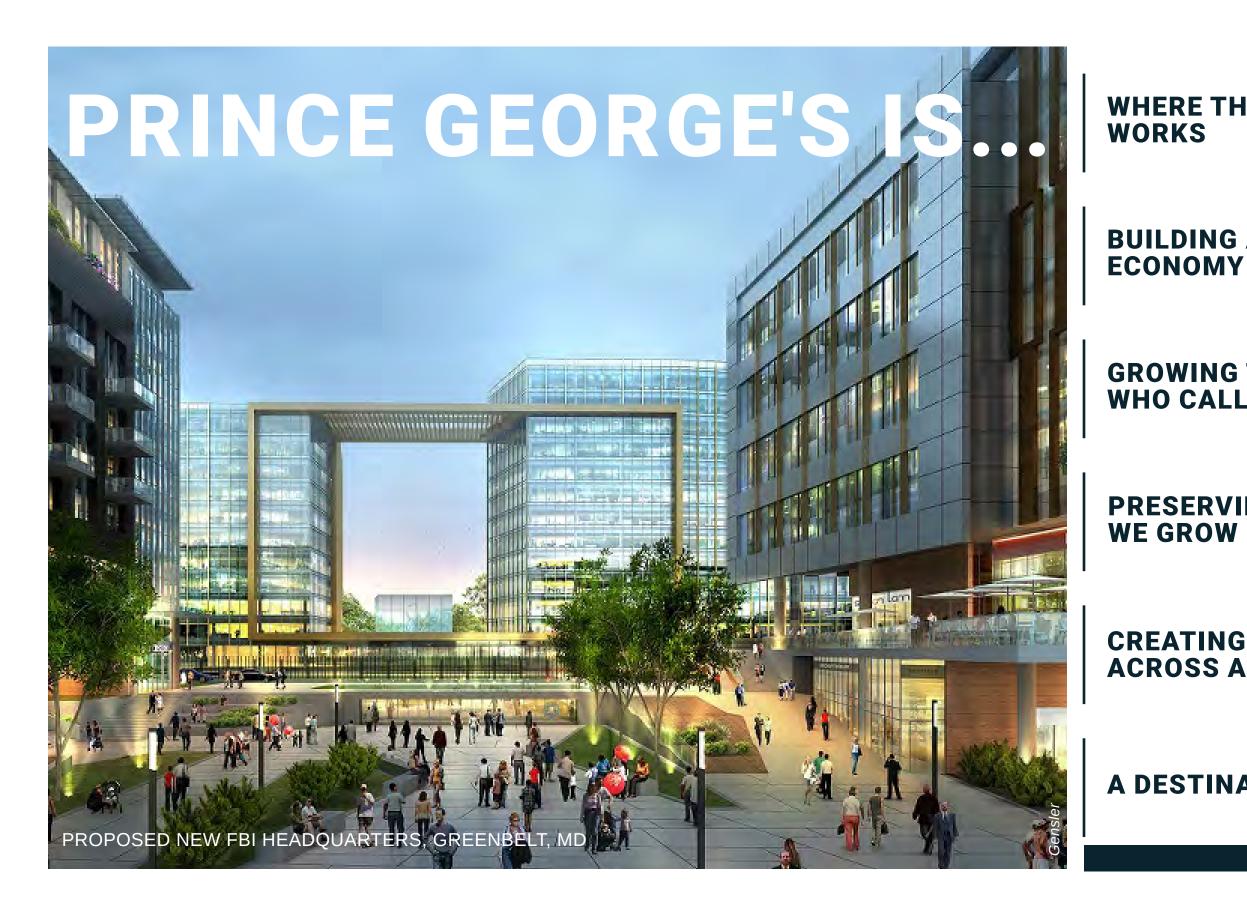
COUNTY SNAPSHOT 7

# **COUNTYWIDE ECONOMIC** DEVELOPMENT PLATFORM

The County's economic development platform is organized by core focus areas and anchored by a succinct set of economic goals that will guide the County's economic development activities, help us determine how to direct our economic development tools and resources, and determine how we measure progress.

NATIONAL HARBOR





## WHERE THE REGION LIVES AND

## **BUILDING A MORE SUSTAINABLE**

### **GROWING THE NUMBER OF PEOPLE** WHO CALL THE COUNTY "HOME"

## **PRESERVING DIVERSITY, EVEN AS**

### **CREATING ACCESS & EQUITY ACROSS ALL OF ITS COMMUNITIES**

### **A DESTINATION**

GOALS AND TARGETS 9



Prince George's County is transforming itself from just a bedroom community for DC, to a dynamic place in its own right that supports the region's growing industries, a high- quality mix of retail and recreation amenities, as well as the region's best communities to live. The positive economic impact to the County is greatest when more residents earn and spend where they live. When 72% of the residents leave the County every day for work, their spending power and support for a more robust commercial sector leaves with them. By 2030, we will:

## Goal 1: Increase the number of people who live and work in the County

NEW CARROLLTON CROSSING







Beltsville Agricultural Research Center (BARC), Proposed home for new Bureau of Engraving & Printing (1,600 jobs)



Strategies like rebalancing the portfolio of federal jobs throughout the region not only helps the County by bringing jobs here, but would also help the region relieve costly congestion issues by using jobs to better balance housing and transportation needs.

SUITLAND FEDERAL CENTER, proposed home for new Bureau of Labor Statistics (1,800 new jobs)

### **GOAL 1:** Increase the number of people who live & work in the County by:

- sectors every year after.
- jurisdictions.

Increasing the number of new jobs by attracting large, institutional employers, particularly in the County's anticipated primary growth sectors (Federal Government, Hospitals and Health Services, Information Technology, Research Intense Technologies), and secondary growth

(Transportation/Distribution/Logistics, and Destination Retail), leading to a recovery of jobs lost during the COVID-19 pandemic by the end of 2023, and growth of at least 4,000 jobs

• Increasing the average wage of County residents to \$100,000, a roughly 18% increase - consistent with averages wages in other DC metropolitan

 Increasing the number of students graduating from the County's colleges and universities, who also stay in the County to work after graduation;

Increasing the skillset of low-skilled adult workers; Increasing the number of PGC HS students not bound for college who connect to employment within 90 days after graduation; and

 Increasing job placement for the hardest to serve unemployed persons.

# PRINCE GEORGE'S IS... BUILDING A MORE SUSTAINABLE ECONOMY

Currently, Prince George's County gets only 30.5% of its property tax revenue from commercial taxes. Compare this to DC's 66%. The County relies too heavily on residential property taxes to fund essential services. Stagnation or depression in the residential market can disproportionately affect the County's resources compared to our neighbors. This imbalance is rooted in that old identify as a bedroom community. To make the local economy more sustainable over time, by 2030 we will:

### **Goal 2:** Increase commercial tax collections by \$100M

NEW CARROLLTON CROSSING

12 GOALS AND TARGETS





### **GOAL 2: Increase** commercial tax collections by \$100M



• While the County's beautiful and diverse residential neighborhoods are a treasure in the region, and while we even want to see new residential units built to accommodate existing and new housing needs, we also need to prioritize preserving and producing commercial business space - office, institutional, warehouse, retail, recreation and hospitality - particularly in our Transit-Oriented Development (TOD) and other local growth centers.



The County's population has grown by almost 1% each year for the past decade, and demographers predict that the County (along with the region) will continue to grow. Particularly as the County takes concrete steps to grow commerce and jobs, the inevitable by-product is growth in population. Plan 2035 – the County's General Plan – anticipates this growth, and recommends targeting it inside the beltway and other growth centers. In this way, the growth should not result in inefficient sprawl that drains County resources. Rather, growth can be targeted to support attraction of high-quality amenities to the County, and also balance the provision of key County services (schools, public safety, utilities, etc.). To recognize, support and plan for growth, by 2030 we will:

**Goal 3:** Increase population by 50,000 and density in transit-oriented development areas (Metro, MARC, Amtrak, Purple Line) and other local growth centers to promote a mix of incomes, housing options, amenities and job growth

THE STATION AT RIVERDALE PARK (862 units)







# growth

**GOAL 3:** Increase population by 50,000 and density in transit-oriented development areas (Metro, Marc, Amtrak, Purple Line) and other local growth centers to promote a mix of incomes, housing options, amenities and job

The County's key goals for growing jobs and commerce means its population will grow. Managing that growth so that it happens in the right places, and works to feed related goals for growing and diversifying housing, jobs and amenities is key.



The County's key economic development goals for growing jobs and commercial tax revenues must be anchored by infrastructure (housing, as well as transportation and community amenities) that services a range of household incomes. To attract new and preserve existing major employers, the County must accommodate the range of employees who work those jobs. When we cannot, we become less competitive for the growth of industry. The County has a lot of naturally occurring affordable housing, but it is a disappearing asset. Because we will need this asset long-term to house existing and new households, and to remain competitive for attracting and retaining businesses, by 2030 we will:

## **Goal 4:** Preserve housing affordability & diversify the County's housing stock

**GLENARDEN HILLS** ASE 3 (158 units)







- Supporting the production of 26,000 new residential units, 75% of which would be committed as affordable to households with income less than 120% of the area median.

### **GOAL 4:** Preserve housing affordability & diversify the County's housing stock by:

- Supporting the preservation of 6,000 affordable residential units.
- Increasing the number of new multifamily construction starts by 10,400 by 2030.

There are many examples of what happens in communities when demand grows - often because of the growth/ availability of jobs, expansion of transit options, and expansion of attractive amenities. In cases where the production of new housing does not keep pace with population growth, and affordable units are not committed as such, housing affordability can become a big, expensive problem to manage.

# PRINCE GEORGE'S IS... CREATING ACCESS & EQUITY ACROSS ALL OF ITS COMMUNITIES

Lack of healthy food options exacerbates health disparities, particularly in communities of color. Lack of guality food retail amenities in these communities also makes them less attractive for new residents and businesses, which depresses values in these areas, leading to further disinvestment. To improve access by 2030, we will:

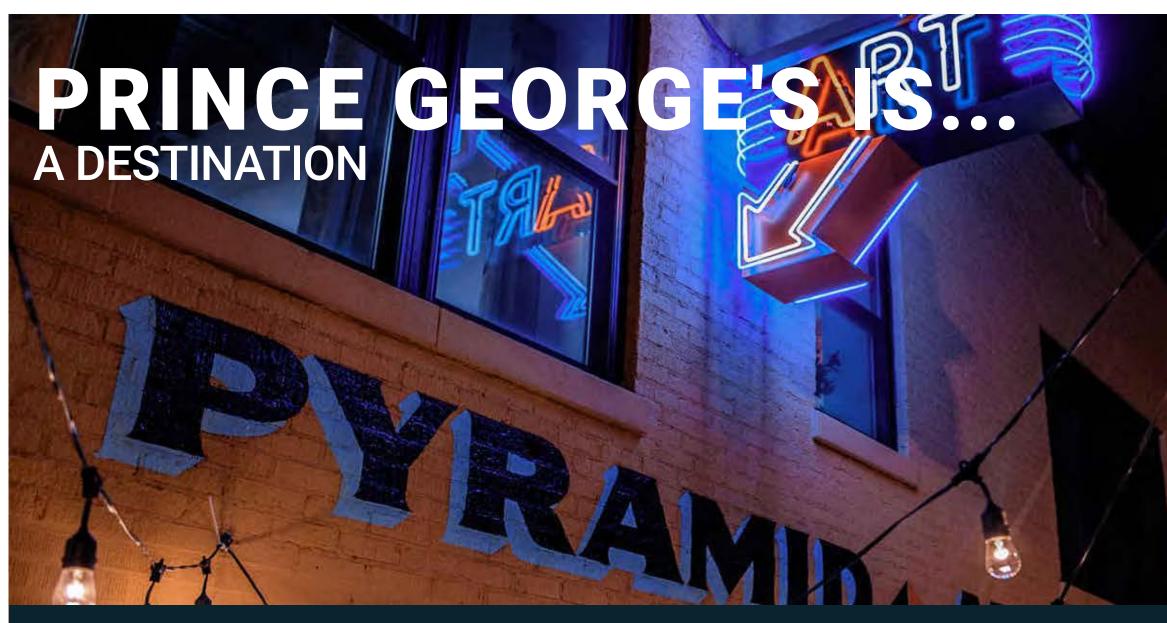
### **Goal 5:** Increase the amount of healthy food retail square footage in Low Income, Low Access areas by 100,000 SF

FIVE NEW LIDL GROCERY STORES OPENED SINCE 2018 (135k sf total)



### **GOAL 5:** Increase the amount of health food retail square footage in Low Income, Low Access areas by 100,000 sf

 Based on USDA data, there are 81 census tracts identified in the County as "Low Access" - meaning at least a third of the households live move than a mile from a grocery store (10 miles for rural areas). Another 20 census tracts are identified as both "Low Income" - either 20% of the households have income at or below the poverty level, or the median family income is under 80% of the state's median – as well as "Low Access." Further, unhealthy food venues account for roughly 55% of all food retail outlets in these 101 census tracts. LILAS are an equity issue on several fronts.



