



MAYOR AND COUNCIL

Meeting No. 04-26

Monday, February 9, 2026 - 6:30 PM

AGENDA

Agenda item times are estimates only. Items may be considered at times other than those indicated.

Ways to Participate

If you require a reasonable accommodation, for community forum or a public hearing and need reasonable accommodations, please contact the City Clerk's Office by the Wednesday before the Monday meeting at 240-314-8280 or cityclerk@rockvillemd.gov or by filling this form: <https://www.rockvillemd.gov/services/request-a-reasonable-accommodation/>

Translation Assistance

If you wish to participate in person at a Mayor and Council meeting during community forum or a public hearing and may need translation assistance in a language other than English, please contact the City Clerk's Office by the Wednesday before the Monday meeting at 240-314-8280, or cityclerk@rockvillemd.gov, or by using this form: <https://www.rockvillemd.gov/services/participate-in-a-community-forum/>

In-Person Attendance

Community members attending in-person who wish to speak during Community Forum, or a Public Hearing, should sign up using the form at the entrance to the Mayor and Council Chamber. In-person speakers will be called upon in the order they are signed to speak and before virtual speakers.

Note: In-Person Speakers will be called upon to speak before those who have signed up to speak virtually for Community Forum and Public Hearings.

Viewing Mayor and Council Meetings

The Mayor and Council are conducting hybrid meetings. The virtual meetings can be viewed on Rockville 11, Comcast, Verizon cable channel 11, livestreamed at www.rockvillemd.gov/rockville11, and available a day after each meeting at www.rockvillemd.gov/videoondemand.

Participating in Community Forum & Public Hearings:

If you wish to submit comments in writing for Community Forum or Public Hearings:

- Please email the comments to mayorandcouncil@rockvillemd.gov no later than 10:00 am on the date of the meeting.

If you wish to participate in-person or virtually in Community Forum or Public Hearings during the live Mayor and Council meeting:

1. Send your Name, Phone number, For Community Forum and Expected Method of Joining the Meeting (computer or phone) to mayorandcouncil@rockvillemd.gov or <https://www.rockvillemd.gov/services/participate-in-a-community-forum/> no later than 10:00 am on the day of the meeting. Each speaker will receive 3 minutes.
2. Send your Name, Phone number, the Public Hearing Topic and Expected Method of Joining the Meeting (computer or phone) to mayorandcouncil@rockvillemd.gov or <https://www.rockvillemd.gov/services/participate-in-a-public-hearing/> no later than 10:00 am on the day of the meeting.
3. On the day of the meeting, you will receive a confirmation email with further details, and two Webex invitations: 1) Optional Webex Orientation Question and Answer Session and 2) Mayor & Council Meeting Invitation.
4. Plan to join the meeting no later than approximately 20 minutes before the actual meeting start time.
5. Read for <https://www.rockvillemd.gov/DocumentCenter/View/38725/Public-Meetings-on-Webex> meeting tips and instructions on joining a Webex meeting (either by computer or phone).
6. If joining by computer, Conduct a WebEx test: <https://www.webex.com/test-meeting.html> prior to signing up to join the meeting to ensure your equipment will work as expected.

Participating in Mayor and Council Drop-In (Mayor Ashton and Councilmember Van Grack)

The next scheduled Drop-In Session will be held by phone or in-person on Monday, February 9, 2026 from 5:15-6:15 pm with Mayor Ashton and Councilmember Van Grack. Please sign up by 10 am on the meeting day using the form at:

<https://www.rockvillemd.gov/formcenter/city-clerk-11/sign-up-for-dropin-meetings-227>

1. **Convene - 6:30 PM**
2. **Pledge of Allegiance**
3. **Proclamation and Recognition - NONE**
4. **Agenda Review - 6:35 PM**
5. **City Manager's Report - 6:40 PM**
6. **Boards and Commissions Appointments and Reappointments - NONE**
7. **Community Forum - 6:45 PM**
8. **Special Presentations - NONE**
9. **Consent Agenda - 7:05 PM**

- A. Award a Contract in the Form of a Purchase Order to Mid Atlantic Truck and Equipment, of Clinton, MD, for the Purchase of One leaf Collection Truck in the Amount of \$293,676.00 Consistent with the Terms and Conditions of the Cooperative Purchase Virginia Sheriff's Association Contract #26-07-0711

10. Public Hearing - NONE

11. Action Items - NONE

12. Worksession - 7:10 PM

- A. Mid-Year Report Presentation and Update on Impact of Government Restructuring and Effects on Rockville - Rockville Economic Development, Inc.

13. Mock Agenda - 8:10 PM

- A. Mock Agenda

14. Old / New Business - 8:15 PM

15. Adjournment - 8:30 PM



MAYOR AND COUNCIL Meeting Date: February 9, 2026
Agenda Item Type: CONSENT
Department: PW - FLEET SERVICES
Responsible Staff: KEITH VOGEL

Subject

Award a Contract in the Form of a Purchase Order to Mid Atlantic Truck and Equipment, of Clinton, MD, for the Purchase of One leaf Collection Truck in the Amount of \$293,676.00 Consistent with the Terms and Conditions of the Cooperative Purchase Virginia Sheriff's Association Contract #26-07-0711

Department

PW - Fleet Services

Recommendation

Staff recommends the Mayor and Council award a Contract in the form of a Purchase Order to Mid Atlantic Truck and Equipment, of Clinton MD, per quote #RSSQ43987 for the purchase of One Leaf Collection Truck in the amount of \$293,676.00 consistent with the Terms and Conditions of the Cooperative Purchase Virginia Sheriff's Association Contract #26-07-0711.

Discussion

The purchase of one leaf collection truck was approved in the FY26 budget (Attachment 1). The new trucks will replace unit #441, a 1991 International.

These vehicles are used for fall and spring leaf collection in the City of Rockville (City).

The vehicle being replaced will be disposed of in accordance with City procedures via auction.

Per Resolution 02-22, Transition the City On-Road Fleet to Cleaner and More Efficient Fuel Sources, staff evaluated alternatives for this vehicle replacement. The conversion of this heavy-duty leaf collection truck to electric is not feasible currently due to the unavailability of a model that has demonstrated performance to meet the city's duty cycle. Additionally, the electrification of heavy-duty fleet vehicles requires significant upgrades to the Rothgeb Maintenance Facility to support charging. The city is currently focused on Phase I of the Electric Vehicle Infrastructure CIP (GA23), which focuses on providing EV charging infrastructure to support the light duty fleet. Planning for the heavy-duty fleet is still in the planning stages. Staff will continue to monitor the market for available clean fuel models that may be suitable for the heavy-duty refuse fleet.

Mayor and Council History

This is the first time this agenda item has been brought before the Mayor and Council.

Procurement

This is a cooperative rider purchase through Virginia Sheriff's Association, a local government service cooperative, which serves as a municipal contracting agency throughout the nation with competitively awarded contracts. The City is a member of this cooperative and the Procurement Department has used Virginia Sheriff's Association for the purchase of services and goods in the past.

Purchasing from a Virginia Sheriff's Association contract provides the City with highly competitive pricing. By using the Virginia Sheriff's Association contract, the City can benefit from high volume discount pricing that would not be attainable by issuing a competitive solicitation for only one vehicle.

In accordance with Section 17-71(b) of the Rockville City Code, Cooperative Procurement, the City may contract with any contractor who offers goods, services, insurance, or construction on the same terms provided to other State or local governments or agencies thereof, who have arrived at those terms through a competitive procurement procedure similar to the procedures used by the City.

In accordance with Rockville City Code, Section 17-39(a), Awarding Authority, all contracts, including purchase orders, over \$250,000 shall be awarded by the Mayor and Council. The contract, in the form of a purchase order, will incorporate the terms and conditions of the applicable Sourcewell contract for this purchase. The purchase order will be signed by both the City and the vendor.

Mid Atlantic Truck and Equipment is a non-Minority, Female, Disabled or Veteran (non-MFD-V) business.

The draft purchase order is attached as Attachment 2.

To view all contract documents, please click the links below:

1. [VSA-Heavy-Equipment-IFB](#)
2. [26-07-0711 Mid AWS Response](#)
3. [VSA Item 791 Pac Mac Leaf Vacuum LV-25 Mid Atlantic](#)
4. [VSA Contract Award](#)
5. [Mid- Atlantic Quote RSSQ43987 2026](#)

Fiscal Impact

The cost of this vehicle exceeds the amount budgeted. Use of Refuse Fund contingency provides sufficient funding in the Department of Public Works Fleet Services Division vehicle replacement account for this purchase.

Next Steps

Upon Mayor and Council approval, the Procurement Department will issue a purchase order to Mid Atlantic Truck and Equipment for the purchase of one leaf collection truck.

Attachments

Attachment 1 - FY26-VRF - Leaf Collector, Attachment 2 - DRAFT PO 850-0115260232

Fleet Replacement Schedule

The city's Fleet Services Division continually monitors and maintains the city's fleet to ensure maximum useful life. Staff review the fleet each year and recommend replacement for vehicles meeting specific age, mileage, meter hours, condition, and usefulness criteria. When possible, vehicles will be reassigned within or between departments in order to maximize full unit life under the replacement criteria. Factors such as serviceability and technological life are also taken into consideration when making recommendations for replacement. The Fleet Services Division is responsible for ensuring that vehicles acquired are equipped with available features intended to enhance safety for motorists, pedestrians, and bicyclists in accordance with the Vision Zero Action Plan.

The vehicles shown below are scheduled for replacement in FY 2026. The FY 2026 budget also includes funding to lease a total of 209 vehicles. In support of the city's Climate Action Plan, staff anticipates that 10 of the vehicles acquired in FY 2026 will be electric.

Fund	Dept	Unit	Est. Cost
General	R&P	Senior Center Bus (electric)	\$239,700
General	R&P	Parks Refuse Truck	\$147,900
General	PW	Fork Lift	\$32,640
General	PW	Loader	\$244,800
General	PW	Light Duty Saltbox	\$6,500
General	PW	Heavy Duty Saltbox	\$15,610
General	PW	Light Duty Plow	\$8,670
General	PW	Medium Duty Plow	\$9,880
General	PW	Heavy Duty Plow	\$18,730
Refuse	PW	Refuse Truck	\$178,500
Refuse	PW	Leaf Collector Truck	\$280,500
SWM	PW	Utility Truck	\$290,700
SWM	PW	Truck Mounted Compressor	\$18,640
TOTAL for Planned Vehicle Purchases:			\$1,492,770



Purchase Order

City of Rockville

Purchasing 240-314-8430 Fax 240-314-8439

Tax Exempt Number: Maryland - 3000123-5; Federal - 52-6001573

PURCHASE ORDER NUMBER MUST BE REFERENCED ON ALL INVOICES

Page 1

Ref: PO Number:

PO 850

0115260232

Purchase Order Date:

Vendor Number: VC0000102097

Phone:

Email:

Contractor Address (Mail To):

THC ENTERPRISES, INC.
10641 CORDOVA ROAD
EASTON, MD 21601

SHIP TO: Public Works Department-Maintenance

Maintenance Division
14625 Rothgeb Drive
Rockville, MD 20850
ATTN: Julia Huang

Contract Number: DRAFT 25-1896 Proc. Type: Purchase Order
Version Number: 1 Comment:
Delivery Date: Confirmation: No

BILL TO: Public Works Department-Maintenance
Maintenance Division
14625 Rothgeb Drive
Rockville, MD 20850

Contact Name: Julia Huang
Phone/Email: 240-314-8486/jhuang@rockvillemd.gov
FOB:

Grand Total Amount:

\$293,676.00

Purchasing Contact:

Regina Washington

Phone/Email: 240-314-8431/rwashington@rockvillemd.gov

Special Instructions:

Line	Commodity Code/Description	Quantity	Unit of Measure	Unit Price	Amount \$
1	07053	0		\$0.00	\$293,676.00



Purchase Order

City of Rockville

Purchasing 240-314-8430 Fax 240-314-8439

Tax Exempt Number: Maryland - 3000123-5; Federal - 52-6001573

PURCHASE ORDER NUMBER MUST BE REFERENCED ON ALL INVOICES

Page 2

Ref: PO Number:

PO 850

0115260232

Purchase Order Date:

Line	Commodity Code/Description	Quantity	Unit of Measure	Unit Price	Amount \$
Trucks (With Specialized Bodies - Aerial Ladders and Tower B					
PURCHASE OF ONE PAC MAC LV25 LEAF MACHINE IN THE AMOUNT NOT TO EXCEED \$293,676.00					
AWARDED TO THC ENTERPRISES dba MID-ATLANTIC WASTE SYSTEMS PER VIRGINIA SHERIFIIS ASSOCIATION (VSA) CONTRACT #26-07-0711 AND QUOTE #RSSQ43987.					
VSA CONTRACT TERM THROUGH AUGUST 14, 2026.					
MID-ATLANTIC POC: FRED SEITZ; 800-338-7274X3066; FSEITZ@MATE.INC.					
VEHICLE DEALER DOCUMENTATION AND PREPARATION					
EACH ORDERED VEHICLE SHALL BE DELIVERED WITH THE FOLLOWING DOCUMENTS:					
1. TEMPORARY REGISTRATION AND TAGS,					
2. A MILEAGE STATEMENT					
3. CERTIFICATE OF ORIGIN					
4. AN INVOICE FOR THE VEHICLE(S) STATING ALL CHARGES					
5. AN APPLICATION FOR TITLE IN MARYLAND SIGNED BY THE DEALER, AND FILLED OUT AS FOLLOWS:					
APPLICANT'S NAME: MAYOR AND COUNCIL OF ROCKVILLE					
ADDRESS: 111 MARYLAND AVE. ROCKVILLE, MD. 20850					
SOUNDEX NUMBER: Z-975-000-351-460					
INSURANCE CO.: LOCAL GOVERNMENT INSURANCE TRUST					
POLICY NO.: 0094					
AGENT: LOCAL GOVERNMENT INSURANCE CLAIMS					
CLASS OF TAG: LG (LOCAL GOVERNMENT)					
IMPORTANT: MARYLAND DEALER'S CERTIFICATION MUST BE COMPLETED IN FULL OR THE VEHICLE CANNOT BE ACCEPTED BY THE CITY OF ROCKVILLE.					
6. A CERTIFICATE SHOWING THE VEHICLE WAS SERVICED IN ACCORDANCE WITH THE MANUFACTURERS RECOMMENDED NEW MOTOR VEHICLE PREPARATION CHECK SHEET. THIS CERTIFICATION SHALL BE SIGNED BY THE PERSON WHO SERVICED THE VEHICLE, AS WELL AS THE OWNER AND/OR DESIGNATED REP OF MANAGEMENT.					
7. EACH VEHICLE SHALL CONTAIN APPROPRIATE FUEL UPON DELIVERY AS SET FORTH BELOW.					
8. ALL DEALER IDENTIFICATION SHALL BE REMOVED FROM THE VEHICLE PRIOR TO DELIVERY.					
9. CONTACT MR. KEITH VOGEL, FLEET MANAGER, AT 240.314.8487 WITH NOTIFICATION OF THE EXPECTED DELIVERY DATE AT LEAST 24 BUSINESS HOURS PRIOR TO DELIVERY.					
DELIVERY INSTRUCTIONS FOR VEHICLES & HEAVY EQUIPMENT: THE CITY WILL ONLY ACCEPT DELIVERY IF ALL APPLICABLE DOCUMENTATION IS INCLUDED WITH THE EQUIPMENT. THE CITY WILL NOT ACCEPT EQUIPMENT DELIVERED WITHOUT DOCUMENTATION AND WILL WITHHOLD PAYMENT UNTIL REQUIRED DOCUMENTATION IS RECEIVED:					
1. AAMVA RECOMMENDED UNIFORM CERTIFICATE OF ORIGIN, CONFORMING TO MARYLAND LAW.					
2. APPLICATION FOR CERTIFICATE OF TITLE (FORM VR-5); SECTION 2 AND 4 COMPLETED BY SELLER.					
3. WARRANTY REGISTRATION DOCUMENTS WITH MAKE/MODEL/SERIAL NUMBERS FILLED IN WARRANTY FOR THIS VEHICLE 5 YEARS PER CONTRACT AND QUOTE.					
4. MILEAGE STATEMENT					
5. MARYLAND STATE INSPECTION CERTIFICATE (FORM MSP-2363), IF REQUIRED.					
6. ASSIGNMENT OF CERTIFICATE OF ORIGIN AND TITLE APPLICATION, IF APPLICABLE, MUST BE AS FOLLOWS:					
MAYOR AND COUNCIL OF ROCKVILLE					
111 MARYLAND AVENUE					
ROCKVILLE, MD 20850					
EQUIPMENT MUST BE COMPLETELY ASSEMBLED, THOROUGHLY TESTED, AND READY FOR OPERATION UPON DELIVERY. EQUIPMENT MUST BE PROPERLY SERVICED, CLEANED, WASHED, FULLY FUELED, AND IN ORIGINAL EQUIPMENT MANUFACTURER OPERATING CONDITION. ALL RECOMMENDED LUBRICATION, ADJUSTMENT OF MECHANISMS, AND OPERATION OF ALL MECHANICAL, HYDRAULIC, AND ELECTRICAL FEATURES AND SYSTEMS MUST BE INCLUDED IN DELIVERY. ADDITIONALLY, DEALER MUST GIVE TO THE CITY THE PARTS, SERVICE, REPAIR, LUBRICATION, WIRING, HYDRAULIC DIAGRAM, AND PNEUMATIC DIAGRAM INFORMATION IN THE MOST CURRENT MEDIA AVAILABLE, PREFERABLY WEB-BASED, FOR THE PRICE LISTED ON THE PURCHASE ORDER. INSTRUCTIONS TO ACCESS SUCH INFORMATION MUST BE PROVIDED AT DELIVERY. CITY WILL NOT ACCEPT UNITS DELIVERED WITHOUT THE REQUIRED INFORMATION AND INSTRUCTION.					
WARRANTY. VENDOR WARRANTS THAT ALL EQUIPMENT, PRODUCTS, AND SERVICES FURNISHED ARE FREE FROM LIENS AND ENCUMBRANCES, AND ARE FREE FROM DEFECTS IN DESIGN, MATERIALS, AND WORKMANSHIP.					
IN ADDITION, VENDOR WARRANTS THE EQUIPMENT, PRODUCTS, AND SERVICES ARE SUITABLE FOR, AND WILL PERFORM IN ACCORDANCE WITH, THE ORDINARY USE FOR WHICH THEY ARE INTENDED. VENDORS DEALERS AND DISTRIBUTORS MUST AGREE TO ASSIST THE CITY IN REACHING A RESOLUTION IN ANY DISPUTE OVER WARRANTY TERMS WITH THE MANUFACTURER. ANY MANUFACTURERS WARRANTY THAT IS EFFECTIVE PAST THE EXPIRATION OF THE VENDORS WARRANTY WILL BE PASSED ON TO THE CITY.					

GRAND TOTAL \$293,676.00

TERMS AND CONDITIONS at:

<http://www.rockvillemd.gov/documentcenter/view/75>

Are incorporated by reference



Purchase Order

City of Rockville

Purchasing 240-314-8430 Fax 240-314-8439

Tax Exempt Number: Maryland - 3000123-5; Federal - 52-6001573

PURCHASE ORDER NUMBER MUST BE REFERENCED ON ALL INVOICES

Page 3

Ref:

PO Number:

PO 850

0115260232

Purchase Order Date:



AUTHORIZED SIGNATURE

THC ENTERPRISES INC dba
MID-ATLANTIC WASTE SYSTEMS

DRPAF



Purchase Order

City of Rockville

Purchasing 240-314-8430 Fax 240-314-8439

Tax Exempt Number: Maryland - 3000123-5; Federal - 52-6001573

PURCHASE ORDER NUMBER MUST BE REFERENCED ON ALL INVOICES

Page 4

Ref: PO Number:

PO 850

0115260232

Purchase Order Date:

C	A	- BUDGET ACCOUNT NOS -	**ACCOUNTING USE ONLY**
1	1	230 850 0803 0431	Amt. \$293,676.00

FOR CITY OF ROCKVILLE USE ONLY

I hereby certify that goods were received in good condition and/or services were satisfactorily performed.

PRINT FULL NAME

DATE

AUTHORIZED SIGNATURE

GRAND TOTAL:

DRAFT



MAYOR AND COUNCIL Meeting Date: February 9, 2026
Agenda Item Type: WORKSESSION
Department: CITY MANAGER'S OFFICE (CMO)
Responsible Staff: LINDA MORAN

Subject

Mid-Year Report Presentation and Update on Impact of Government Restructuring and Effects on Rockville - Rockville Economic Development, Inc.

Department

City Manager's Office (CMO)

Recommendation

Staff recommends that the Mayor and Council receive the Mid-Year Report Presentation as well as the Report on the Impact of Government Restructuring & Effects on Rockville 2025- Year-End Round Overview from Rockville Economic Development, Inc. (REDI)

Discussion

REDI was established in 1997 as a 501(c)(3) by the Mayor and Council to proactively support existing businesses and attract new businesses to the city, among other purposes. REDI receives funding from the city pursuant to a Funding Agreement dated July 1, 2024. The Agreement requires both parties to fulfill certain obligations. One of those requirements is for REDI to present a mid-year report in February.

In addition, REDI provided the Mayor and Council with a report in April 2025 entitled Overview of Economy & Impact of Recent Government Restructuring for Rockville. The attached Report on the Impact of Government Restructuring & Effects on Rockville, 2025 - Year-End Round Overview updates the April information (attachment 1).

Mayor and Council History

The current agreement between REDI and the Mayor and Council was effective July 1, 2024, with a termination date of June 30, 2027.

Attachments

Attachment 1_Impact of Government Restructuring & Effects on Rockville 2025 Year End,
Attachment 2_REDIFY26 Mid-Year Report Presentation



Impact of Government Restructuring & Effects on Rockville 2025 Year-End Overview

How Federal Policy Shifts in 2025 Impacted Rockville's Economy

Rockville Economic Development, Inc.
February 9, 2026



Economic Impact



Key Economic Takeaways

Strong fundamentals persist, but policy changes and federal exposure are creating new pressures

- **Policy Changes:**

- **State Policy:** Effective July 1, 2025, Maryland enacted a 3% sales tax on certain data and information technology services. The potential impacts on technology-driven businesses and service providers are being monitored.¹
- **Federal Policy:** Executive actions in 2025 focused on energy deregulation, tariff adjustments, and federal agency restructuring. The downstream implications for climate, health, and workforce-related sectors are currently being monitored as policies are implemented and clarified.²³

- **Workforce:**

- **Local Employment Trends:** Rockville's unemployment rate increased to 4.2% in September 2025, up 1.5 percentage points from September 2024. This change coincides with broader regional and federal workforce adjustments, as well as reductions in private industry.⁴
- **Regional Federal Employment:** Preliminary regional labor data indicate the Bethesda–Rockville–Frederick area experienced an estimated net reduction of approximately 9,900 federal jobs as of November 2025 from November 2024.⁵
- **National Federal Workforce:** According to the U.S. Office of Personnel Management, federal civilian employment declined by more than 317,000 positions nationwide, representing an estimated 13.7% reduction from September 2024 levels. The local and regional impacts of these national workforce changes continue to be evaluated.⁶



Key Economic Takeaways (cont'd)

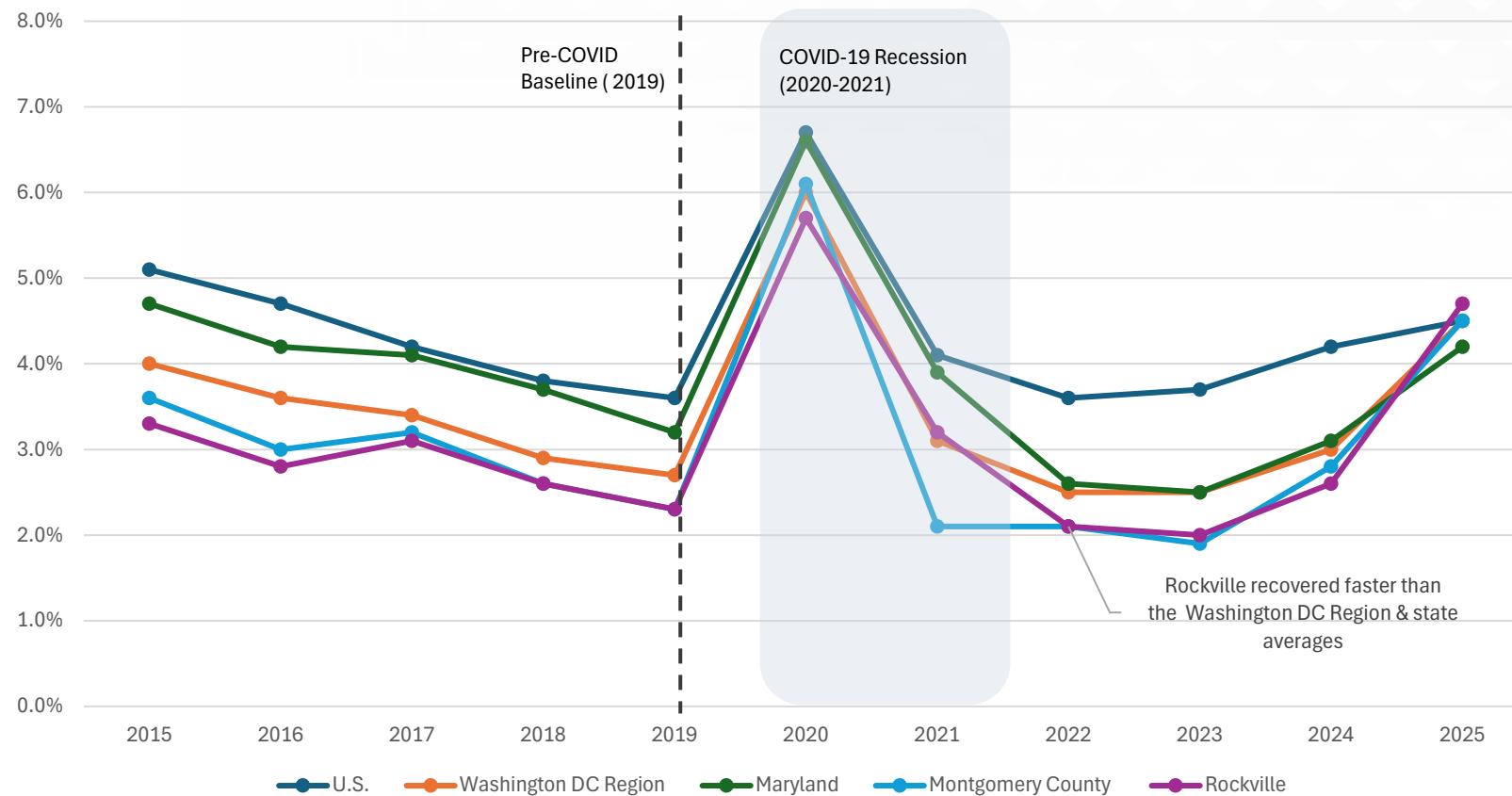
Strong fundamentals persist, but policy changes and federal exposure are creating new pressures

- **Hospitality**
 - **Visitor & Spending Trends:** Data from Visit Montgomery and national research organizations, including the Brookings Institution, indicate softening consumer spending and visitor demand in Montgomery County and the broader Washington, DC region. These trends are being monitored to assess duration and localized impacts.^{7 8}
- **Public Services**
 - **Service Delivery:** Reported disruptions to select public services, including food assistance programs (SNAP), early childhood education (Head Start), and federal workplace inspections (OSHA), have occurred.^{9 10 11}
- **Research & Data**
 - **Data Availability:** Temporary interruptions and reporting delays at some federal agencies have affected the timing and availability of key economic indicators, including components of the Consumer Price Index (CPI) and select employment data from the Bureau of Labor Statistics (BLS). Data quality and comparability impacts continue to be evaluated as updates are released.^{12 13}

Employment Activity in Rockville & Montgomery County

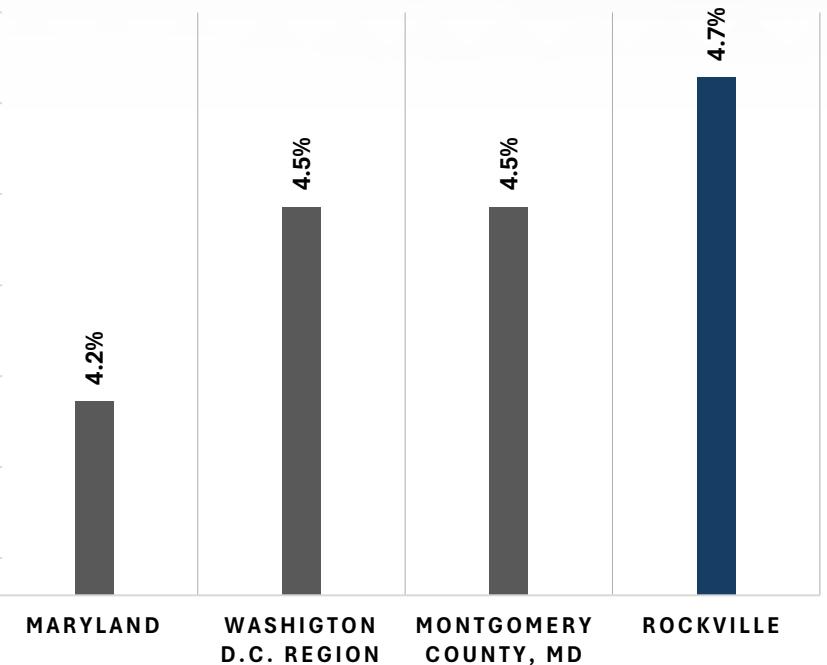
Rockville's low unemployment ticks up as federal cuts & private industry layoffs affect hundreds of workers