At 498 square miles, Prince George's is urban, suburban and rural. The transit-accessible urban core is suitable for a dense mix of uses to support the County's full range of economic development goals. The suburban core remains attractive for growing quality residential neighborhoods for households who want more space, and for businesses like those in the growing transportation, distribution and logistics sector that require a larger footprint. Rural and open spaces support agricultural enterprise as well as natural attractions - unique destinations in the region. To capitalize on this dynamic identity, we will:

# **Goal 6:** Increase areas in the County with identifiable character and a sense of place.

PYRAMID ATLANTIC ART CENTER, GATEWAY ARTS DISTRICT



**GOAL 6:** Increase areas in the County with identifiable character and a sense of place by promoting and improving priority areas as destinations, and featuring the full range of activities that define a destination – arts & placemaking + retail & entertainment + hospitality + transit access.



Due to the County's size, it can be easy to spread available resources and capacity across too many priorities. By focusing on transforming key areas of opportunity into full destinations that meet all economic development goals, the County can begin to create prosperity that can spread across the entire County.

# BLUE LINE CORRIDOR ANCHOR INITIATIVE FOR THE NEW PLATFORM

DDISON ROAD SEAL

Z

MORGAN BOUL



CAPITOL HEIGHTS

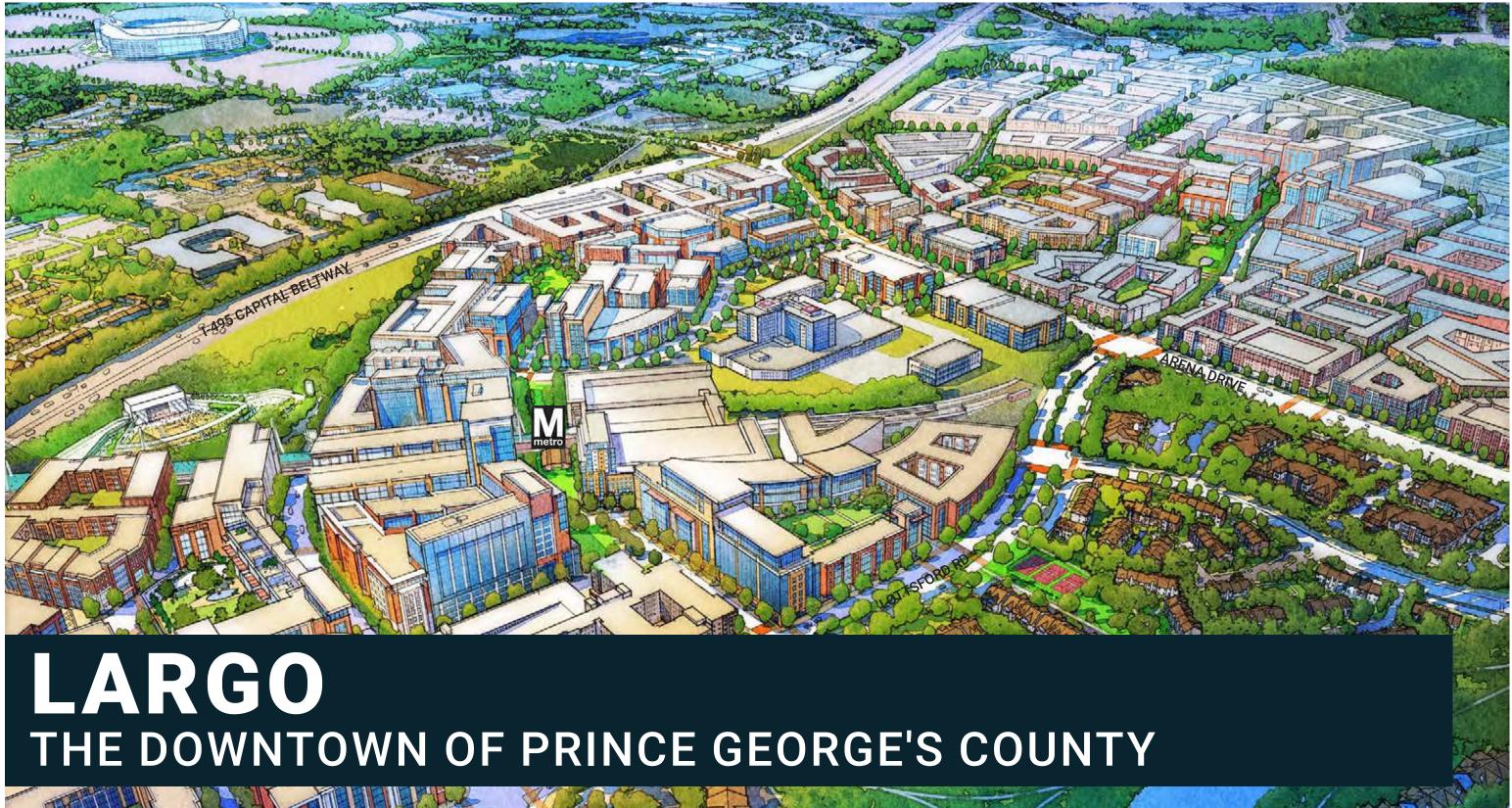




## **VISION FOR A** REPLICABLE **MODEL FOR PLACE-BASED ECONOMIC** DEVELOPMENT

based

The Blue Line Corridor represents an opportunity to create the next big destination for the County and region – a dense, multi-modal, amenity-rich sports and entertainment destination. The Blue Line Corridor will become a major economic engine for the County by catalyzing development, creating jobs, and incentivizing the development of a sports and entertainment-branded corridor. The vision is not just about the Blue Line Corridor – it is an opportunity to craft a replicable model for placeeconomic development throughout the County.



# LARGO PRESENT DAY

1-495 CAPITAL BELTWAY

Suburban auto-centric typology not conducive to a vibrant, walkable downtown





Signal commitment to vision via public investment in accessibility and connectivity infrastructure

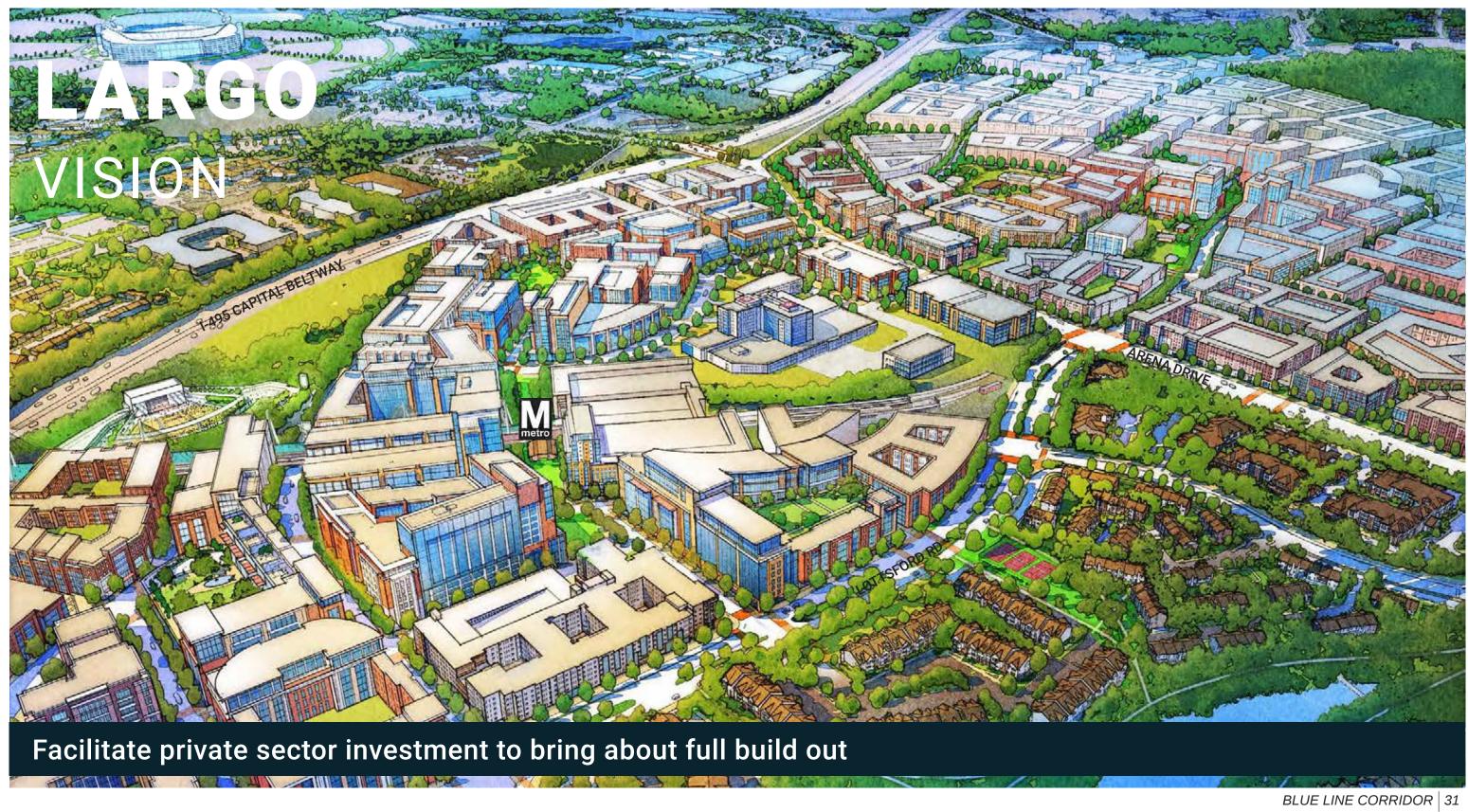


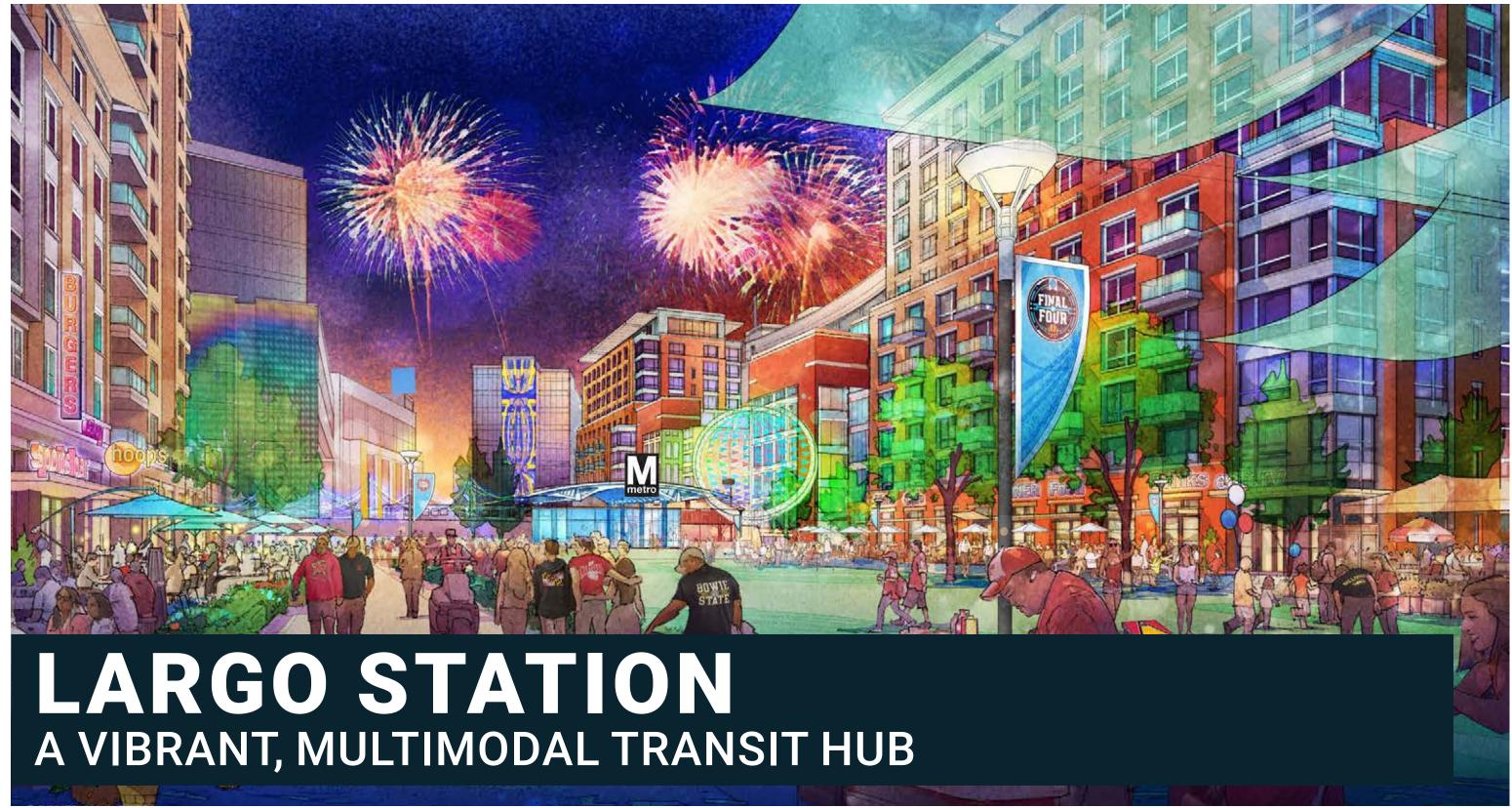
### Leverage the momentum of Carillon and the University of Maryland Capital Region Medical Center









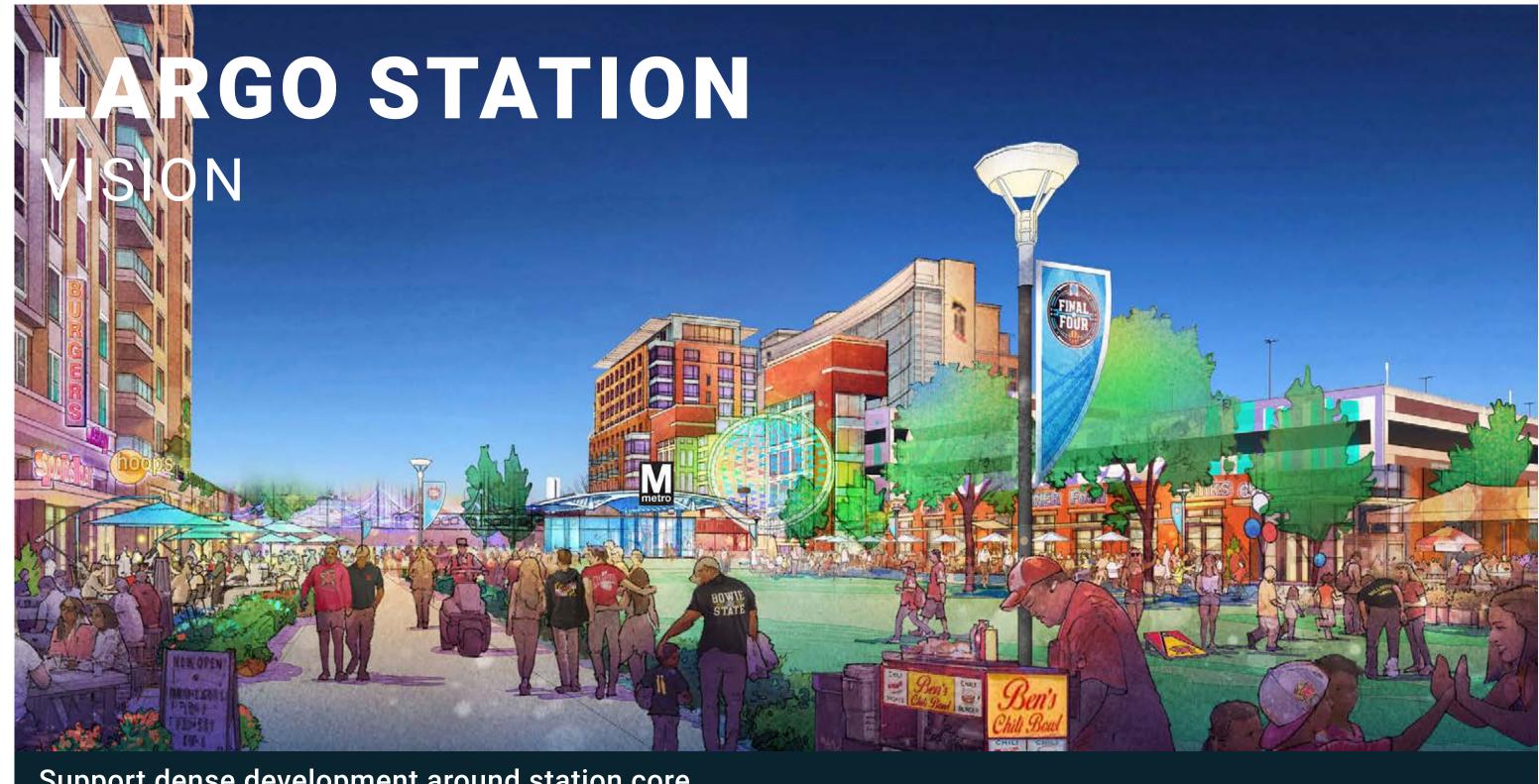




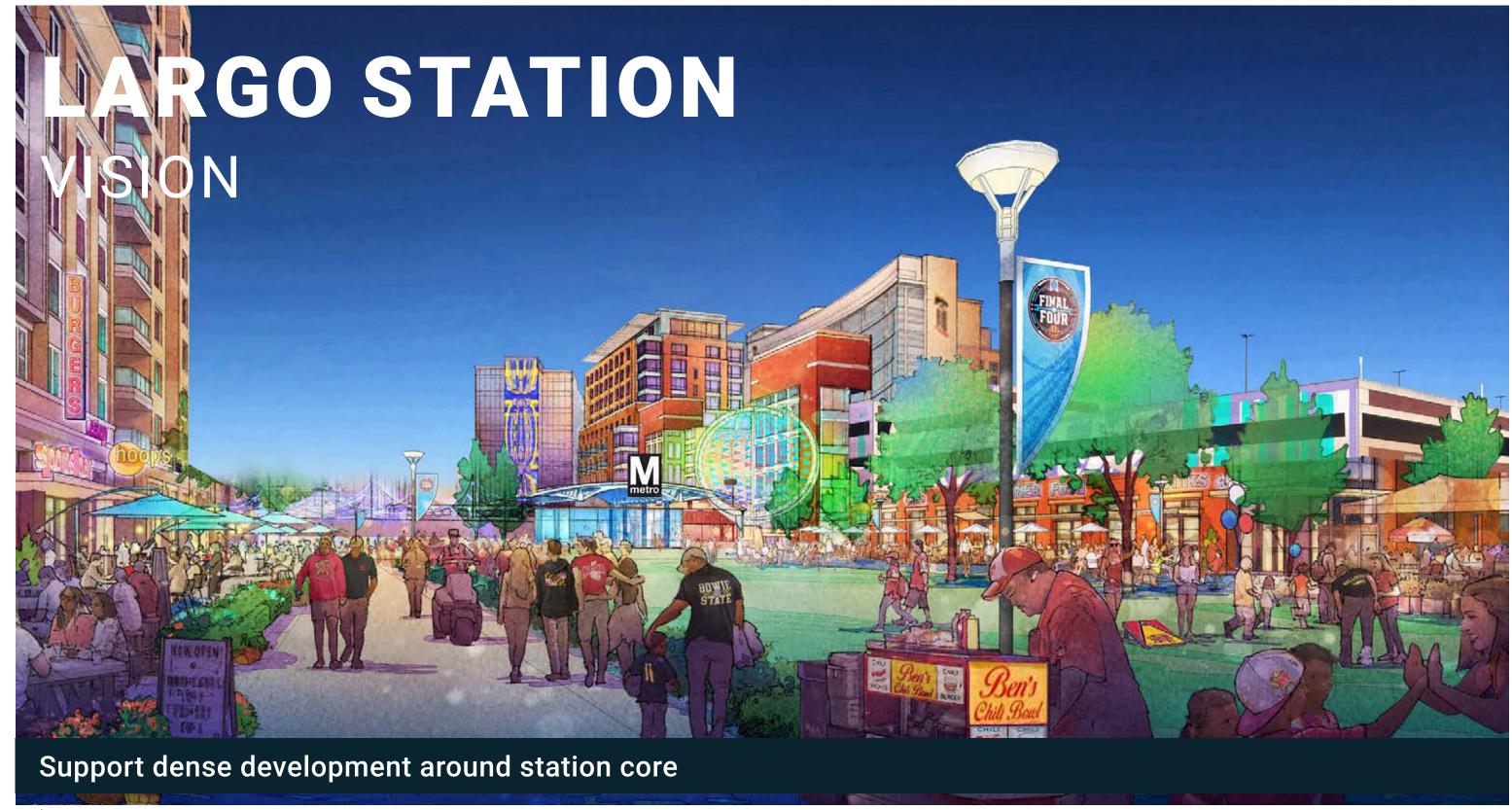
# LARGO STATION VISION

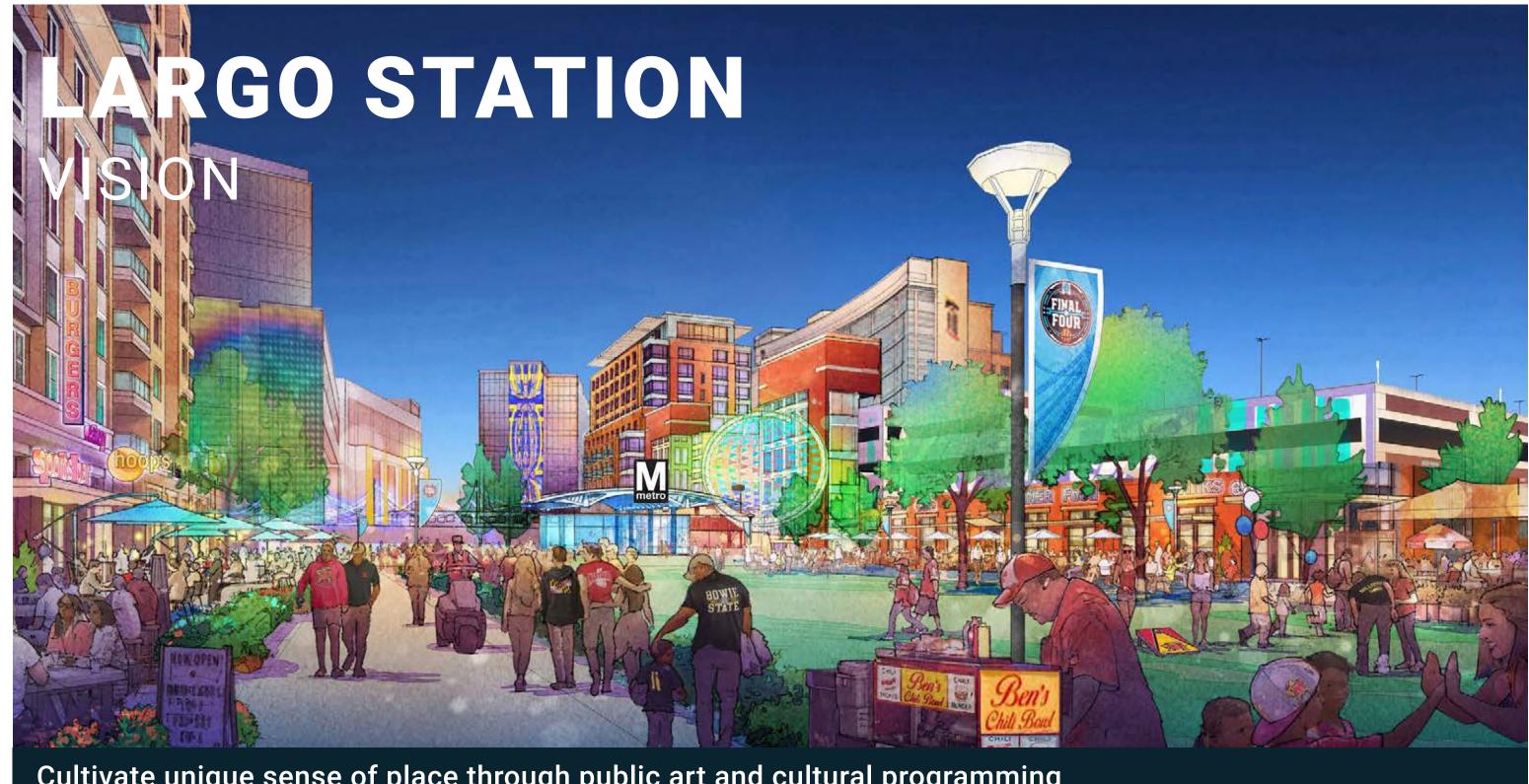
### Activate the public realm to improve walkability