Historical Unemployment Rates by Locale



Source: Bureau of Labor Statistics

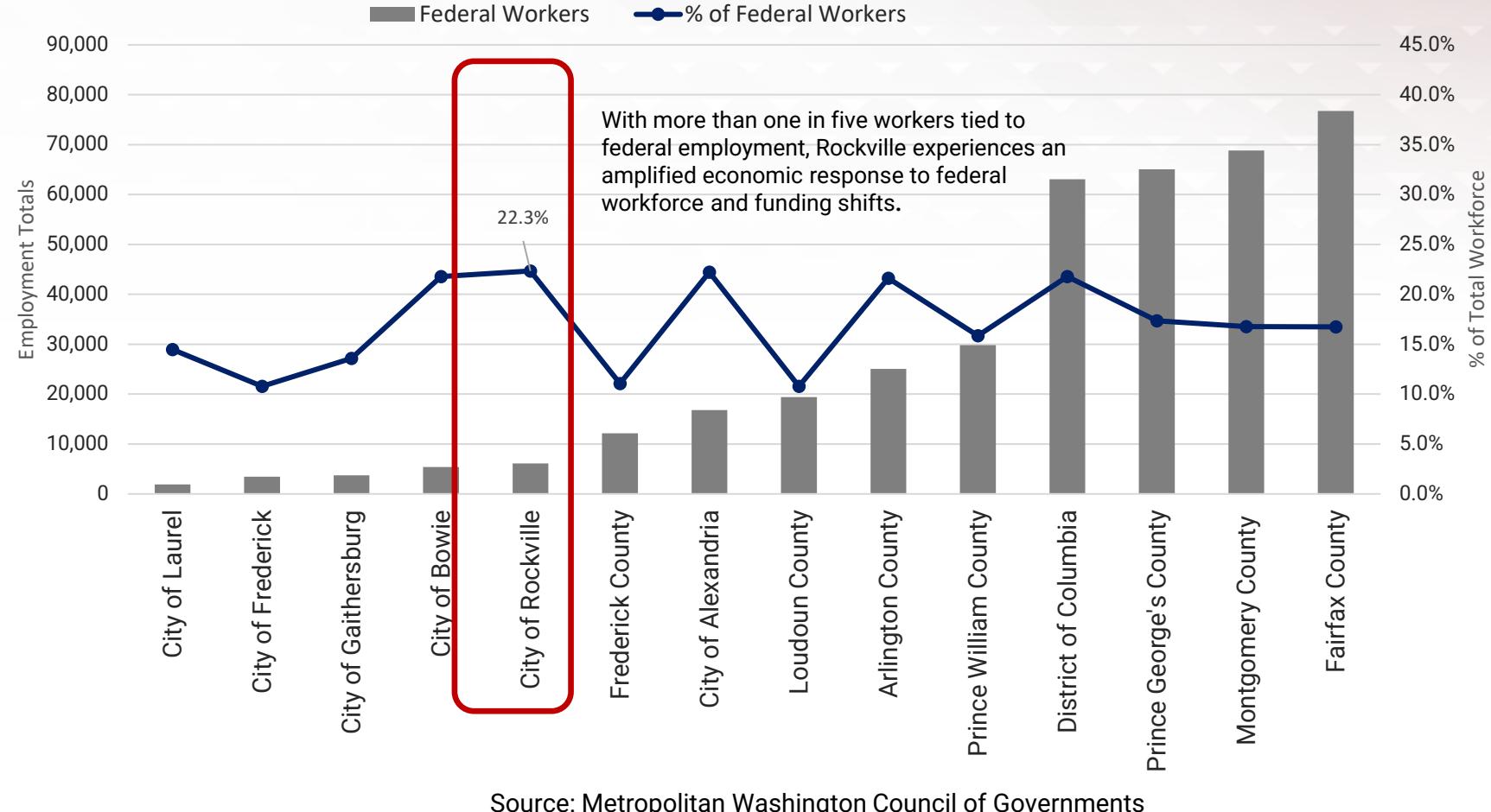
UNEMPLOYMENT RATE AS OF NOVEMBER 2025



Rockville's Federal Workforce Exposure: Risk and Economic Sensitivity

- Federal workforce and contractor reductions are translating into local economic impacts, affecting professional services, life sciences, and government contracting firms.
- Rockville's economy feels federal shifts faster than the broader region, given the concentration of federal agencies, contractors, and federally funded research activity.
- Office market stress is closely linked to federal exposure, as lease downsizing and contractor slowdowns contribute to elevated vacancy and delayed investment decisions.
- These conditions reinforce the importance of diversification, driving the City and REDI's focus on private-sector growth in life sciences, emerging technology, and small-scale manufacturing.

Federal Workforce Exposure by Locale



Federal Workforce Reductions Are Already Impacting Maryland Households

Rockville is experiencing early economic impacts from federal workforce reductions and industry realignment, but continues to demonstrate resilience

Share of D.C.-area households with federal government workers or contractors who lost their jobs

Q: Since Jan. 1, 2025, has anyone in your household been laid off, fired or put on leave from a job with the federal government or a federal government contractor? (Among those in the 31% of households with a federal government employee or contractor)



Source: April 22-May 4, 2025, Washington Post-Schar School poll of 499 adult residents in the Washington, D.C., area living in households with a federal government worker or contractor with a margin of error of +/- 5.7 percentage points. Error margins larger among subgroups.

EMILY GUSKIN / THE WASHINGTON POST

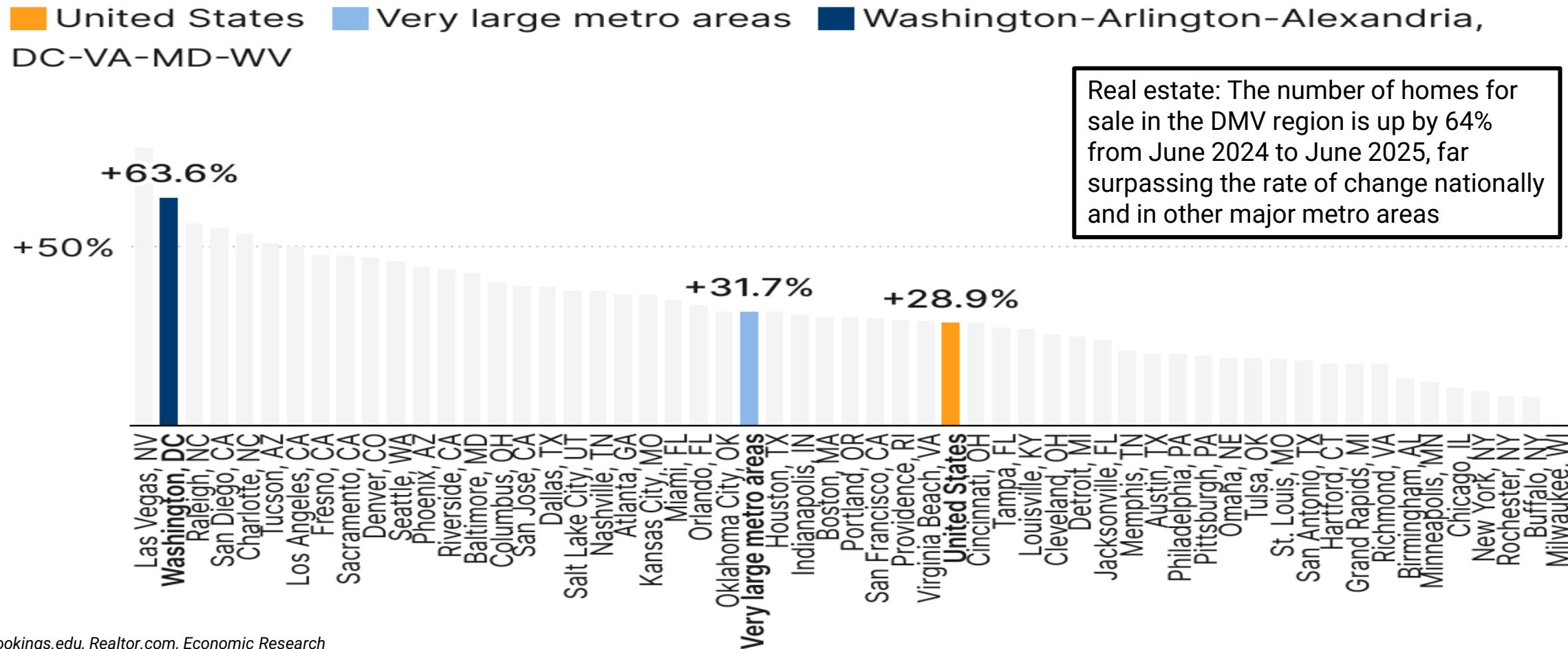
Source: Washington Post

- The chart shows that job losses tied to federal employment or federal contracting have had a meaningful and uneven impact across the Washington, DC region since January 1, 2025.
- With approximately 22% of Rockville's workforce tied to federal employment, federal policy decisions are translating more quickly into local labor market and commercial real estate impacts.
- Even modest federal cuts have outsized effects on professional services, life sciences, and government contracting firms located in the city.
- Federal workforce exposure underscores why diversification into private-sector growth industries is critical to Rockville's long-term economic resilience.

Active Home Listings in Washington D.C. Metro

Active home listings

Percent change (%)



Real estate: The number of homes for sale in the DMV region is up by 64% from June 2024 to June 2025, far surpassing the rate of change nationally and in other major metro areas

Source: Brookings.edu, Realtor.com, Economic Research

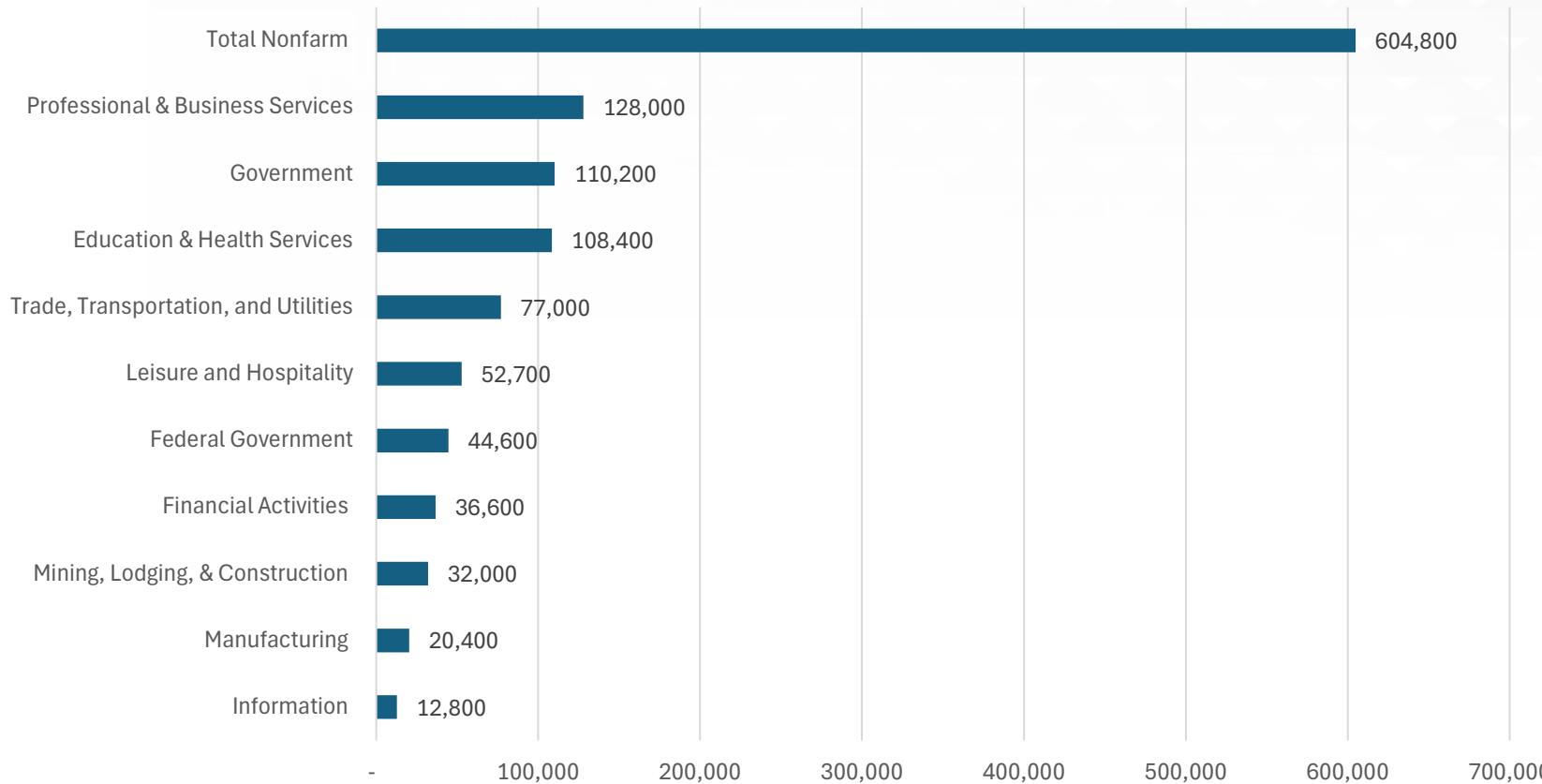


Industry Impact of Federal Restructuring

Bethesda-Rockville-Frederick Employment Numbers by Industry

Heavy reliance on federal and office-based sectors; blue-collar and life sciences show recent momentum

Employment by Industry as of November 2025



- Employment trends over the past 12 months show uneven performance across industries, signaling a period of adjustment rather than broad-based growth or decline.
- Office-producing and federally linked sectors are experiencing slower growth or contraction, consistent with federal workforce restructuring, delayed procurement, and evolving work patterns.
- Construction and other blue-collar industries continue to post stronger gains, helping offset softness in professional and office-based employment.
- Life sciences and technical sectors show mixed results, reflecting national investment headwinds alongside continued long-term demand for specialized talent.
- Overall labor market conditions remain relatively stable, but sector divergence highlights the region's sensitivity to federal policy decisions and the importance of diversification.