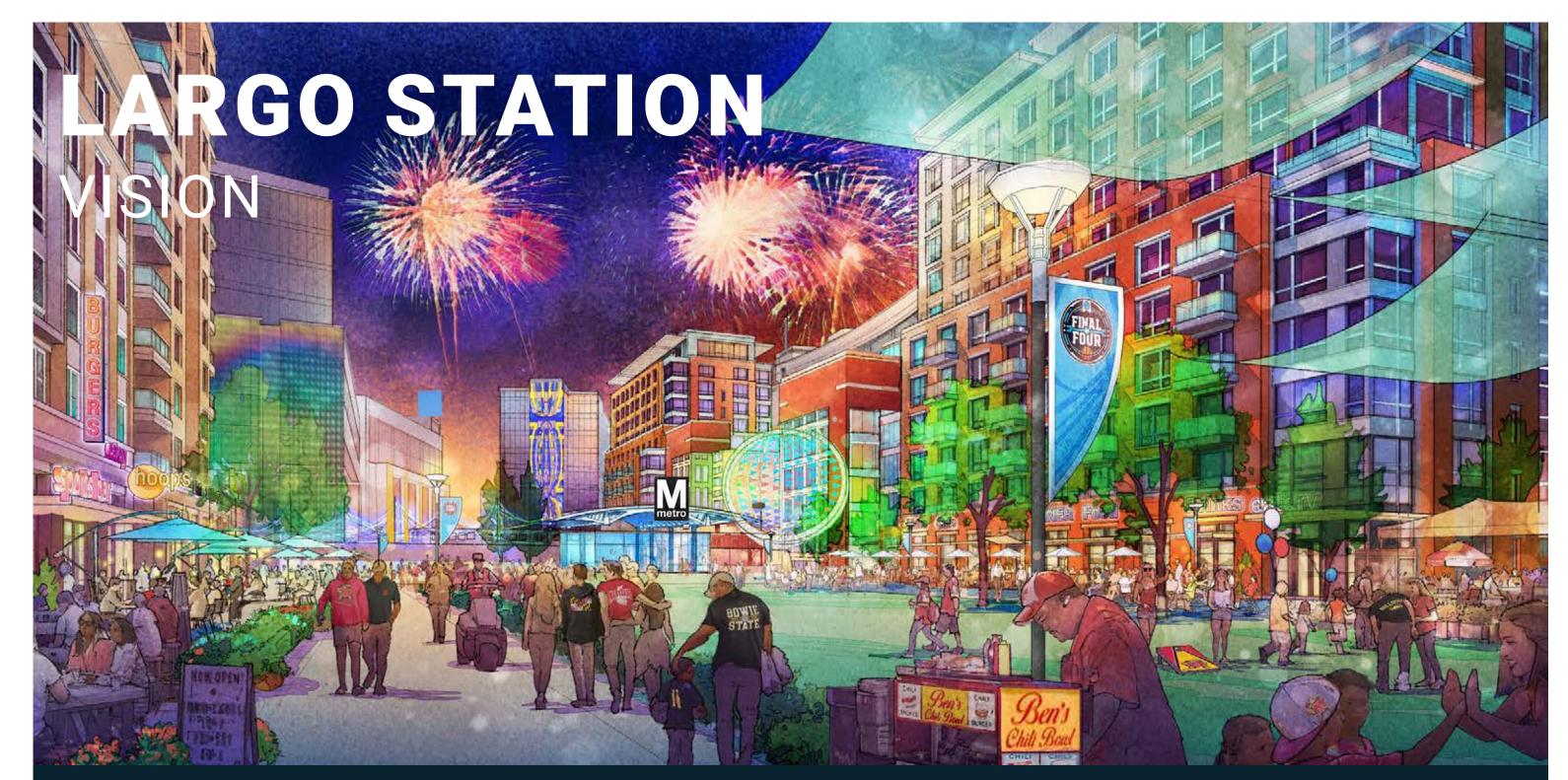


Support dense development around station core





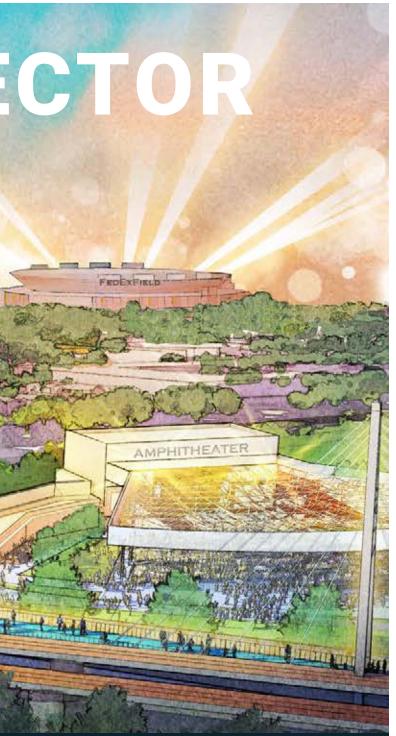
Cultivate unique sense of place through public art and cultural programming



Establish the station as a vibrant anchor of Downtown Prince George's and the Blue Line Corridor

# CENTRAL AVENUE CONNECTOR TRAIL 495 BRIDGE







## **HARDER AN BOULEVARD** PRESENT DAY

50+ acres of undeveloped land adjacent to Central Avenue and the Blue Line







Catalyze the market by concentrating resources around the station core and along the Connector Trail



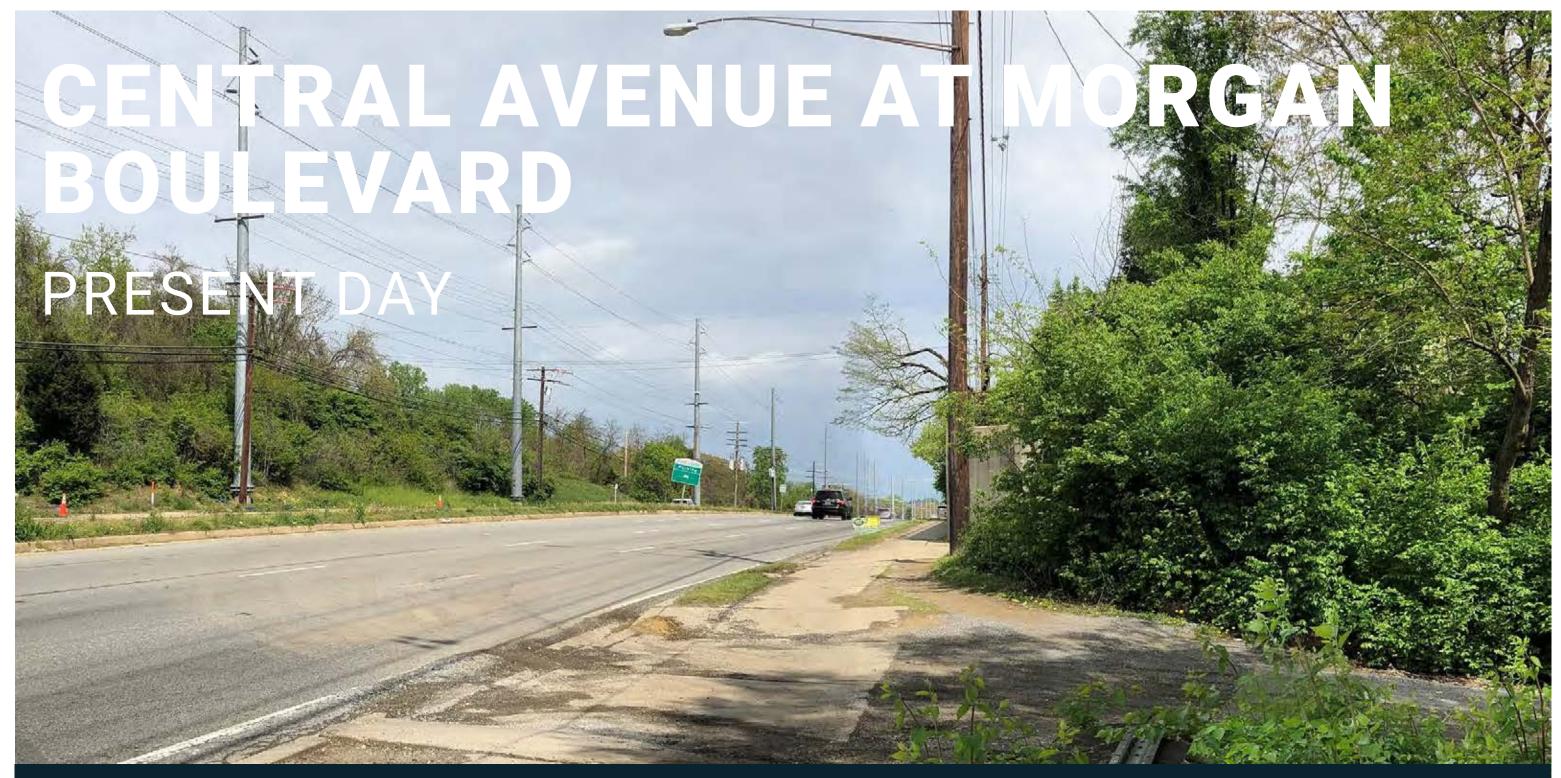




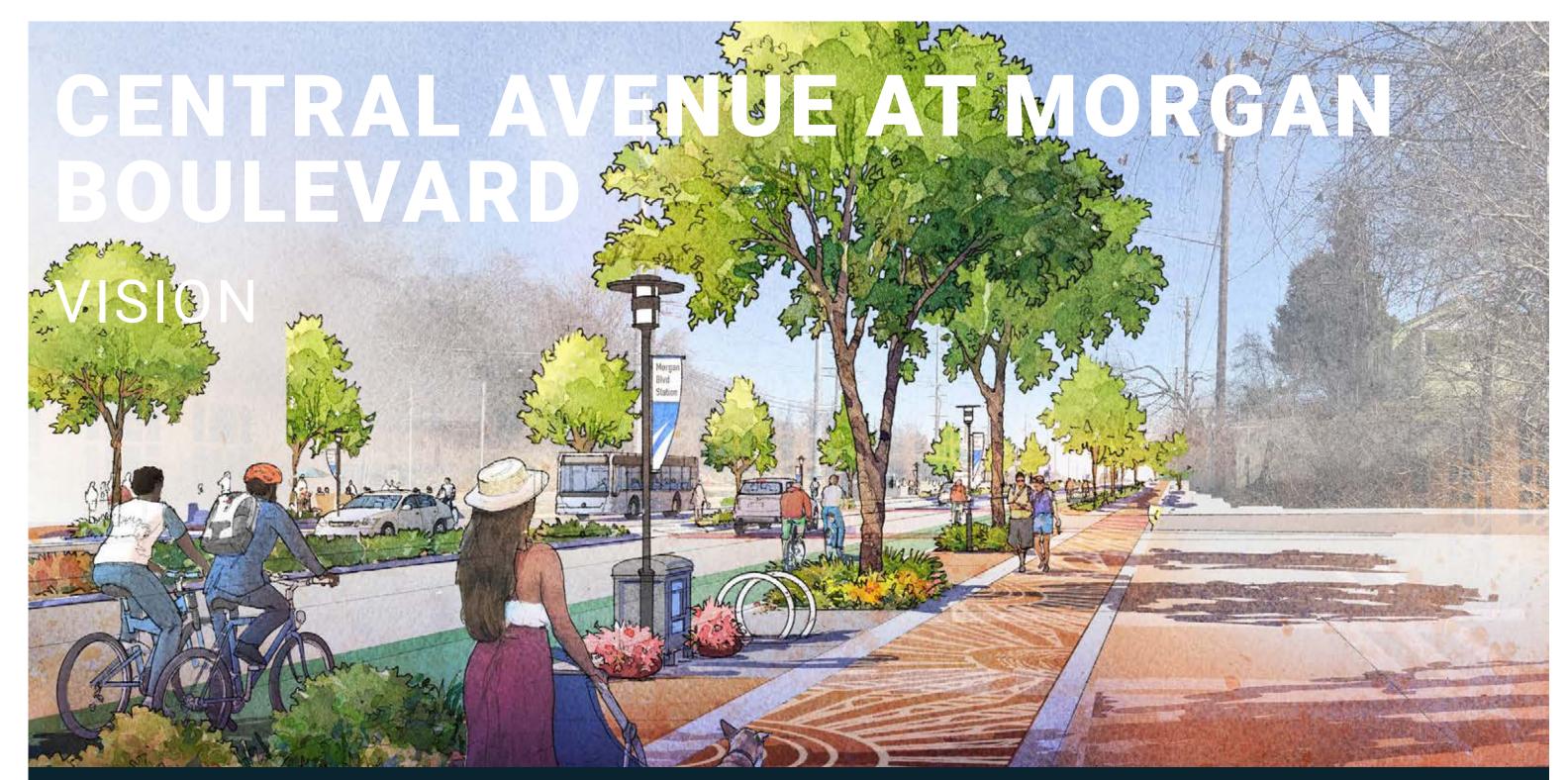




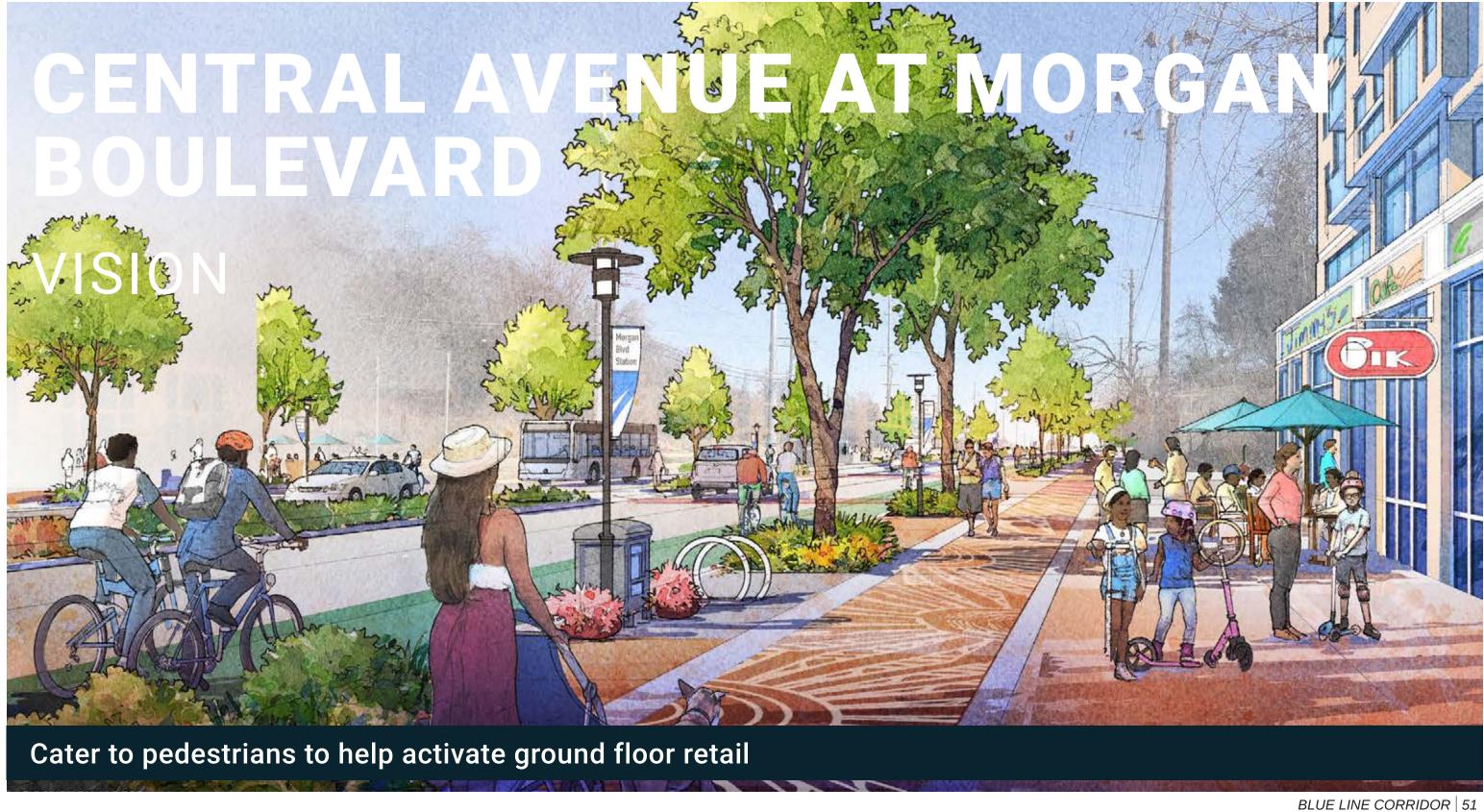
## **CENTRAL AVENUE AT MORGAN BOULEVARD** ENHANCED MULTIMODAL CONNECTIVITY



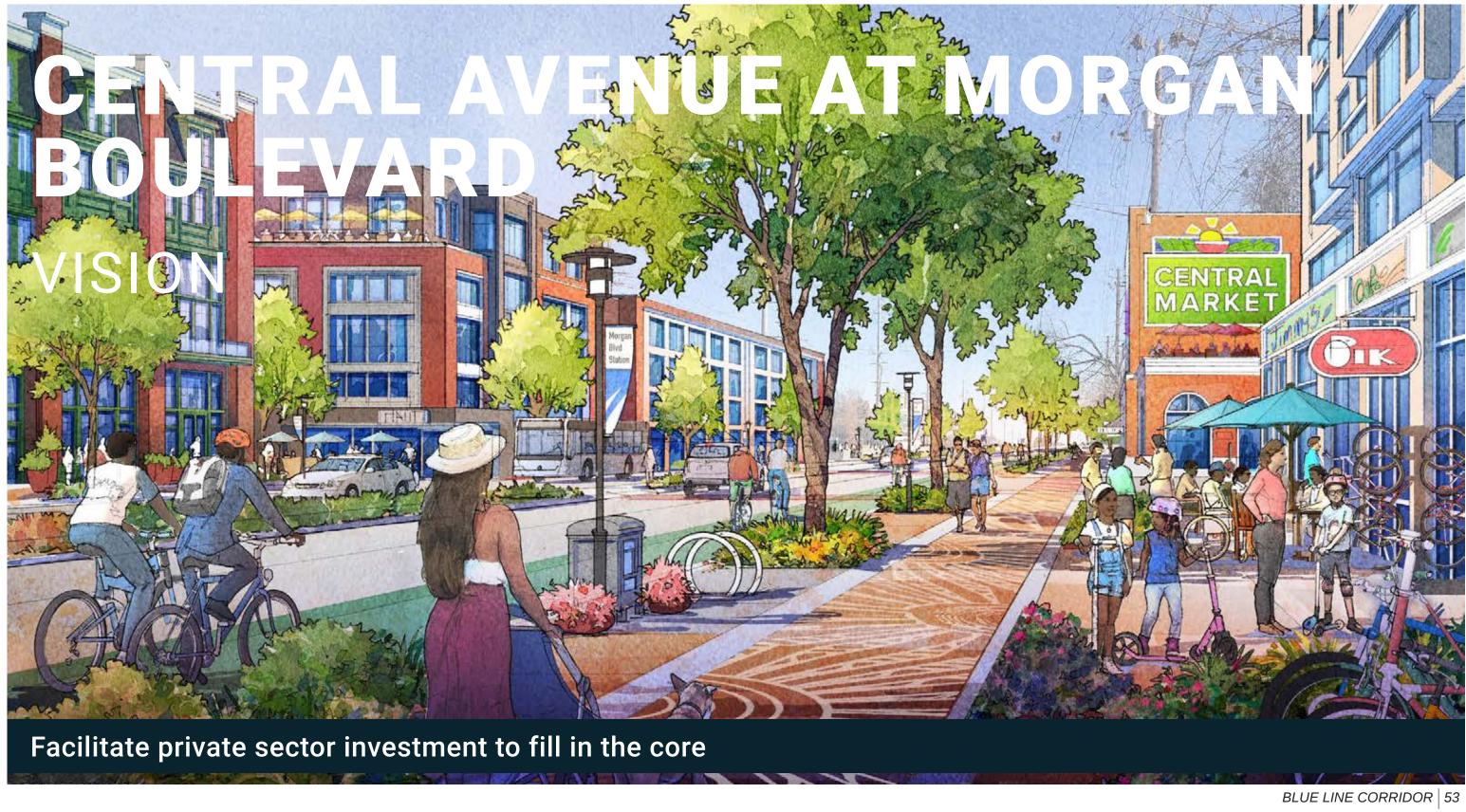
Auto-centric condition of Central Avenue inhibits investment in dense, mixed-use development