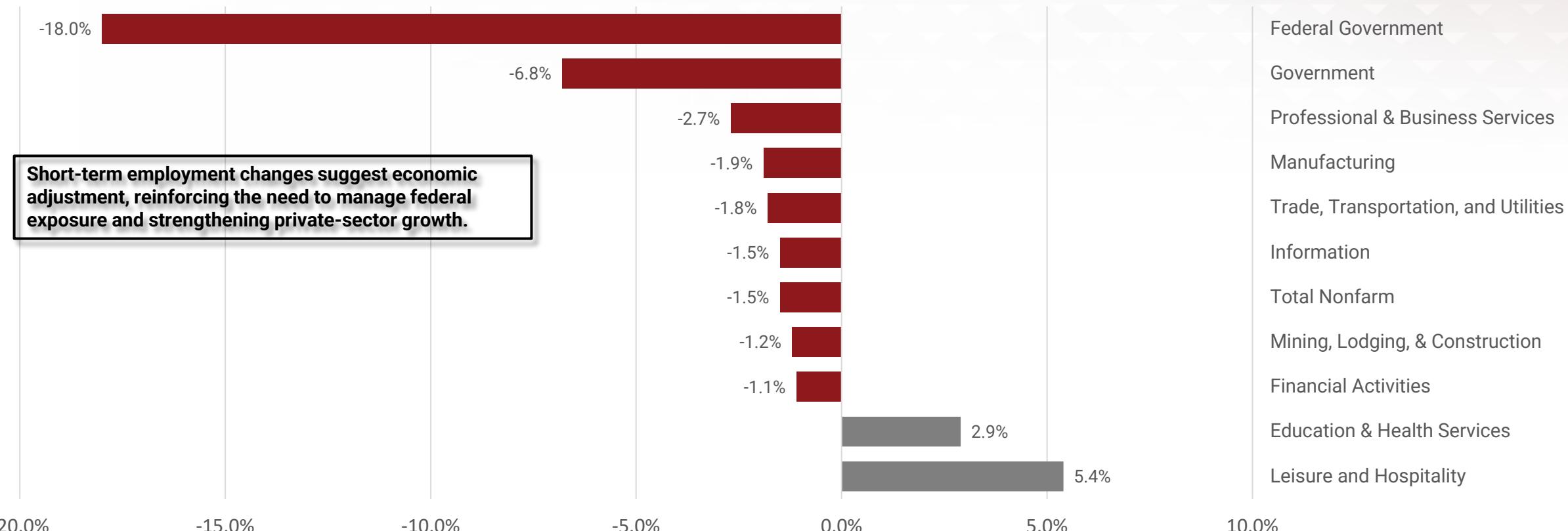
Source: Bureau of Labor Statistics

12-Month Employment Change Signals Emerging Economic Shifts

Bethesda-Rockville-Frederick employment change captures near-term federal policy effects

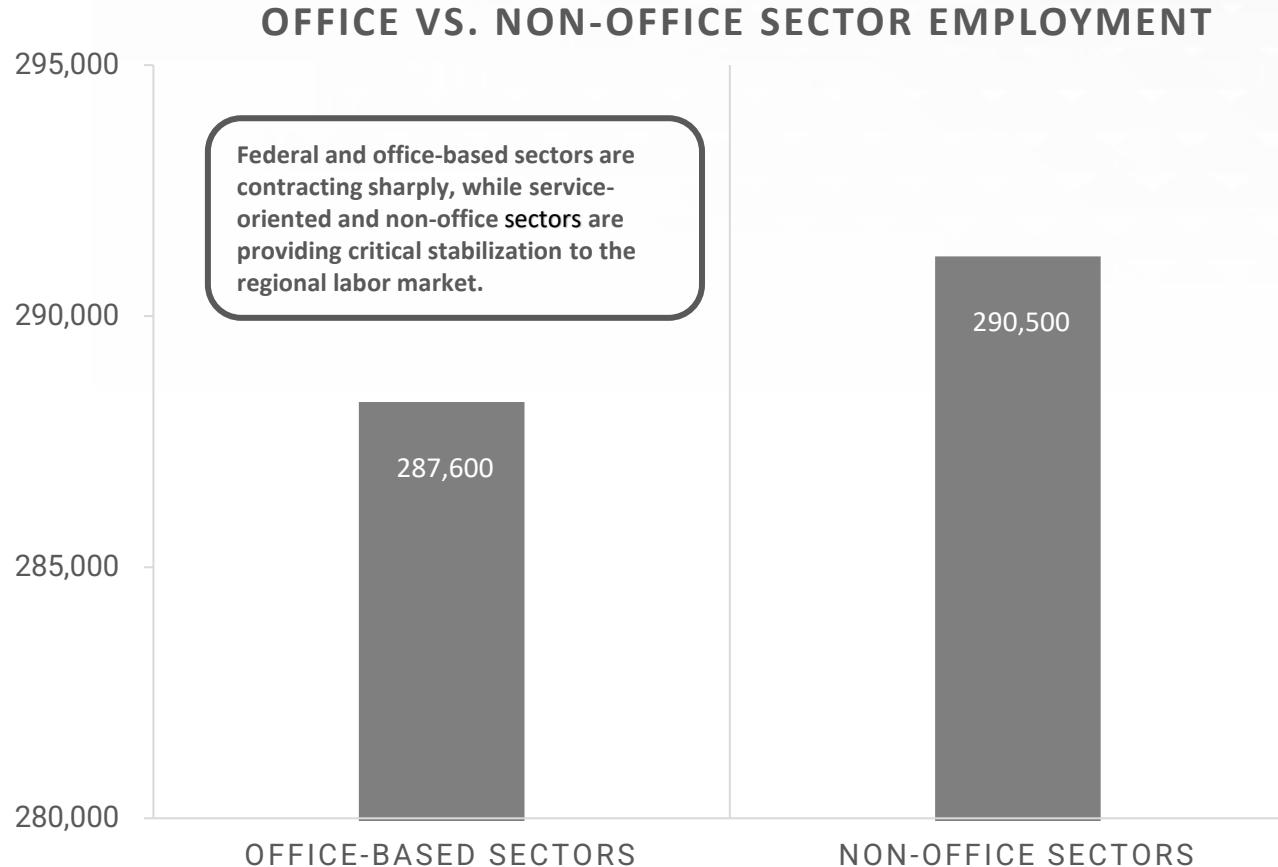
Year-Over-Year Percent Change in Employment

Nov 2024-Nov 2025



Source: Bureau of Labor Statistics

Labor Market in Transition: Federal Losses Offset by Non-Office Growth



Source: Bureau of Labor Statistics

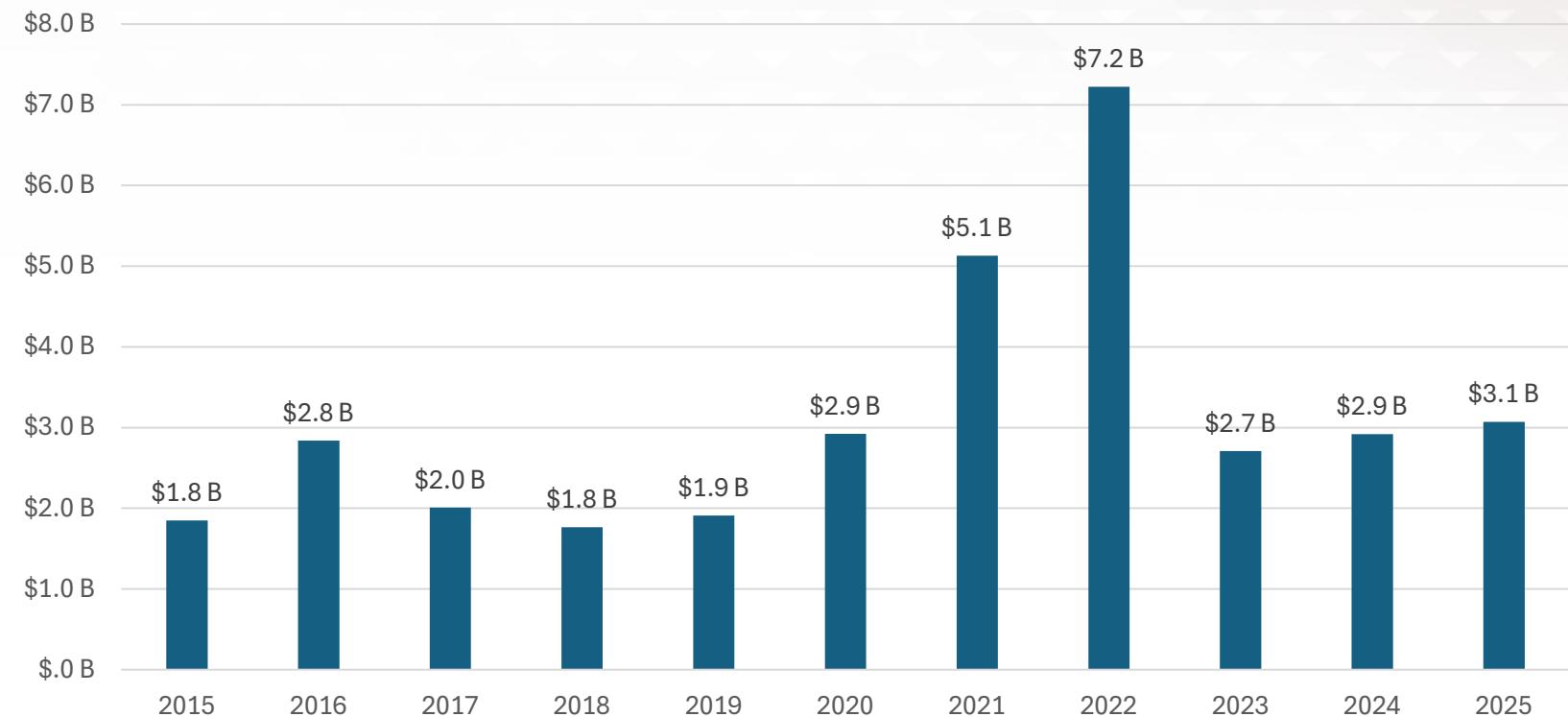
- Despite similar employment size, office-based sectors are experiencing disproportionately larger declines, reinforcing the link between:
 - Federal workforce restructuring
 - Office market softness
- Office-based sectors are driving most of the employment contraction, particularly:
 - Professional & Business Services (-2.7%)
 - Information (-1.5%)
 - Financial Activities (-1.1%)
- Non-office sectors are showing relative resilience, with notable growth in:
 - Leisure and Hospitality (+5.4%), reflecting continued recovery in travel, dining, and in-person services.
 - Education & Health Services (+2.9%), underscoring the stabilizing role of healthcare and education employment.

Federal Awards Activity for Rockville

\$34B in awards over 10 years – Cybersecurity, Life Science & Healthcare Services

- Over the past decade, Rockville has secured \$34 billion in federal awards, with funding peaking in 2022 before tapering off through 2025.
- Additional major awardees, such as Emmes, Hendall, and BAE Systems, have won some of the region's most substantial contracts across the life science, cybersecurity, and IT services sectors.

Rockville's Federal Awards (2015-2025)



Source: USASpending.gov

Federal Impacts on Life Sciences & Biotech Industry

- **What changed in 2025:**

- **Funding Uncertainty:** Federal budget actions and restructuring at agencies such as NIH and HHS introduced short-term uncertainty, leading some life sciences firms to delay expansion, hiring, or capital investment decisions.
 - **Impact of SBIR Funding Changes on Life Sciences:** The statutory authority for the SBIR and STTR programs expired on September 30, 2025, meaning agencies cannot issue new solicitations or awards until Congress reauthorizes the programs.
- **Increased Reliance on Private Capital:** As federal funding became less predictable, life sciences firms increasingly relied on private investment, partnerships, and state or local support to sustain growth.
- **Grant & Contract Timing:** Slower grant awards, pauses, and heightened scrutiny of federal funding have affected cash flow and planning, particularly for early-stage and research-dependent companies.
- **Workforce Effects:** Federal workforce reductions and policy shifts impacted the broader research ecosystem, influencing talent availability, contractor activity, and collaboration with federal labs and agencies.
- **Regulatory Environment:** Changes in federal agency operations and staffing created longer or less predictable regulatory timelines, affecting product development and commercialization schedules.
- **Strategic Resilience:** Despite near-term pressures, Rockville's proximity to federal research institutions, strong talent base, and established life sciences ecosystem position the sector for long-term recovery and growth as federal conditions stabilize.

Federal Impacts on Government Contracting

What changed in 2025:

- **Timing & Pipeline Risk:** Greater variability in award timing and obligation levels has introduced uncertainty for contractors, particularly those dependent on multi-year federal programs.
- **Sector Sensitivity:** Technology, cybersecurity, health, and professional services—sectors with strong federal exposure—are experiencing heightened competition and more cautious procurement activity.
- **Local Implications:** Communities with a high concentration of federal contractors, including Rockville and the surrounding region, may experience downstream effects on employment, office demand, and investment decisions as contracting activity adjusts.
- **Facility & Workforce Reductions:** Accelerated budget cuts targeting underutilized federal facilities and personnel reductions could reduce demand for facility-related, administrative, and support contracts, particularly in markets with high federal office vacancy.
- **Heightened Scrutiny of Awards:** Expanded focus on identifying waste, fraud, and abuse may result in tighter oversight, contract reviews, and reductions or eliminations of funding for programs deemed non-critical, increasing competition and uncertainty for contractors.

Federal Impacts on Small-scale Manufacturing

What changed in 2025:

- **Manufacturing Employment Trends:** Manufacturing employment continued to soften, and employment dropped 2% from November 2024 to November 2025. This contraction can affect local supply chains and labor availability for small manufacturers in Rockville.
- **Tariff & Input Cost Pressures:** Federal tariff policies have been associated with uncertainty and higher input costs for manufacturers, particularly for intermediate materials (e.g., steel, aluminum), which disproportionately impact small manufacturing firms with limited purchasing scale.
- **Supply Chain & Cost Challenges:** Broader research shows that tariffs and trade policy uncertainty can raise operating costs and disrupt supply chains for U.S. manufacturers, potentially constraining growth for small manufacturers dependent on imported inputs.
- A major policy fight emerged over NIH research overhead/indirect cost reimbursements (courts blocked the attempted cap). Reuters
- Regional reporting flagged federal cuts as a threat to Montgomery County's life-science cluster.
- Increased importance of local gap-fill tools (grants, pilots, incentives) to keep startups and scaleups moving.