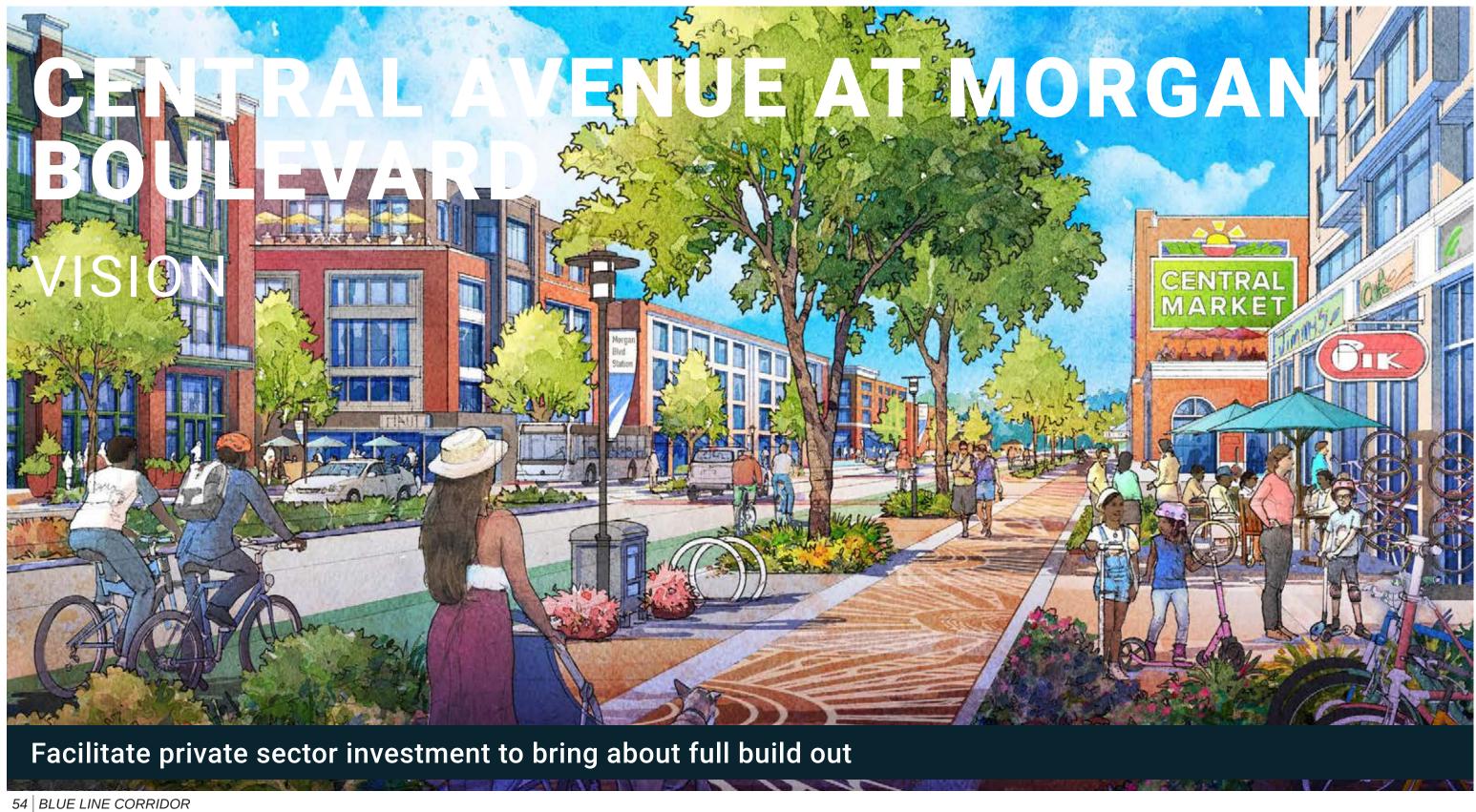


## Signal commitment to vision via public investment in Central Avenue "Complete Streets" redesign











## ADDISON ROAD-SEAT PLEASANT BRINGING ACTIVATION AND VIBRANCY TO THE NEIGHBORHOOD



## Auto-centric thoroughfare and surface parking not conducive to vibrant, mixed-use development



## Signal commitment to vision via public investment in Central Avenue "Complete Streets" redesign

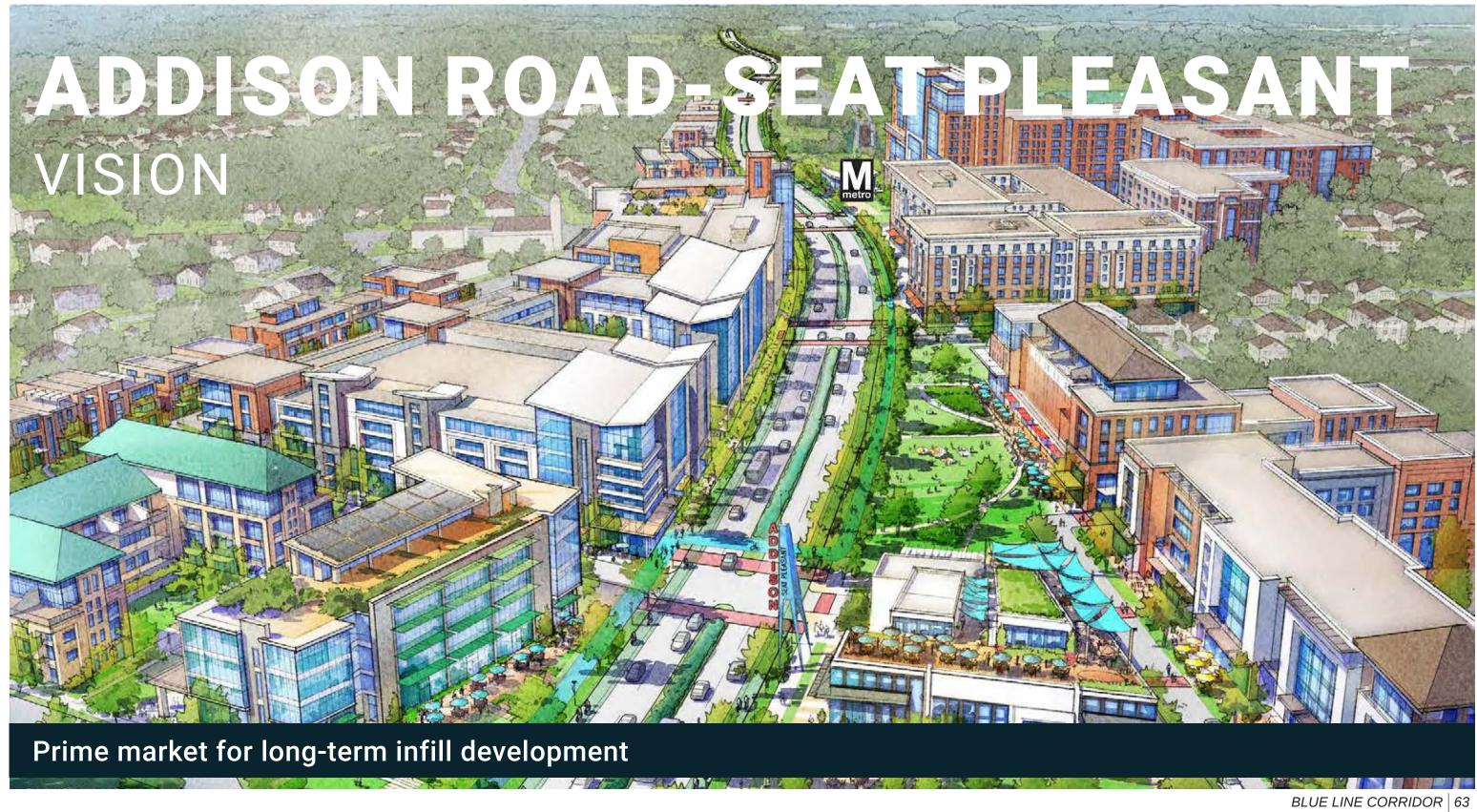


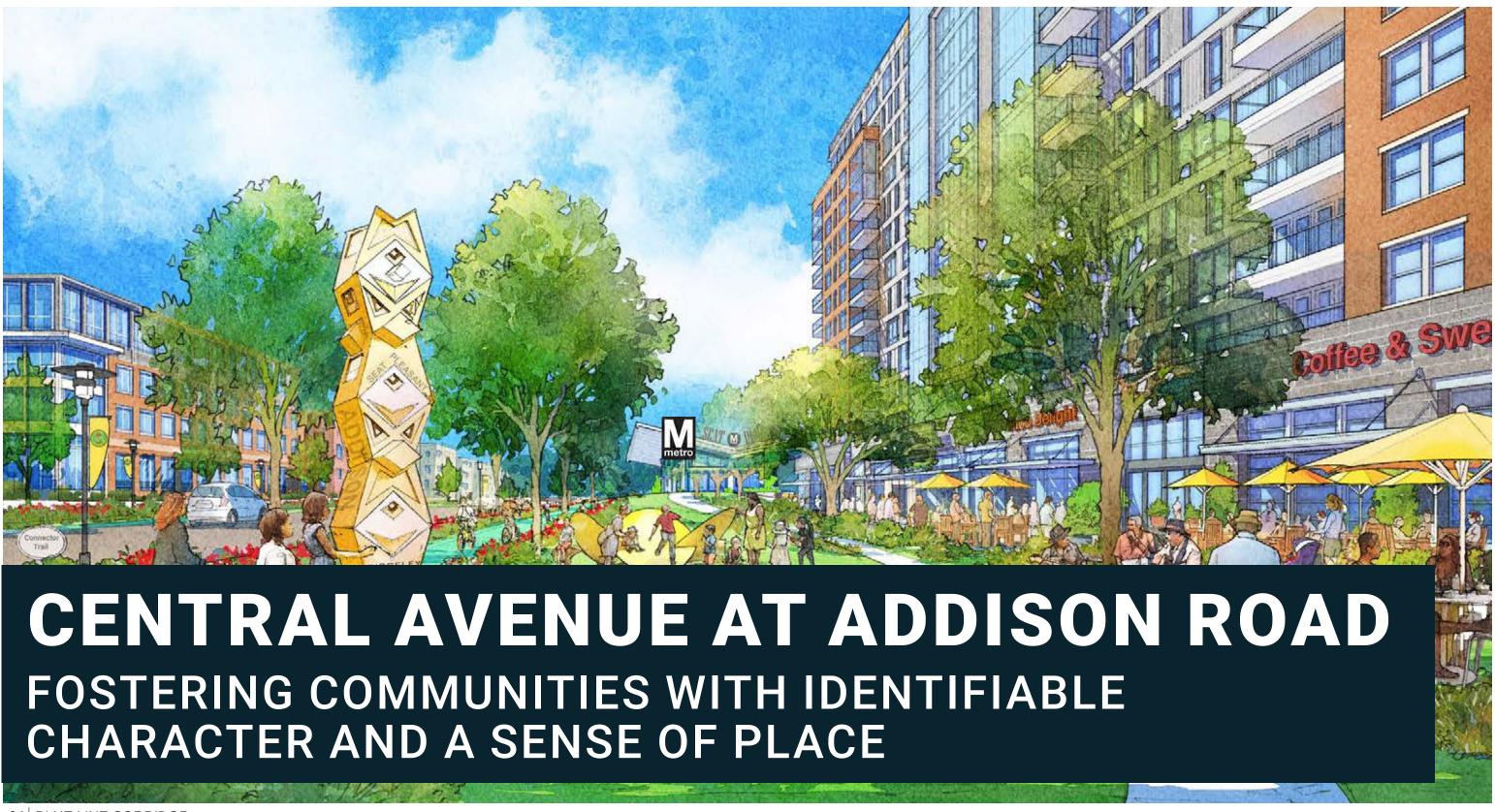
Catalyze the market by concentrating resources around the station core and along the Connector Trail