Federal Impacts on Emerging Industries

What changed in 2025:

- **AI Policy & Federal Frameworks:** Federal executive orders in 2025 directed a national AI policy framework aimed at maintaining U.S. AI leadership, reducing state-level regulatory fragmentation, and encouraging adoption and investment in AI technologies.
- **R&D Investment Priorities:** Federal research priorities in 2025 maintained or increased funding for key emerging technology areas – including AI, quantum information science, and advanced computing – through programs and federal lab partnerships that expand research infrastructure and industry engagement.
- **NSF AI Research Hubs:** The National Science Foundation expanded investments (e.g., \$100M in National AI Research Institutes) that support collaborative AI research and workforce development; such federal research networks help position regions like Rockville for technology spin-outs and partnerships.
- **Defense & Aerospace R&D:** Major portions of federal R&D funding continue to go to agencies such as the Department of Defense and NASA, sustaining aerospace and related technology development pipelines that benefit local suppliers and research firms.
- **Supply Chain & Tech Security Initiatives:** New federal initiatives, such as the Pax Silica supply-chain cooperation effort for semiconductors and advanced technology infrastructure, signal federal emphasis on resilient domestic tech ecosystems – an opportunity for local firms tied to aerospace, AI, and clean tech supply chains
- **Workforce & Talent Programs:** Federal tech workforce efforts (e.g., U.S. Tech Force) aim to recruit early-career technologists into missions related to AI and IT modernization, which may strengthen the regional talent pool accessible to Rockville's emerging tech sectors.



City of Rockville Commercial Inventory: Competitive Landscape

City of Rockville - Commercial Real Estate Fundamentals Year-End 2025

Office

- Inventory – 13.0 million square feet
- Vacancy – 25%
- Rents - \$30 per square foot
- Leasing – 487,000 square feet
- Sales - \$84 million
- Sales Price/SF - \$182

Industrial/Flex

- Inventory – 4.1 million square feet
- Vacancy – 7.7%
- Rents - \$24 per square foot
- Leasing – 103,000 square feet
- Sales - \$19.1 million
- Sales Price/SF - \$264

Retail

- Inventory – 2.3 million square feet
- Vacancy – 8.6%
- Rents - \$43 per square foot
- Leasing – square feet
- Sales - \$12.4 million
- Sales Price/SF - \$337

Source: CoStar

City of Rockville - Office Fundamentals Year-End 2025

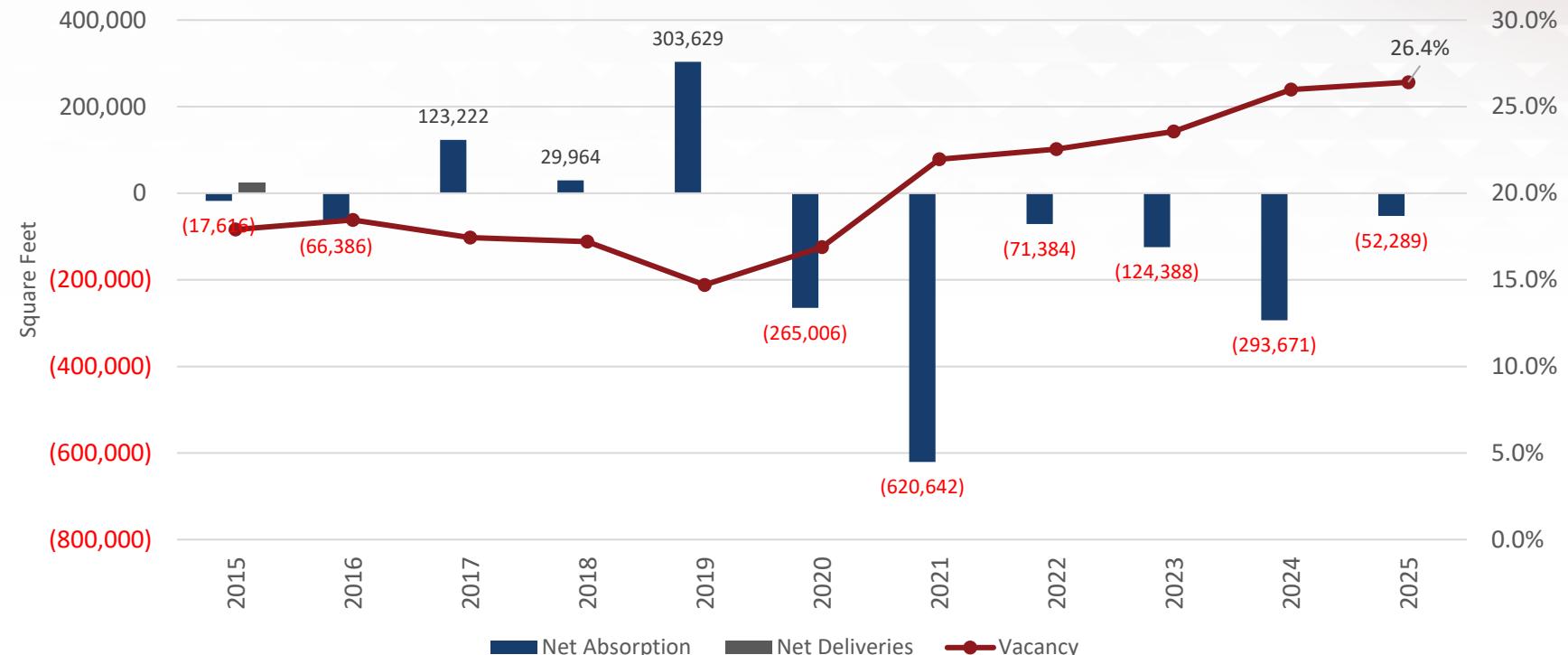
High Vacancy persists, but leasing momentum offers some relief as 2025 closed

These slides provide a brief overview of the City of Rockville's office market fundamentals throughout 2025.

- Vacancy Remains Elevated:** Office vacancy stood at approximately 26% as of year-end 2024 and persisted through 2025, reflecting structural shifts in office demand.
- Absorption Trend Improving:** Net absorption was negative 5,812 SF year-to-date (Q2 2025), a marked improvement from the -70,000 SF contraction in Q4 2024, indicating slowing tenant losses.
- Limited New Supply:** Low levels of new office deliveries suggest that vacancy pressure is demand-driven rather than supply-driven.

Rockville Office Market Trends (Year-to-date 2025)

Tracking Vacancy, Net Absorption, and Deliveries Across a Decade of Change



Source: CoStar

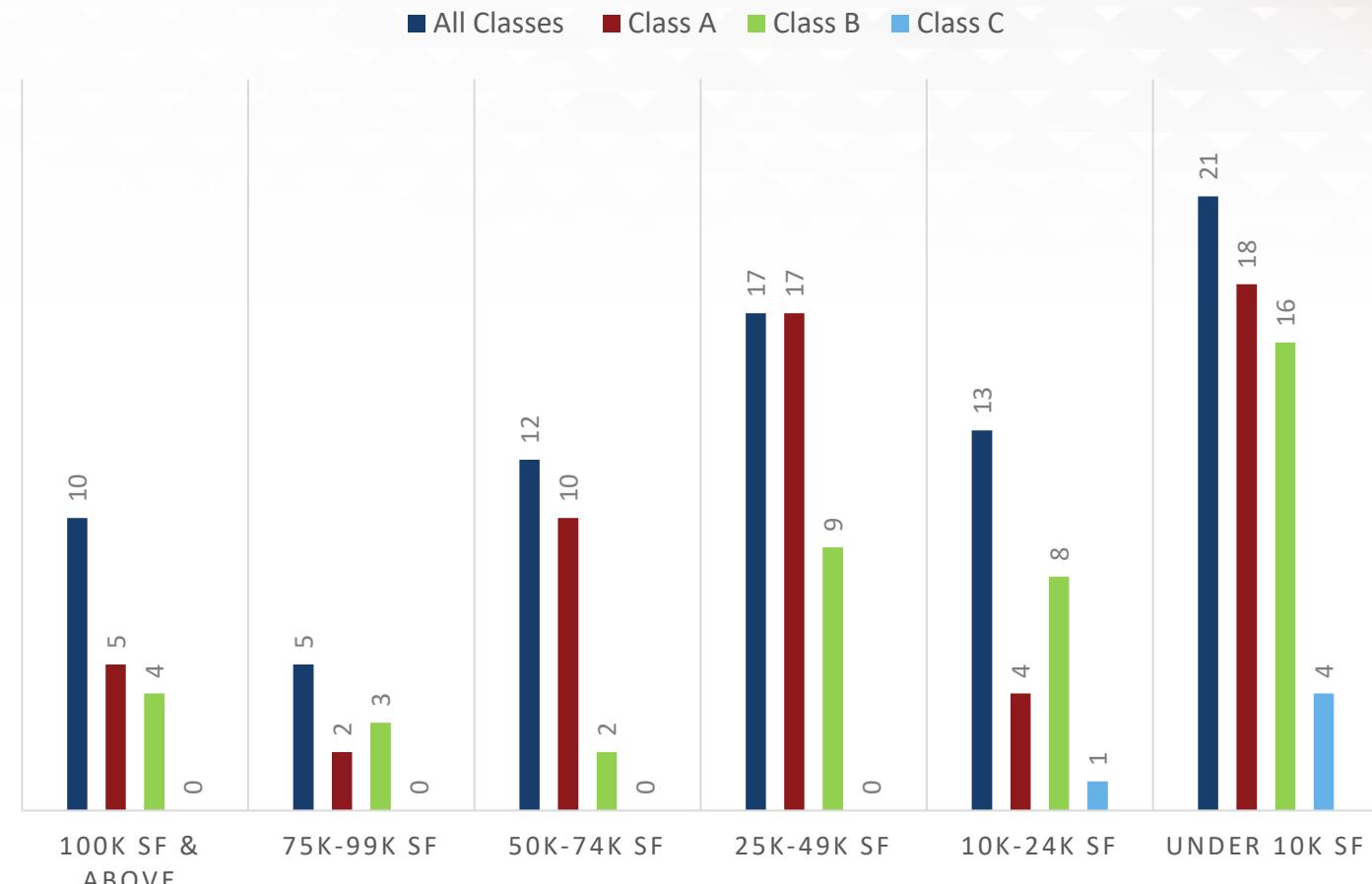
Available Blocks of Office Space

Rockville's vacancy is concentrated in a defined subset of properties, creating both challenges and opportunities for targeted repositioning and attraction strategies.

We're looking closer at the office space contributing to Rockville's elevated vacancy.

- **Concentrated Availability:** 51 buildings citywide contain 10,000 SF or more of available space, accounting for the majority of vacancy.
- **Class A Dominance:** Approximately 61% of available space is in Class A properties, largely built or renovated after 2003.
- **Class B Exposure:** 26% of available space is in Class B buildings, primarily constructed between 1973-1987.

AVAILABLE BLOCKS OF SPACE BY CLASS



Source: CoStar

Availability of Office Space in the City of Rockville

Both newer Class A and aging Class B assets are underperforming, though for different reasons, pointing to a mismatch between existing supply and evolving tenant preferences

- **Class A Underperformance:**

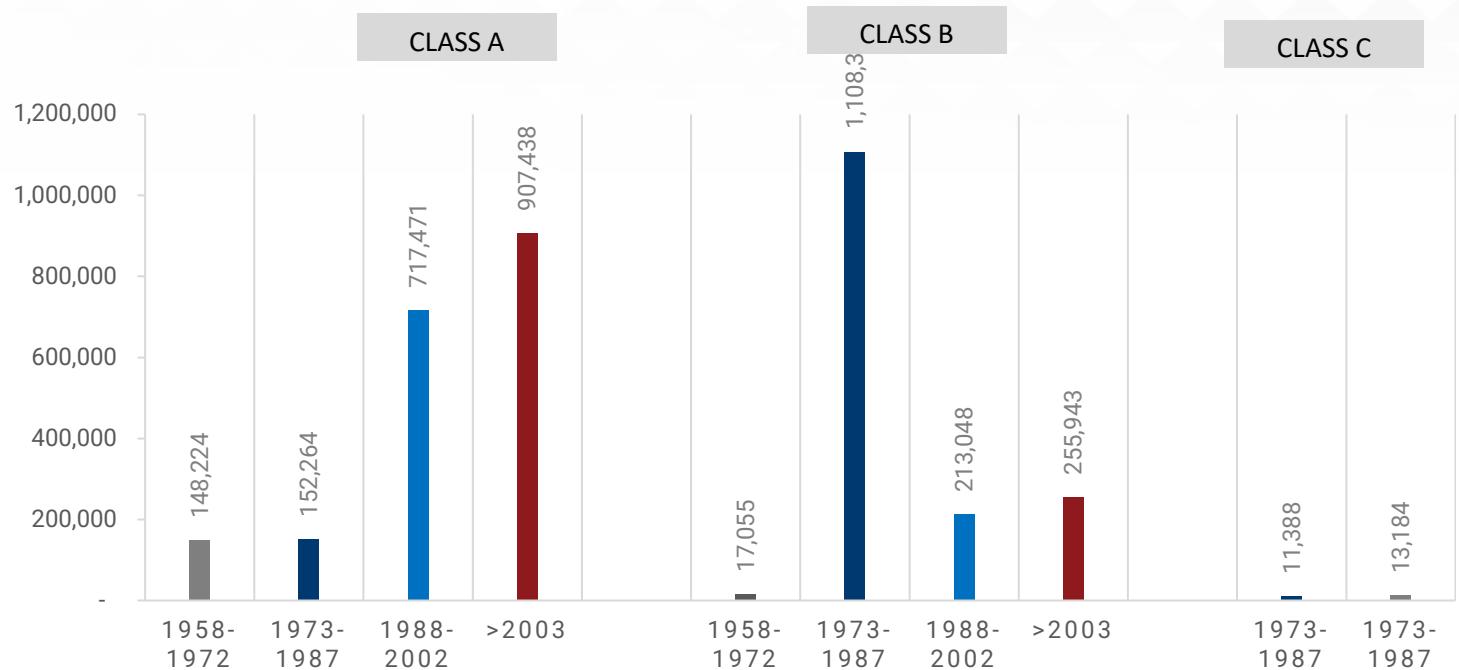
Elevated vacancy in newer buildings suggests that “newer” alone is no longer sufficient to attract tenants without location, flexibility, or cost alignment.

- **Class B Reinvestment Need:**

Persistent vacancies in older Class B assets indicate the need for renovation, repositioning, or alternative use strategies.

- **Demand Shift:** Hybrid work and cost sensitivity continue to reshape tenant location and space-use decisions.