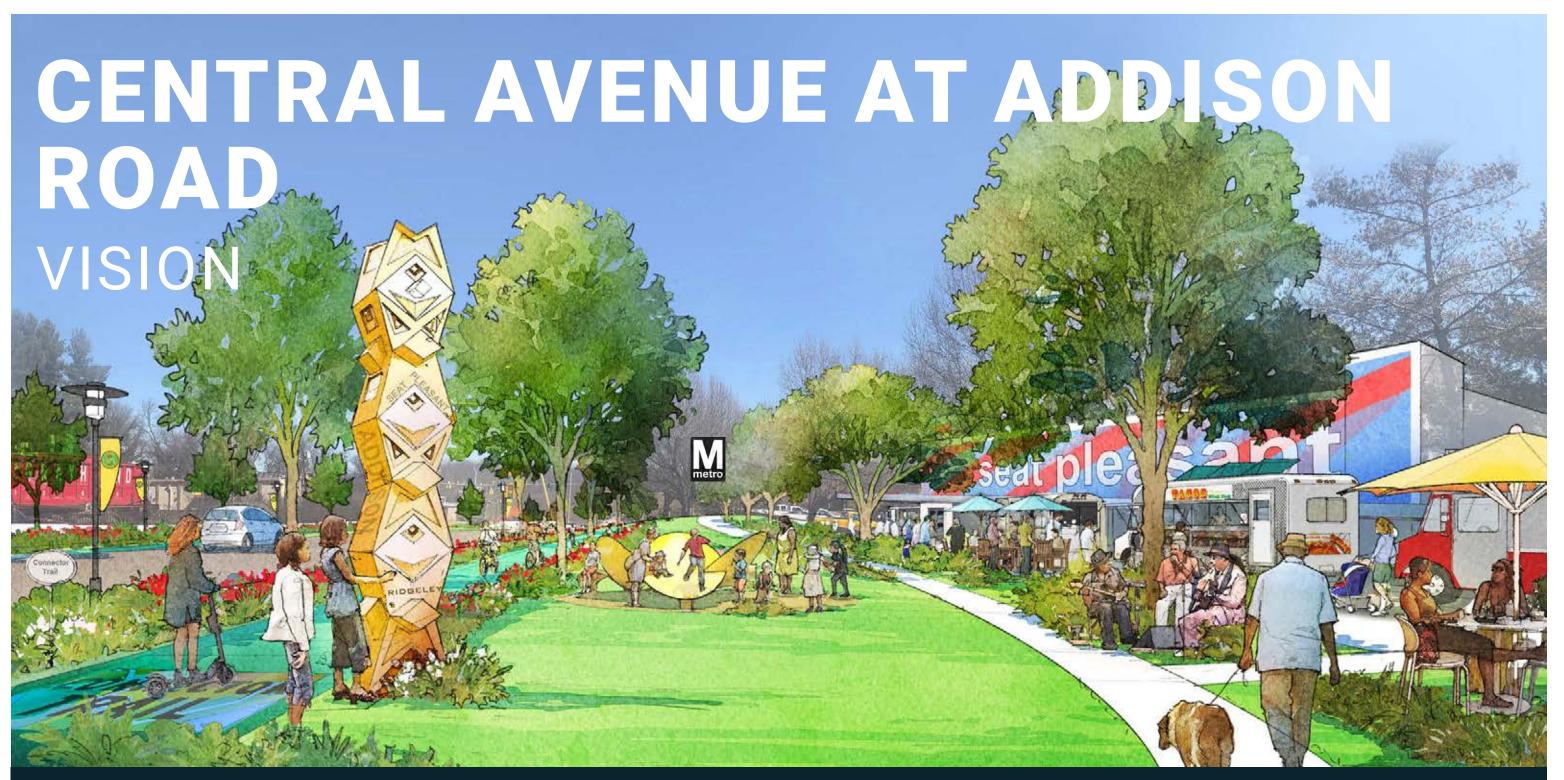


## CENTRAL AVENUE AT ADDISON ROAD PRESENT DAY

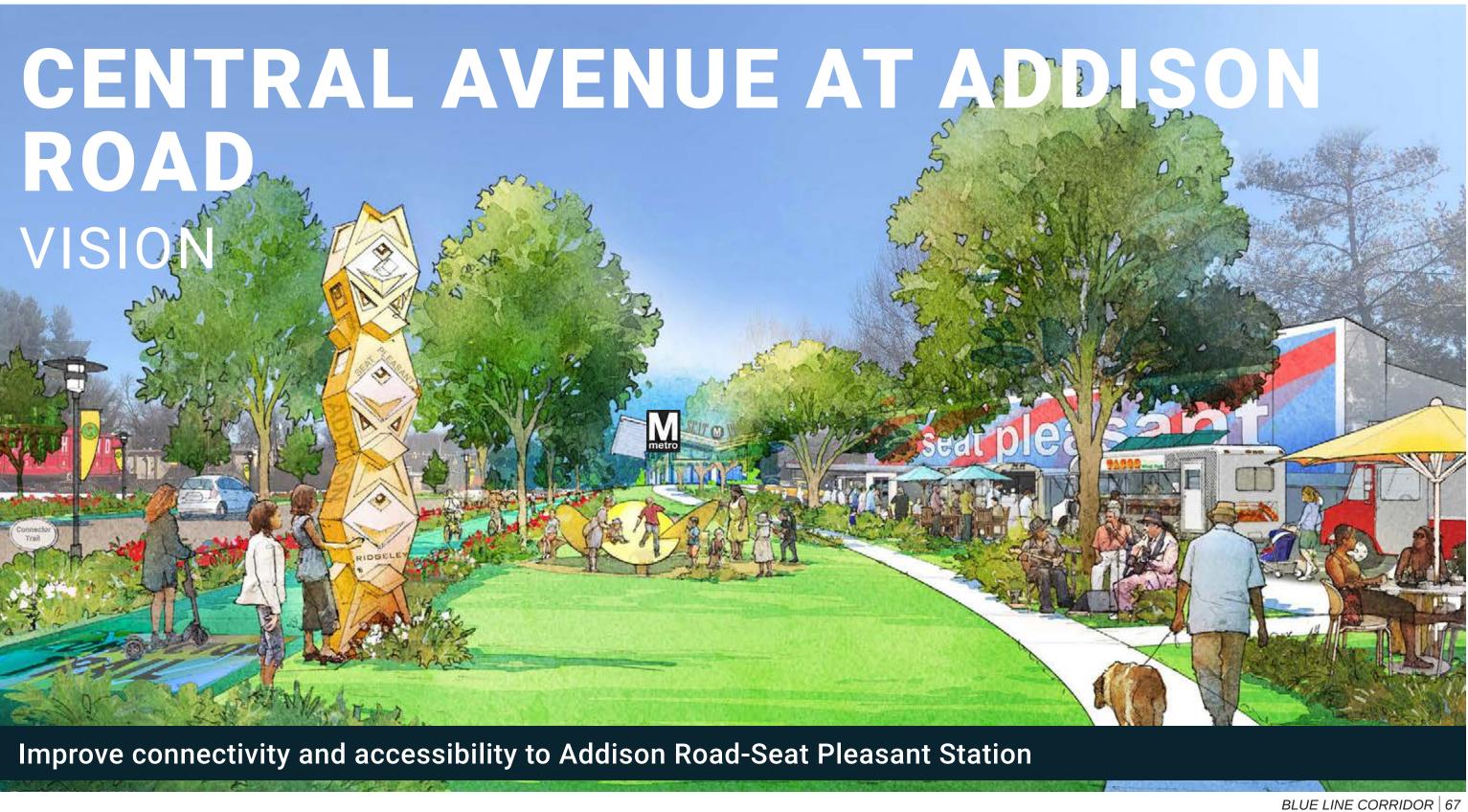
Placemaking opportunity on underutilized WMATA property

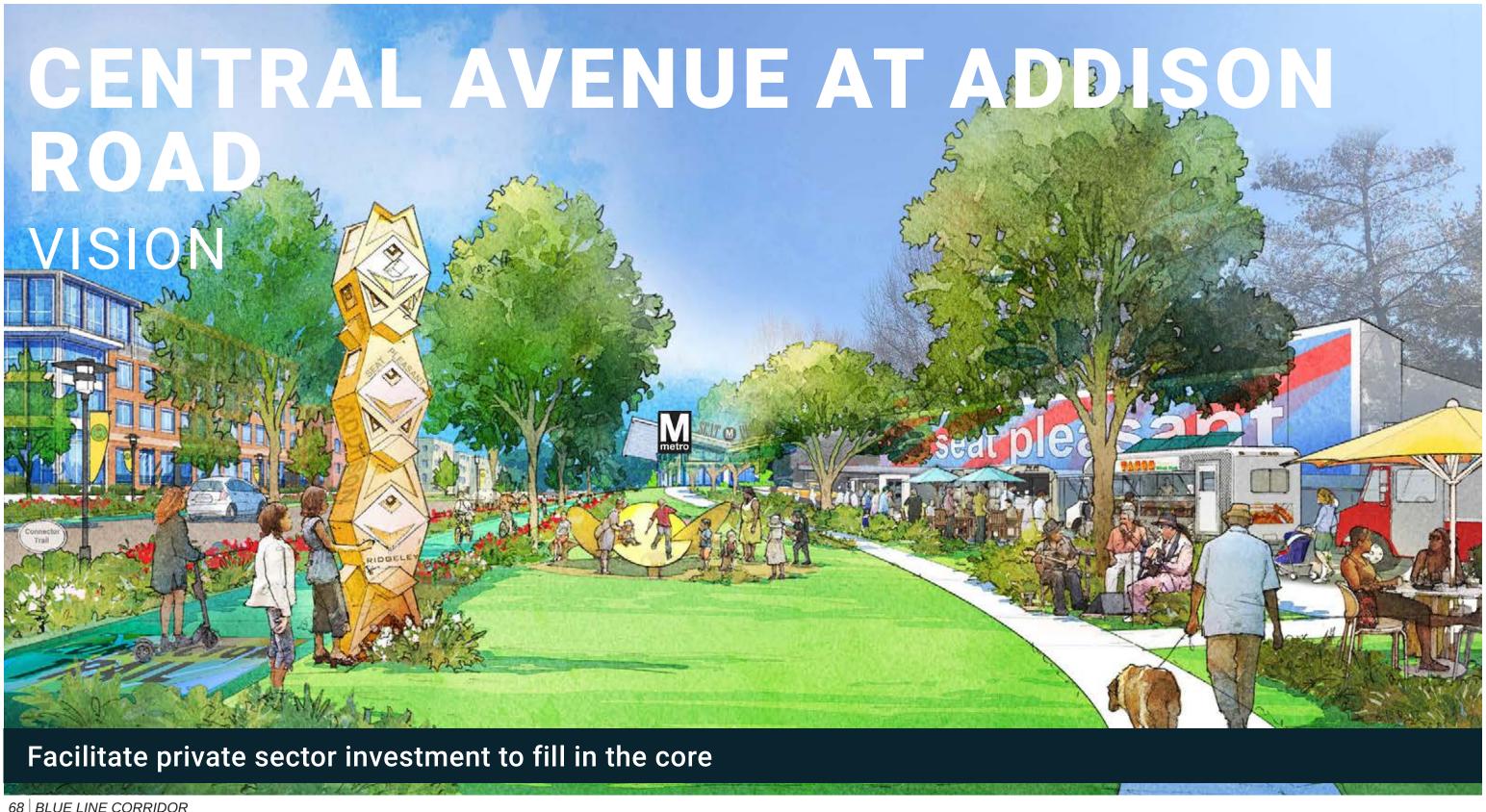


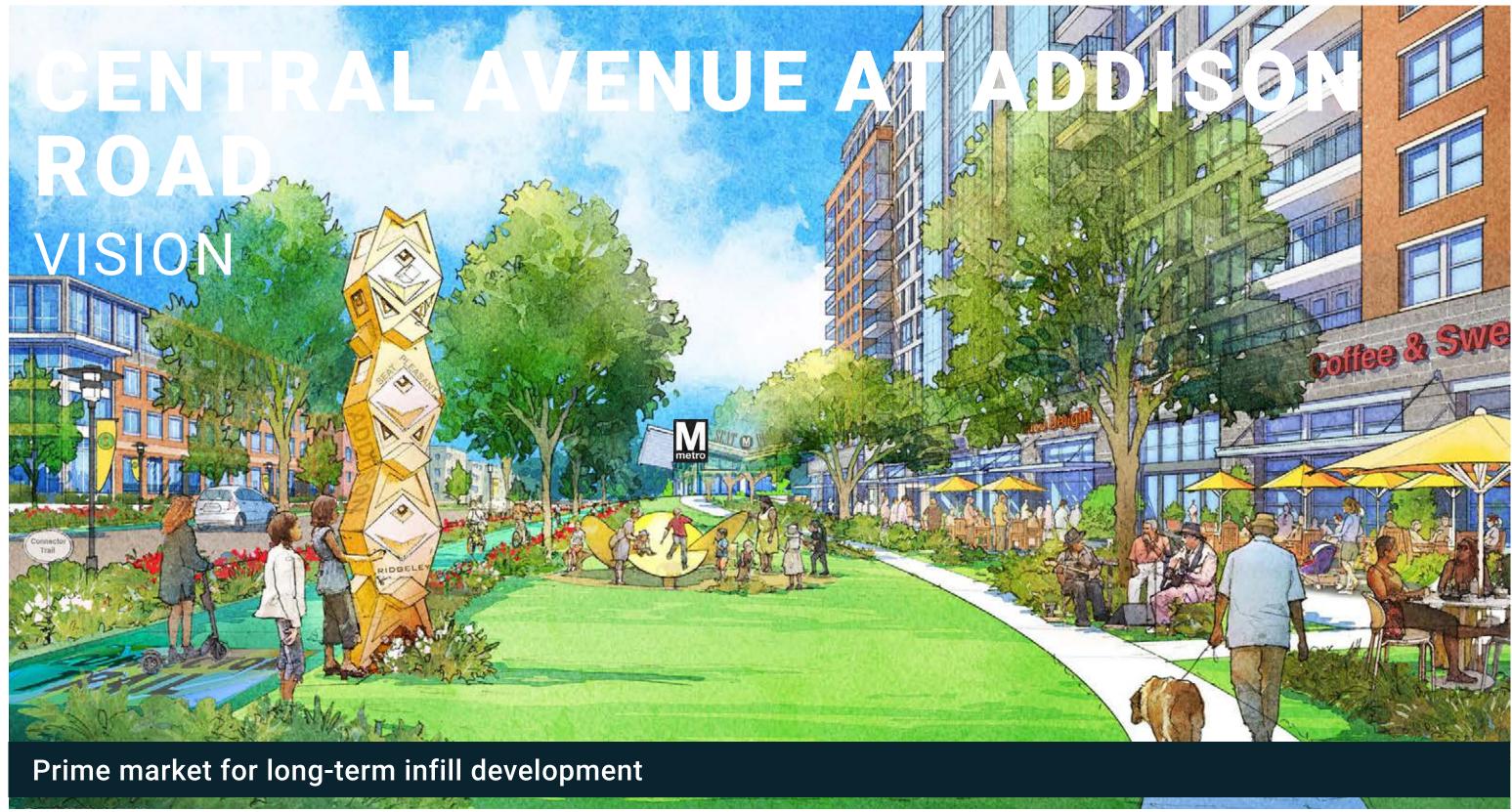




## Partner with WMATA to activate underutilized property along Connector Trail and Central Avenue













Signal commitment to vision via public investment in Central Avenue "Complete Streets" redesign and public realm activation

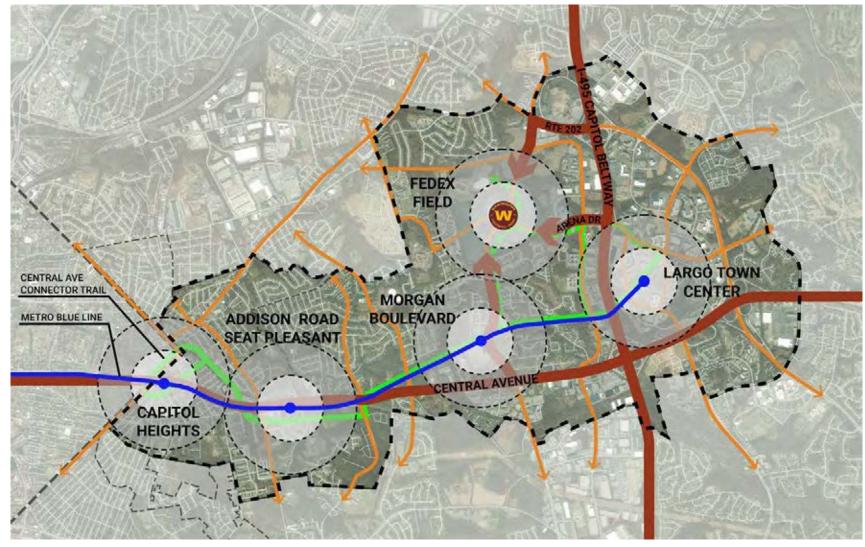






## **PROJECT FUNDING SECURED TO DATE** Prince George's County has already secured \$45.7M for Blue Line Corridor projects. This investment in near-term and high-visibility projects will set the vision in motion.

PROJECT	COST
1. Arena Drive Complete Streets	\$7.5M
2. FedEx Field Micromobility	
2A. Stadium to Largo Station	\$800K
2B. Stadium to Morgan Blvd Station	\$800K
4. Morgan Blvd Complete Streets	\$5M
3. Morgan Blvd Urban Street Grid	\$1.5M
5. Corridor-wide Pedestrian Safety Improvements	\$2M
6. Central Avenue Connector Trail Phase 1	\$11M
7. Prince George's County Amphitheater	\$16M
8. Public Art Installations	\$1.1M
TOTAL	\$45.7M



## COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY UPDATE THE COUNTY'S GUIDE TO GROWING JOBS

Prince George's County, in collaboration with the Maryland National Capital Park and Planning Commission and the Economic Development Corporation, is nearing completion of an update to its 7-year old economic development strategy, which will establish a roadmap for how the County will regain jobs lost during the pandemic and grow additional jobs over the next five years.