AVAILABLE SPACE BY CLASS AND YEAR BUILT

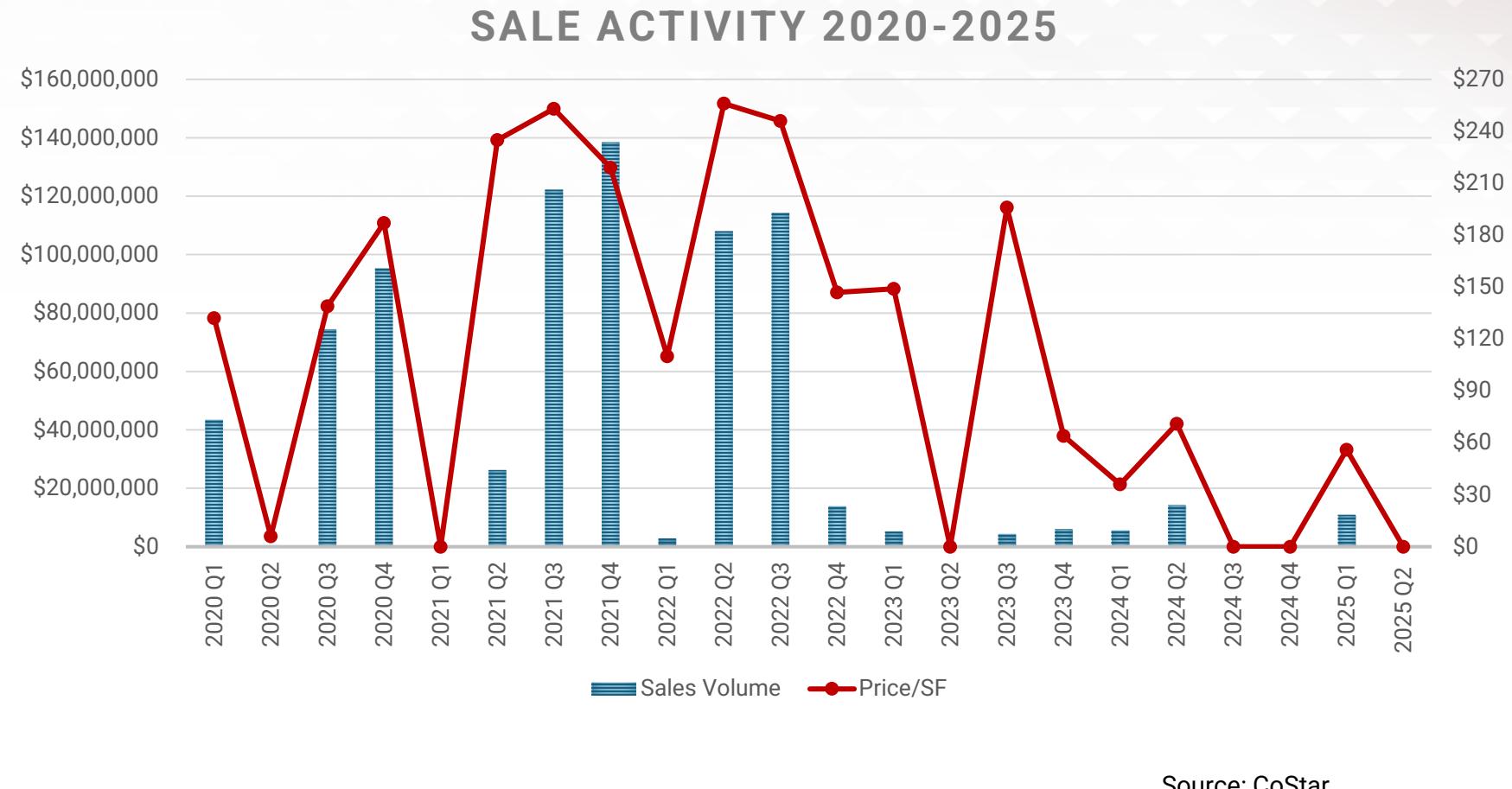


Source: CoStar

Office Sales 2020-2025

City of Rockville office investment activity continued through 2025, but pricing erosion and distressed transactions highlight ongoing stress in the asset class.

- Transaction Volume:** Approximately \$666 million in office assets traded between 2020–2025.
- Pricing Pressure:** Recent sales reflect declining price per square foot, signaling reduced valuations.
- Distress Indicators:** Three foreclosure sales and multiple pending lender takebacks indicate financial strain among owners.
- Landlord Challenges:** Prolonged leasing difficulty continues to pressure asset competitiveness and capital reinvestment.



Source: CoStar

Where is Rockville Competitive?

R&D, Life Sciences, Biomanufacturing, & Research-adjacent Companies

- **Strong fit:** Rockville already has an existing ecosystem and needs to diversify within the life science and biotechnology sector.
 - Industries to focus on:
 - Biotech / biopharma R&D
 - Medtech + digital health
 - CRO/CDMO-adjacent professional services
 - Regulatory, quality, compliance, & service firms
- According to Scheer Partners, lab availability has risen notably along the Biotech Corridor and the overall DC Metro, meaning the near-term opportunity is often backfilling and repositioning, not just new construction. This also signals a tenant-friendly market.
- **Focus:** Life science and biotech firms needing 10K–60K square feet of R&D/lab or hybrid office/lab footprints

Where is Rockville Competitive?

REDI was ahead of the curve in working on diversifying the economy beyond Federal jobs and contracting

Federal contract ecosystem & Tech focused Companies (Tech + Professional & Business Services)

- **Strong fit:** Works well in mid-size office blocks and flex; aligns with regional tenant demand cycles.
 - Industries to focus on:
 - Artificial Intelligence (AI) & advanced analytics companies
 - Health IT
 - Professional & Business Services - Engineering, program management, logistics, training providers
- **Focus:** Federal Contractors require 10K–50K SF office space with high parking, proximity to transit, and optional high-security features. AI & Tech Firms: Seek 5K–30K SF office/flex space with robust power and connectivity, plus scalability.

Where is Rockville Competitive?

Small-scale manufacturing

- **Strong fit:** Rockville can compete on proximity, workforce, and smaller footprints.
 - Industries to focus on:
 - Food production/specialty packaged foods
 - Light manufacturing, fabrication, printing
 - Consumer product assembly + distribution
 - **Focus:** Rockville can compete on proximity, workforce, and smaller footprints. These companies work well with space ranging from 3K–9K SF flex/industrial—this segment is consistently active because it matches small business scaling patterns.



REDI's Response to Current Federal Restructuring

REDI's Immediate Response to the Federal Changes

Supporting Employers and Workers Through Federal Shifts

- **Programmatic Response to Federal Changes:** MWBC launched two new initiatives: **Founders Rising**, a business accelerator equipping aspiring and early-stage entrepreneurs with foundational business skills, expert coaching, and leadership development; and **Reboot**, an entrepreneurial launchpad delivering free, high-impact, one-day workshops for aspiring entrepreneurs, creatives, and former federal employees transitioning into business ownership.
- **Regional Coordination:** In partnership with **Montgomery County Government, Montgomery County Economic Development Corporation, WorkSource Montgomery, the Cities of Rockville and Gaithersburg**, regional chambers, and economic development organizations, REDI helped launch Mobilize Montgomery, a coordinated initiative providing real-time tools and support to mitigate economic disruption
 - **Outcome:** **Mobilize Montgomery's** effort led to the 1st Federal Workforce Center in the United States.
- **Mobilize Montgomery Platform:** This online hub offers tools and information for businesses, job seekers, and entrepreneurs navigating the evolving labor landscape. Resources will be continuously updated to meet emerging needs.
- **Workforce Resource Update:** REDI has refreshed its workforce page to provide timely resources for Rockville businesses, residents, and job seekers impacted by federal changes.

REDI's Business Development Strategy

REDI had proactively begun evaluating strategies to diversify the local economy

Life Science Industry Sector

Strategic Actions

1. Activate the “Biotech Corridor” brand, including a soft launch at the 2025 International BIO Conference in Boston, to elevate national and international visibility and position Rockville as a premier life sciences destination
2. Deploy AI-driven prospecting tools (e.g., Gazelle) to identify, qualify, and advance high-value attraction and expansion opportunities
3. Target growth-stage and anchor life sciences companies aligned with Rockville’s existing assets to scale the local life sciences footprint
4. Build a collaborative life sciences ecosystem connecting industry, research institutions, workforce partners, and capital providers
5. Align incentives, real estate, workforce, and permitting resources to strengthen end-to-end support infrastructure
6. Expand partnerships with accelerators and incubators while actively marketing Rockville’s assets to attract, retain, and scale companies

Economic Outcomes

1. Increased national and international awareness of Rockville as a leading life sciences hub
2. Stronger attraction and retention of growth-stage and anchor life sciences firms
3. Job creation and increased private-sector investment across the life sciences value chain
4. Improved speed-to-market and expansion readiness for life sciences companies
5. Enhanced collaboration, commercialization, and long-term ecosystem resilience

REDI's Business Development Strategy

REDI's Strategy to Attract and Retain Innovation-Driven Companies in AI, Tech, and Advanced Manufacturing

Emerging Industries

Strategic Actions

1. Institutionalize strategic partnerships with MEIA, the Maryland Tech Council, higher education institutions, and leading incubators and accelerators to support startup formation, scale-up, and commercialization.
2. Build and actively manage a prioritized attraction and retention pipeline for small- and mid-sized growth companies using AI-enabled market intelligence platforms like Gazelle AI.
3. Position Rockville as a premier innovation hub for high-growth sectors, including AI, quantum technologies, aerospace, and bio/health computing.
4. Expand targeted engagement with investors, site selectors, and the development community to elevate market visibility.
5. Showcase advanced R&D and commercialization activity by highlighting material science and engineering breakthroughs led by Rockville-based companies.

Economic Outcomes

1. Increased startup formation and successful scale-ups in emerging technology sectors
2. Stronger attraction and retention of growth-oriented firms and high-quality jobs
3. Enhanced investment interest and site selection activity within Rockville
4. Greater commercialization of locally generated R&D and innovation
5. Reinforced regional and national recognition of Rockville as an emerging-industry hub

REDI's Business Development Strategy

Positioning Rockville as a Hub for Emerging Light Industrial and SSM Innovation

Small-Scale Manufacturing

Strategic Actions

1. Deploy targeted programming to improve awareness of technical assistance, site selection, and location services
2. Position small-scale manufacturing as a priority growth sector through enhanced digital presence and centralized resources
3. Deliver tailored, stage-appropriate technical assistance to support manufacturers from startup through expansion
4. Designate and promote Rock East and Twinbrook as priority hubs for light industrial and small-scale manufacturing investment
5. Elevate local manufacturer success stories to strengthen sector visibility and market credibility

Economic Outcomes

1. Enhanced visibility of Rockville as a competitive location for small-scale manufacturing
2. Increased business formation, retention, and expansion within the small-scale manufacturing sector
3. Improved business readiness and faster progression in growing and scaling the business
4. Greater utilization of Rock East and Twinbrook industrial space
5. Stronger attraction of capital, technical partners, and support services



THANK YOU

📍 51 Monroe Street, PE-20
Rockville, MD 20850

📞 (301) 315-8096

🌐 RockvilleREDI.org





REDI helps businesses launch, locate, and expand in Rockville by providing tools, resources, and guidance to support all stages of business growth.

MISSION

To identify and develop economic opportunities to help Rockville prosper.

VISION

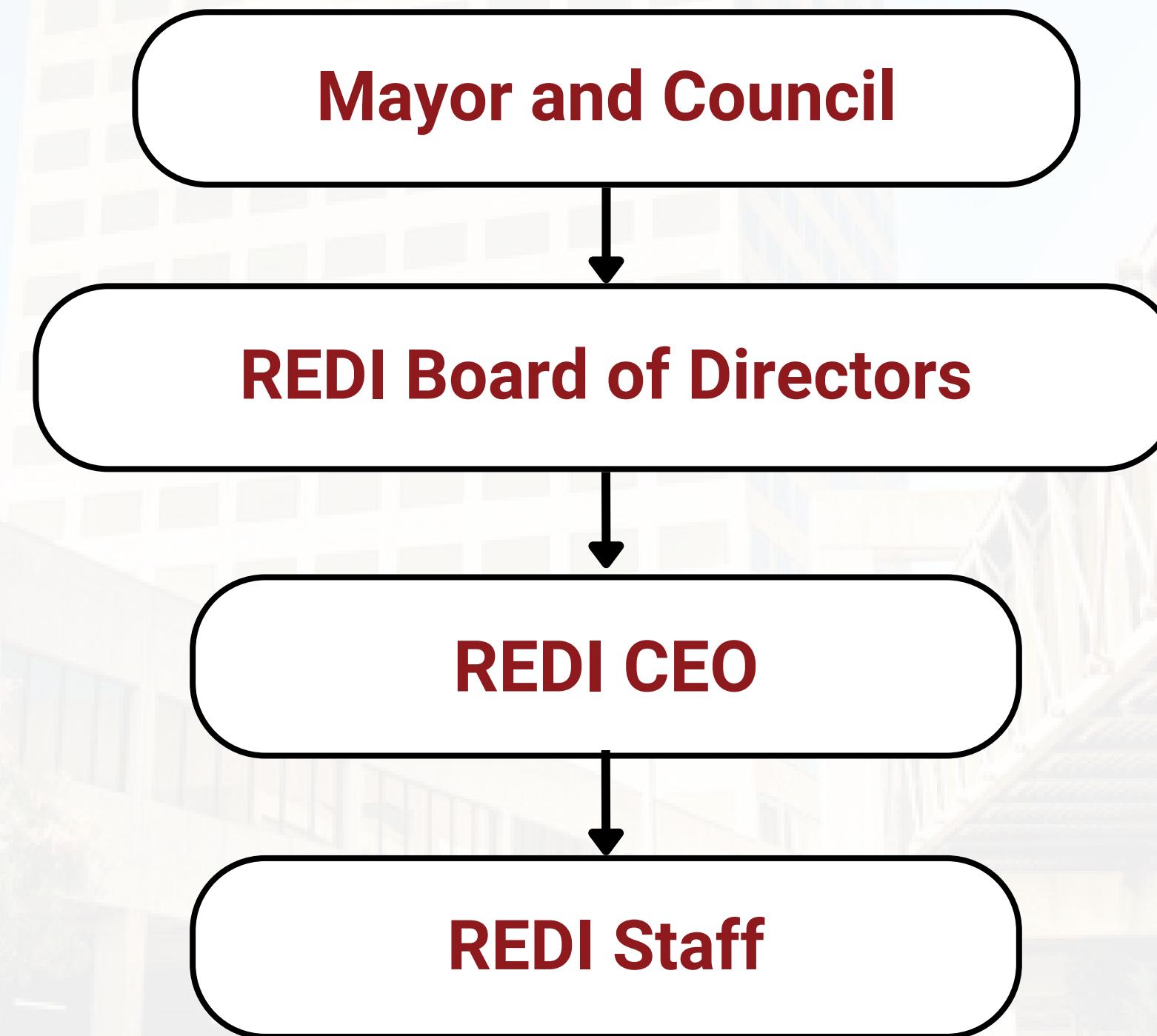
Rockville is a 21st century city for business.