THE ASTER COLLEGE PARK

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ASSETS

COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY UPDATE 79

### FEDERAL JOBS STRATEGY

### **PRIMARY SECTOR GROWTH**

### **SECONDARY SECTOR GROWTH**

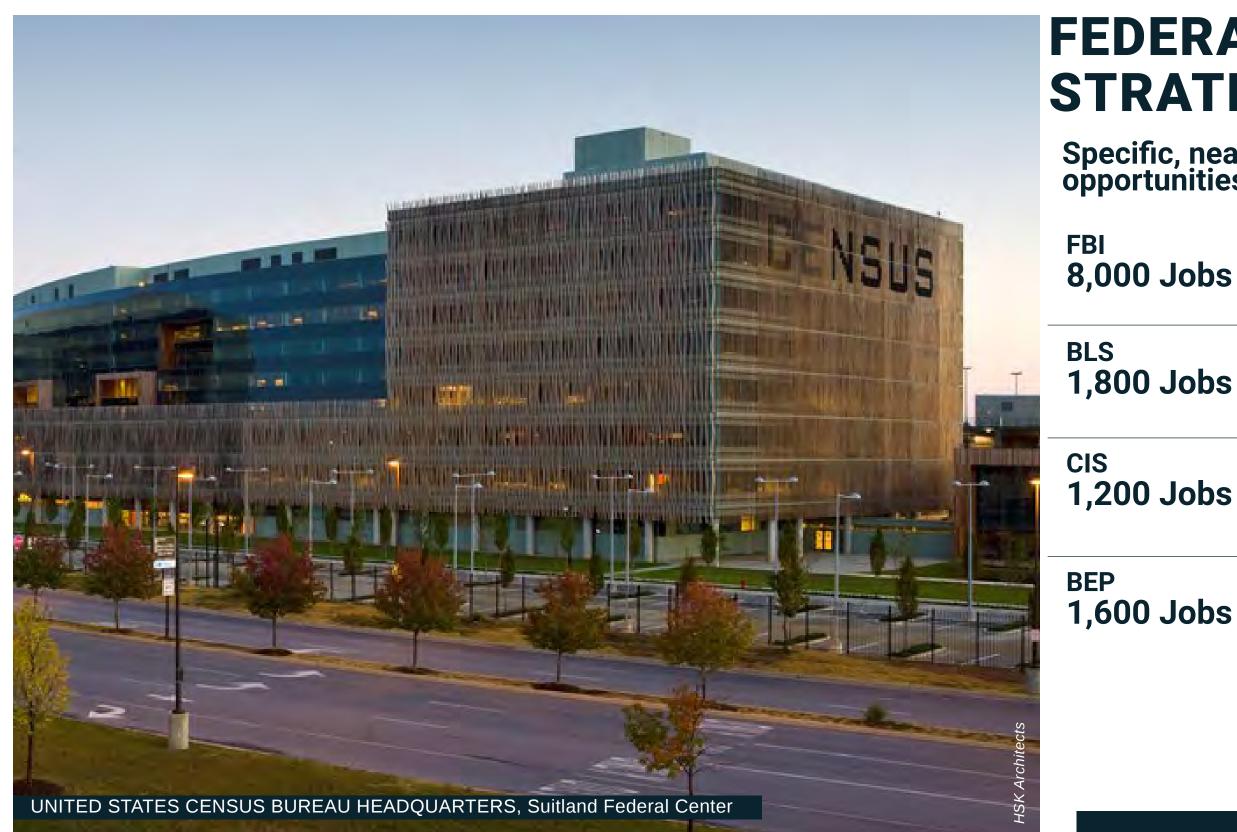
### **OPPORTUNITIES**



Currently, some 20% of the region's 675,000 federal workers live in the County, yet we only host 4% (30,000) of the region's federal jobs. We would like to increase that to at least 10% of the total – an addition of over 40,000 jobs.

PROPOSED NEW FBI HEADQUARTERS, GREENBELT, MD (8,000 jobs)

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COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY UPDATE 81

## **FEDERAL JOBS STRATEGY**

## Specific, near-term opportunities include:



The County's existing institutional assets (e.g. hospitals, universities and federal government) create a natural draw for jobs in health care, research and technology. The County already outpaces the rest of the country in concentration of these jobs, and they are where the highest level of growth is anticipated.

UNIVERSITY OF MARYLAND CAPITAL REGION MEDICAL CENTER, Largo, MD



## **PRIMARY SECTOR** GROWTH

## Specific, near-term opportunities include:

**Hospital and Health Services** Ancillary development around new medical anchors

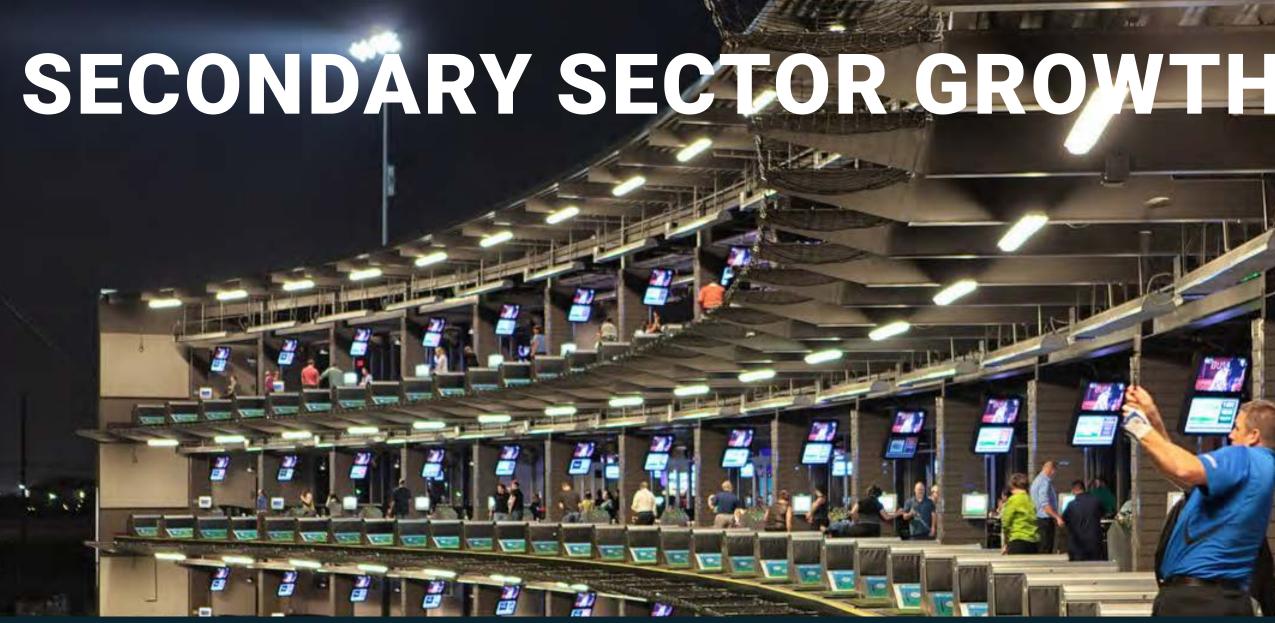
### **Information Technology Services**

Cybersecurity, quantum computing and data centers, driven by federal government and universities

### **Research Intensive Industries**

STEM opportunities driven by research related to aerospace, climate sciences and biosciences

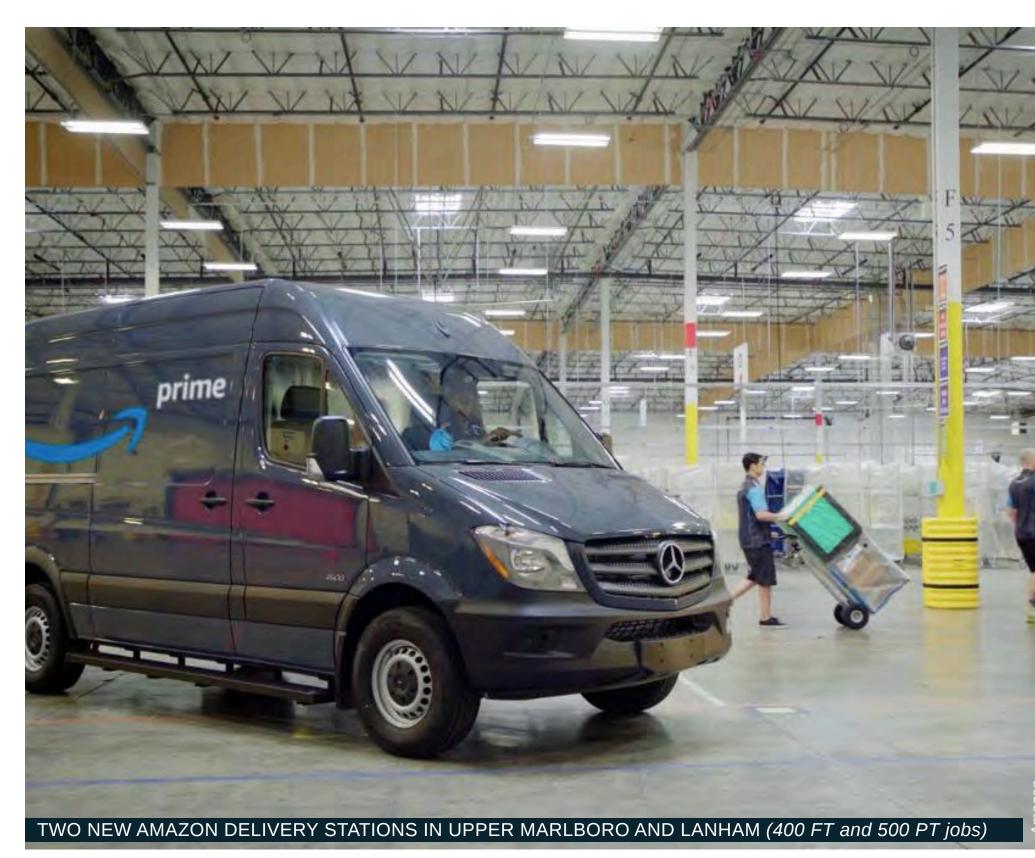
In March 2021 the Prince George's County Council passed CB-1-2021, making the development of data centers a by-right prospect in most cases, which will significantly reduce the time it takes to develop new data centers in the County.



The County's existing resources featuring large parcels of affordable land near highways and underdeveloped transit nodes not readily found in other parts of the region are a natural fit for businesses that require significant space but still want access to the metropolitan area.

TOPGOLF, OXON HILL

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## **SECONDARY SECTOR GROWTH**

## Specific, near-term opportunities include:

**Transportation/Distribution/Logistics** Fulfillment, last mile transportation and distribution, and cold storage facilities are growing, particularly as the population transitions more to online purchases for everyday items

Blue Line Corridor as a new sports and entertainment branded destination and the continued development of the Gateway Arts District are opportunities for identifiable places whose attraction extends beyond the County

### **Destination Retail**



NASA'S GODDARD SPACE FLIGHT CENTER Greenbelt, MD



NOAA SATELLITE OPERATIONS FACILITY Suitland, MD



UNIVERSITY OF MARYLAND School of Engineering

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BOWIE STATE UNIVERSITY Center of Natural Science, Mathematics and Nursing

## ASSETS

The presence in the County of the University of Maryland, Bowie State University, and Prince George's Community College, as anchors for training, research and innovation, provide a natural draw for both established companies and startups to locate nearby

Research-focused federal installations (e.g. BARC, NASA Goddard, NOAA) attract a range of small and large companies looking to locate nearby

Availability of (more) affordable land, located near major highway and rail infrastructure, close to two regional airports, 15 Metro and 11 Purple Line stations as well as the gateway New Carrollton transit hub

Educated and skilled majority Black population attractive to businesses locating to the County and looking to capitalize on emerging diversity and inclusion interest



## **OPPORTUNITIES**

### **Inclusive Growth**

Target new incentives and access to capital for small, minority and women businesses, startups, and small-scale makers around anticipated primary and secondary growth sectors

## **Catalytic Growth**

Placemaking initiative that will focus business development and job opportunities in TOD areas/activity centers, in order to increase the attractiveness of these communities to the workforce in targeted industry sectors and grow amenities available to all County residents

### Sustainable Growth

Diversify the County's economic landscape to raise average wages, reduce residents' burden for covering essential County services and functions, and further align the County's economic profile with that of the rest of the metropolitan region

# **GREATNESS** GROWS HERE

THE ECONOMIC DEVELOPMENT VISION FOR PRINCE GEORGE'S COUNTY IS TO GROW A DIVERSE, DYNAMIC AND SUSTAINABLE ECOSYSTEM OF JOBS, HOUSING, AND AMENITIES THAT SUPPORTS THE COUNTY'S GOAL TO BE THE ECONOMIC ENGINE OF BOTH THE REGION AND THE STATE.