VALUES

- Be proactive
- Be an expert
- Be innovative
- Be collaborative
- Be impactful



ORGANIZATIONAL STRUCTURE



IMPACT OF FEDERAL RESTRUCTURING



WORKFORCE IMPACT

- **Washington D.C. region lost 52,400 jobs** since Nov. 2024
- **Maryland lost ~25,000 federal jobs** - leading the region and nation
- **9,900 jobs lost in Frederick-Gaithersburg-Bethesda area** between Jan. - Nov. 2025
- **Rockville unemployment rose to 4.2%** (Sept. 2025) from 2.7% (Sept. 2024)
- **Deferred resignations** began at the end of September 2025 resulting in **10,000+ workers lost nationwide** through October and November 2025

Data source: Bureau of Labor Statistics



POLICY & SERVICES IMPACT

- **Deregulation** of energy, **increasing tariffs** and changes to federal agencies potentially **impacting climate, health and worker protections**
- Disruptions to SNAP, Head Start, and OSHA inspections
- Nonprofit grant cancellations lead to **program suspensions and layoffs**
- Research **data** from some agencies **suspended** including **economic indicators** like the **Consumer Price Index (CPI)** and **BLS employment data**
- Introduction of Maryland's **3% sales tax** on some **data and IT services**



INDUSTRY IMPACT: FEDERAL RESTRUCTURING EFFECTS

FEDERAL CONTRACTING

- 2025 federal spending in Montgomery County totaled **\$11.3 billion** - a **38% decrease**
- **Department of Defense contractors** positioned for **stability** under proposed spending increases

Data source: Montgomery County Economic Development Corporation

RETAIL & HOSPITALITY

- **Retail is stable but softening** due to reduced federal payrolls and consumer spending
- **Big box closures** (Macy's) announced nationwide
- **Lodging occupancy down** 4.9% to 59.4%
- Hospitality jobs grew post-pandemic, but federal cuts contribute to overall **decline in accommodation and food services employment**

Data source: Visit Montgomery

LIFE SCIENCES

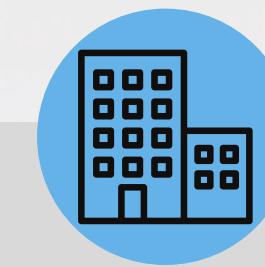
- Smaller firms facing **funding pressure** and seeking alternative sources with **loss of federal funding**
- **DEI-related NIH grants** restored by court order **will not renew in 2026**
- Mid-size companies **slower to expand**, adopting "wait-and-see" stance

SMALL-SCALE MANUFACTURING

- **Reduced consumer spending** created a ripple effect **impacting food manufacturing**
- New tariffs have **increased the cost of imported inputs** and caused **supply chain uncertainty and disruptions**



ROCKVILLE COMMERCIAL REAL ESTATE



OFFICE

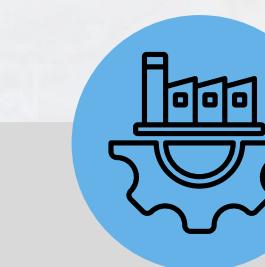
Inventory: **13 million SF**

Vacancy Rate: **25%**

Rental Rate/SF: **\$30**

Leasing Volume: **487,000 SF**

Sales Activity: **\$84 million**



INDUSTRIAL/FLEX

Inventory: **4.1 million SF**

Vacancy Rate: **7.7%**

Rental Rate/SF: **\$24**

Leasing Volume: **103,000 SF**

Sales Activity: **\$19.1 million**



OPPORTUNITIES

- 5 Class A buildings with 100k+ SF available prime candidates for **redevelopment or incentive-driven leasing**
- Strong positioning for **early-stage companies** seeking **3,000-9,000 SF industrial/flex space**
- Regional edge: **Greater availability and lower rents than D.C.** for industrial and flex space

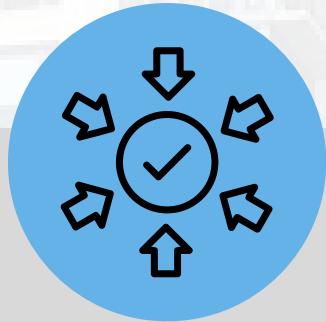


REDI'S STRATEGIC RESPONSE: AHEAD OF THE CURVE



TARGETED INVESTMENTS

- Identified **Rock East District** and **Twinbrook** as **hubs for manufacturing**
- Developed tailored **programming and technical assistance** to **attract, retain and grow manufacturing**



PROACTIVE POSITIONING

- 2023: Board strategic planning session **affirmed need for industry diversification**
- 2024: **Initiated life science brand strategy**
- Early 2025: **Evaluated economic base** ahead of federal changes



STRATEGIC PIVOTS

- Launched **Biotech Corridor brand** to strengthen life science cluster
- Prioritized emerging industries: **AI, MedTech, Aerospace, Advanced Manufacturing**
- Identified **competitive advantage in small-scale manufacturing**
- Partnered with City and County Planning, Gaithersburg and MCEDC on **site readiness initiative** to **market shovel-ready sites**

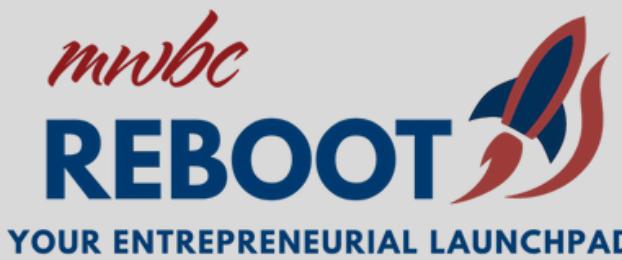


In the Business of Connection

ACCOMPLISHMENTS

Mid-Year FY26
July 1, 2025 - December 31, 2025

ECONOMIC DEVELOPMENT CRISIS LEADERSHIP: FEDERAL RESTRUCTURING RESPONSE



Workshop for displaced
federal workers and
contractors



Cohort-based capacity
building program for
displaced federal
workers and contractors



Partnership created for
regional displaced
federal workers and
contractors



Mobilize Montgomery
partnership resulted in
nation's 1st Federal
Workforce Career Center



ROCKVILLE ECONOMIC DEVELOPMENT INC.

ROCKVILLEREDI.ORG

BIOTECH CORRIDOR MOMENTUM

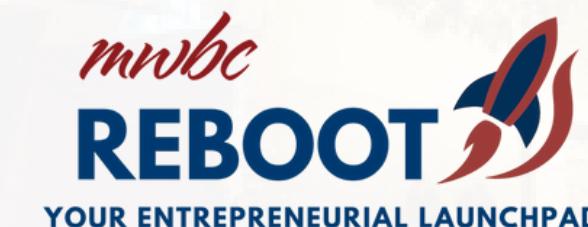
Rockville is the epicenter of the nation's #3 biotech cluster. The Biotech Corridor brand is putting us on the global map, bringing companies, talent and investment.

- Biotech Corridor brand launched at 2025 BIO International and sponsored Maryland booth
- Biotech Corridor inquiry conversions to **Baltic region delegation visit** and **Italian embassy stakeholder invitation**
- Ecosystem building through an **exclusive executive dinner** with **Thermo Fischer** partnership and **BioBoost** event with **Scheer Partners**
- RFP issued for **website build-out and fundraising feasibility study**



SMALL BUSINESS EXCELLENCE: MARYLAND WOMEN'S BUSINESS CENTER

- Maryland Women's Business Center (MWBC) served **446 unique clients**, and supported **548 jobs** and **\$118,750 of capital infusion** overall, including **59 entrepreneurs**, and **64 jobs** in Rockville
- Hosted **55 aspiring business owners** (45 from Montgomery County) at **Reboot, a launchpad workshop** for displaced federal workers and contractors
- Launched **Founders Rising**, a **20-person cohort program** helping displaced federal workers and contractors **build business skills and sustainable ventures**
- Redesigned MWBC **retail incubator curriculum** to align with **current market needs**



BUSINESS ATTRACTION, EXPANSION & RETENTION

REDI maintained **business development momentum**, conducting **70 business visits**, **attracting 32 new businesses**, and supporting **business expansions and retention** in the first two quarters of FY26 despite the effect of federal restructuring on Rockville's workforce and economy

NEW BUSINESSES

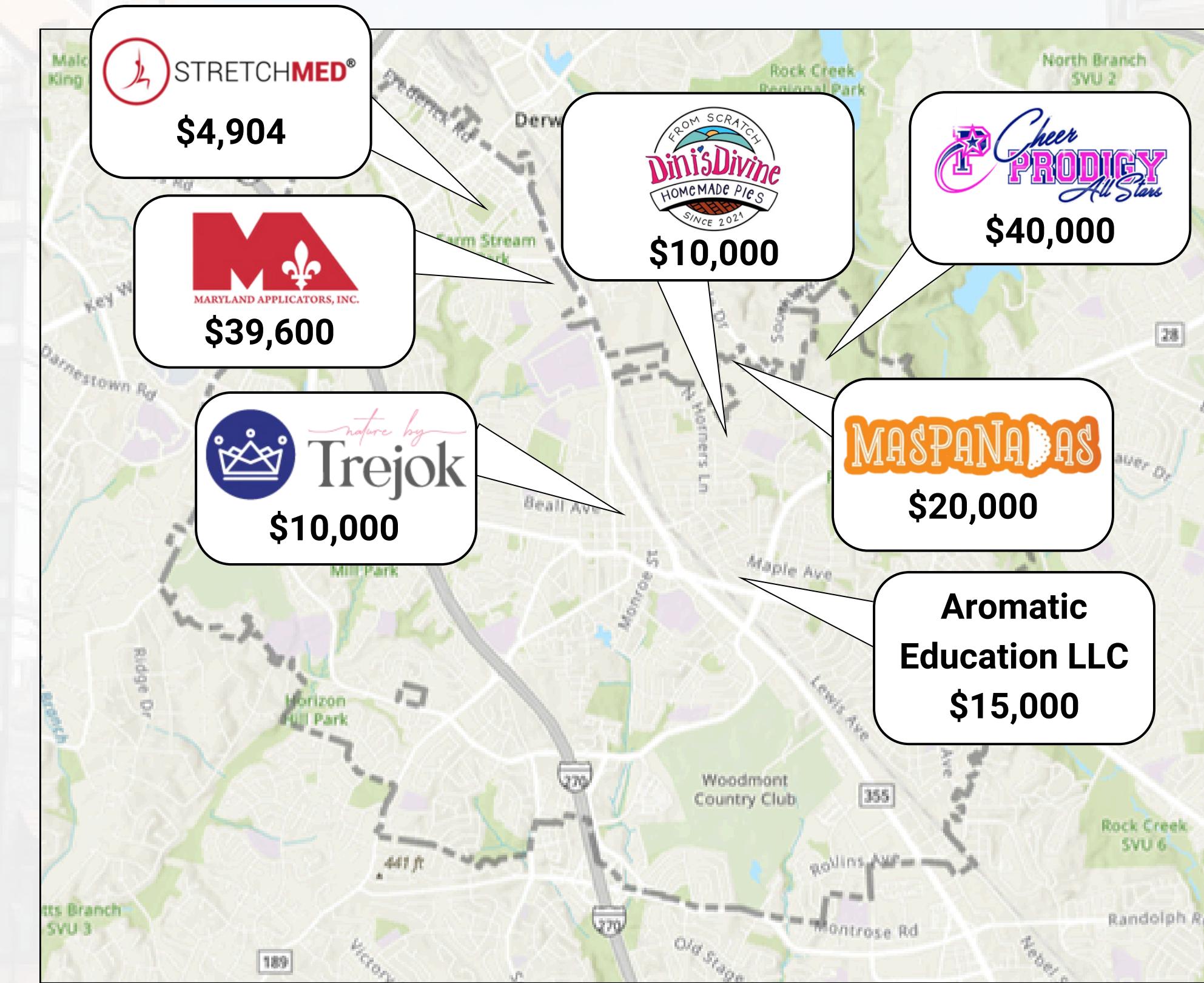


BUSINESS EXPANSIONS & RETENTION



MID-YEAR FY26 INCENTIVE GRANTEES

Grantee	Grant
StretchMed Rockville	MOVE
Four Oaks dba Cheer Prodigy All Stars	MOVE
Maryland Applicators LLC	MOVE
Aromatic Education LLC	Small Business Impact Fund
Latin Goodness Foods LLC dba MasPanadas	Small Business Impact Fund
Nature by Trejok LLC	Small Business Impact Fund
Dini's Divine Pies	Small Business Impact Fund



REGIONAL RECOGNITION: STATE-LEVEL LEADERSHIP

- Board appointments to **Visit Montgomery**, **Greater Rockville Chamber of Commerce**, **Maryland Economic Development Association**
- Community support serving on **Interfaith Works** board, **Business Development Committee of Downtown Frederick Partnership** and **100 Black Women Coalition** of Prince George's County
- Appointed to **Comptroller's Business Advisory Council** and **Women's Empowerment Council**
- Industry leadership working with **Women in Bio Capital Region** and the **Maryland State Innovation Team**
- National recognition through CEO Monthly's Northeast USA **Economic Development CEO of the Year** award and **Innovate Maryland Thought Leader** feature
- MWBC was designated a **National WBC of Excellence** for **second consecutive year**



A profile page for Cynthia Rivarde on the Innovate Maryland website. It features her photo, the title "CYNTHIA RIVARDE", her role as "CEO OF ROCKVILLE ECONOMIC DEVELOPMENT, INC. (REDI)", and the title "THOUGHT LEADER". It also includes a quote: "INNOVATION DOES NOT ONLY COME FROM CERTAINTY – IT OFTEN COMES FROM CHAOS." Navigation links for "Ecosystems", "Stories", "Thought Leaders", "ebook Library", and "About Us" are visible at the top.



STRATEGIC POSITIONING: SECTOR DIVERSIFICATION



BIOTECH/LIFE SCIENCES

PROGRESS MADE

- Biotech Corridor brand launched
- RFP for **website feature enhancements** issued

ASSETS

- 120+ biotech companies
- **International recognition**
- #3 U.S. cluster for life sciences



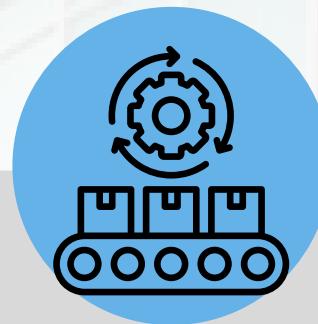
EMERGING & CLEAN TECH

PROGRESS MADE

- Use of prospect lists for **targeted attraction**
- Assisted emerging tech businesses including **Liatris**, **Pirl**, and **Next Glass**
- **Sponsored 2025 Maryland Clean Energy Summit**

ASSETS

- 26% of county's clean tech located **in Rockville**



SMALL-SCALE MANUFACTURING

PROGRESS MADE

- **3 cohorts** trained

ASSETS

- **Manufacturing hubs:** Twinbrook & Rock East
- **County funding** for further development



FORWARD LOOKING: 2026 STRATEGIC PRIORITIES

Rather than waiting, REDI is building Rockville's stability through **expanded workforce transition programs, new revenue streams, and deeper biotech ecosystem investments**



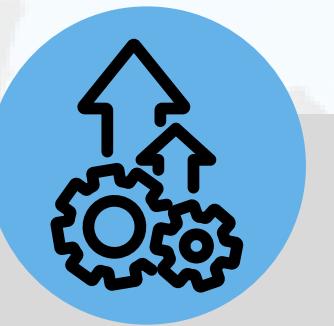
CRISIS RESPONSE & RESILIENCE

- Continue **analysis and response** to federal landscape changes
- **Scale Founders Rising** based on pilot success



BIOTECH CORRIDOR GROWTH

- Complete **fundraising feasibility** study
- Launch **enhanced Biotech Corridor website**

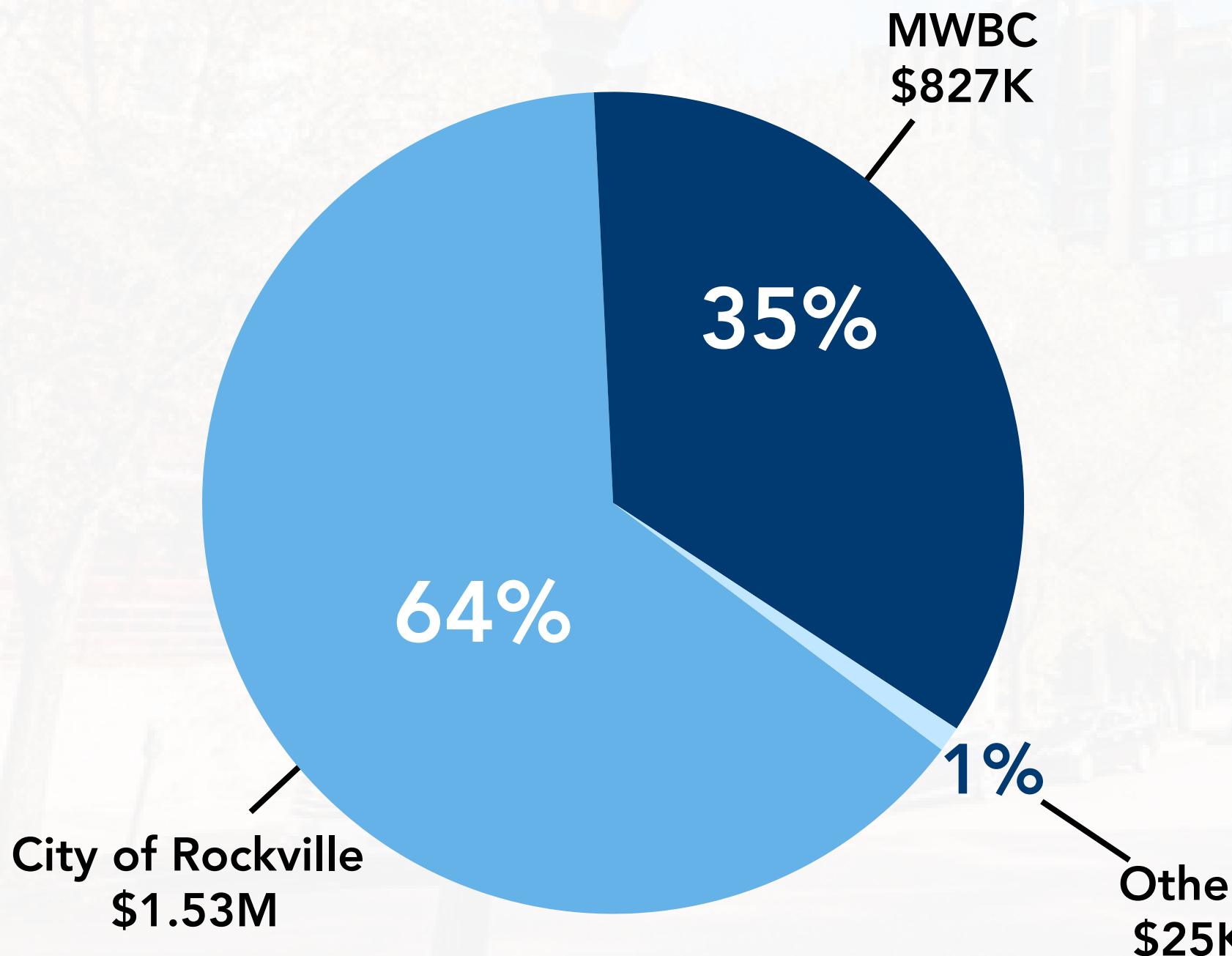


ORGANIZATIONAL EXCELLENCE

- **Diversify MWBC funding** streams for long-term security
- **Enhance communications strategies** based on stakeholder feedback
- **Data system integration** and **performance measurement modernization**



REDI FY26 TOTAL FUNDING BUDGET



TOTAL BUDGET: \$2.38M

OTHER FUNDING SOURCES

- SBA
- City of Bowie
- Frederick County Office of Economic Development
- MCEDC
- Montgomery County
- Childcare Trainings
- Montgomery County Health & Human Services
- Networking Events
- Trainings
- Contributions



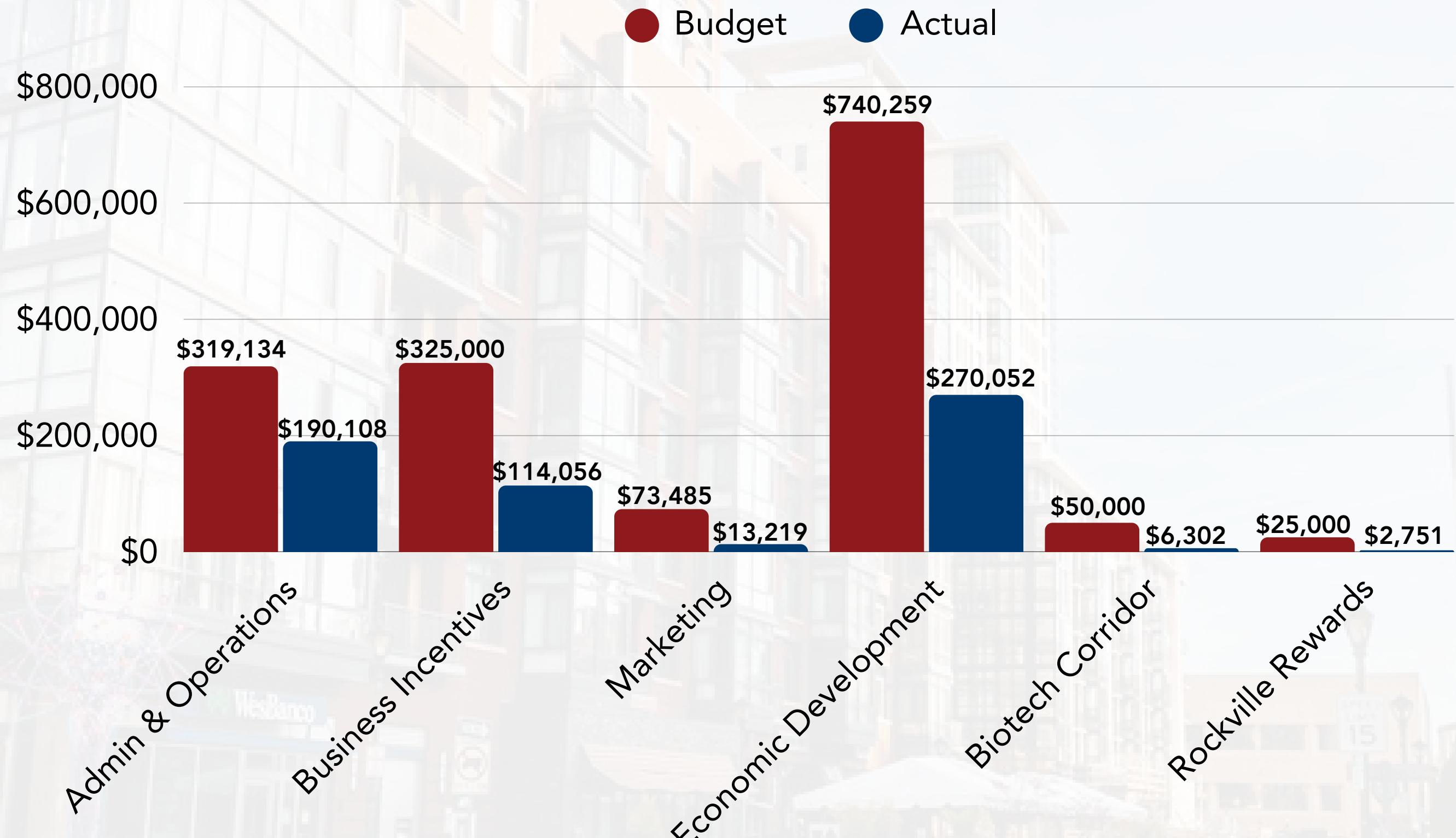
ROCKVILLE ECONOMIC DEVELOPMENT INC.

ROCKVILLEREDI.ORG

FY26 FUNDING AMOUNTS FROM CITY OF ROCKVILLE



MID-YEAR FY26 EXPENSES



TOTAL EXPENDITURE: \$596,488 or 39% of Budget



THANK YOU

📍 51 Monroe Street, PE-20
Rockville, MD 20850

📞 (301) 315-8096

🌐 RockvilleREDI.org



MAYOR AND COUNCIL Meeting Date: February 9, 2026
Agenda Item Type: MOCK AGENDAS
Department: CITY CLERK/DIRECTOR OF COUNCIL OPERATIONS OFFICE
Responsible Staff: DORIS STOKES

Subject

Mock Agenda

Department

City Clerk/Director of Council Operations Office

Recommendation

Staff recommends the Mayor and Council review and provide comments.

Attachments

February 23, 2026 (Mock)



MAYOR AND COUNCIL

Meeting No. 05-26
Monday, February 23, 2026 - 6:30 PM

MOCK AGENDA

Agenda item times are estimates only. Items may be considered at times other than those indicated.

Ways to Participate

If you require a reasonable accommodation, for community forum or a public hearing and need reasonable accommodations, please contact the City Clerk's Office by the Wednesday before the Monday meeting at 240-314-8280 or cityclerk@rockvillemd.gov or by filling this form: <https://www.rockvillemd.gov/services/request-a-reasonable-accommodation/>

Translation Assistance

If you wish to participate in person at a Mayor and Council meeting during community forum or a public hearing and may need translation assistance in a language other than English, please contact the City Clerk's Office by the Wednesday before the Monday meeting at 240-314-8280, or cityclerk@rockvillemd.gov, or by using this form: <https://www.rockvillemd.gov/services/participate-in-a-community-forum/>

In-Person Attendance

Community members attending in-person who wish to speak during Community Forum, or a Public Hearing, should sign up using the form at the entrance to the Mayor and Council Chamber. In-person speakers will be called upon in the order they are signed to speak and before virtual speakers.

Note: In-Person Speakers will be called upon to speak before those who have signed up to speak virtually for Community Forum and Public Hearings.

Viewing Mayor and Council Meetings

The Mayor and Council are conducting hybrid meetings. The virtual meetings can be viewed on Rockville 11, Comcast, Verizon cable channel 11, livestreamed at www.rockvillemd.gov/rockville11, and available a day after each meeting at www.rockvillemd.gov/videoondemand.

Participating in Community Forum & Public Hearings:

If you wish to submit comments in writing for Community Forum or Public Hearings:

- Please email the comments to mayorandcouncil@rockvillemd.gov no later than 10:00 am on the date of the meeting.

If you wish to participate in-person or virtually in Community Forum or Public Hearings during the live Mayor and Council meeting:

1. Send your Name, Phone number, For Community Forum and Expected Method of Joining the Meeting (computer or phone) to mayorandcouncil@rockvillemd.gov or <https://www.rockvillemd.gov/services/participate-in-a-community-forum/> no later than 10:00 am on the day of the meeting. Each speaker will receive 3 minutes.
2. Send your Name, Phone number, the Public Hearing Topic and Expected Method of Joining the Meeting (computer or phone) to mayorandcouncil@rockvillemd.gov or <https://www.rockvillemd.gov/services/participate-in-a-public-hearing/> no later than 10:00 am on the day of the meeting.
3. On the day of the meeting, you will receive a confirmation email with further details, and two Webex invitations: 1) Optional Webex Orientation Question and Answer Session and 2) Mayor & Council Meeting Invitation.
4. Plan to join the meeting no later than approximately 20 minutes before the actual meeting start time.
5. Read for <https://www.rockvillemd.gov/DocumentCenter/View/38725/Public-Meetings-on-Webex> meeting tips and instructions on joining a Webex meeting (either by computer or phone).
6. If joining by computer, Conduct a WebEx test: <https://www.webex.com/test-meeting.html> prior to signing up to join the meeting to ensure your equipment will work as expected.

Participating in Mayor and Council Drop-In (Mayor Ashton and Councilmember Fulton)

The next scheduled Drop-In Session will be held by phone or in-person on Monday, March 9, 2026 from 5:15-6:15 pm with Mayor Ashton and Councilmember Fulton. Please sign up by 10 am on the meeting day using the form at:

<https://www.rockvillemd.gov/formcenter/city-clerk-11/sign-up-for-dropin-meetings-227>

- 1. Convene 6:30 PM**
- 2. Pledge of Allegiance**
- 3. Proclamation and Recognition - NONE**
- 4. Agenda Review - 6:35 PM**
- 5. City Manager's Report - 6:40 PM**
- 6. Boards and Commissions Appointments and Reappointments - 6:45 PM**
 - A. Board and Commission Appointment and Reappointment**
- 7. Community Forum - 6:50 PM**
- 8. Special Presentations - NONE**

9. Consent Agenda - NONE

10. Public Hearing - NONE

11. Action Items - NONE

12. Worksession - 7:10PM

A. Work Session #2 - Chapter 18 Code Update (Rental Facilities and Landlord-Tenant Relations)

13. Mock Agenda - 9:10 PM

14. Old / New Business - 9:15 PM

15. Adjournment - 9:30 PM