



## REDI STAFF UPDATES

### Board of Directors Meeting January 22<sup>nd</sup>, 2026

As part of the CEO Report, please find staff updates:

#### Business Retention, Expansion, Attraction/Placemaking, Research – Richelle Wilson

- *Business Visits/Events*
  - *REDI was able to meet with **Meso Scale** and connect the leadership on their expansion in Rockville and toured their facilities.*
    - *In the second half of 2025, Meso Scale acquired four office buildings near its Rockville headquarters, expanding their footprint to over 40 acres.*
    - *The acquisition will allow Meso Scale to expand its manufacturing capabilities, hire additional staff, and expand other operations.*
  - ***Samsung Biologics** announced an expansion in Montgomery County, including the acquisition of the former GSK manufacturing facility at 9910 Belward Campus Drive, just outside Rockville city limits.*
    - *The site will become the company's first U.S. biologics manufacturing facility, expanding production capacity and advanced manufacturing capabilities in the region.*
  - *The **Bean Bag Deli** expanded their footprint within the city and moved into 50 Monroe Street.*
  - ***REDI, Rockville City Staff, and City of Gaithersburg Economic Development, MCEDC & Montgomery County Planning teams** have been working on identifying developable sites for MEDCO's Site Readiness program and to gauge competitiveness within the County.*
    - *The partnership with the economic development and respective planning teams allows the County to work together to identify opportunities for companies that are in the market to expand and relocate.*
- *Programmatic*
  - *REDI's **third small-scale manufacturing cohort**, delivered in partnership with **37Oaks**, will conclude in early February.*
  - *The cohort supported five companies, primarily county-based agricultural producers, seeking targeted technical assistance to scale their operations.*
  - *Participating businesses have already reported increased sales as a result of the support provided through the program.*
- *Business Openings/Expansions*
  - ***Twin Valley Distillers**, located at 1029 E. Gude Drive in Rockville, has permanently closed its doors.*
  - ***Twinbrook Community Church** recently purchased the 21,028-square-foot office building at 204 Monroe Street in downtown Rockville for \$4.498 million.*
    - *The acquisition will serve as both the church's new headquarters and primary worship location, representing a significant institutional investment in the City.*

- Additionally, the **Israeli Center Chabad** has executed a lease at 1500 East Jefferson Street, where it will establish its new operational location.
- **The Shops at Congressional Village** welcomed the expansion of the **Meow Claw Café** which will provide the business with a larger footprint, enabling expanded offerings, including the addition of arcade games alongside the claw machines that contributed to Meow Claw's initial success.

## Marketing – Amanda Bosland

- *Programs*
  - **Biotech Corridor Website RFP**
    - Issued an RFP for new website features, including a company directory, events calendar, funding opportunity database and matchmaking marketplace. Eleven companies submitted proposals.
- *Highlights*
  - **Marketing & Events Manager Recruitment**
    - Melissa Goodier started as the new Marketing & Events Manager, supporting organization-wide marketing, communications and events.
  - **The Bean Bag Deli Ribbon Cutting**
    - Attended the celebration of the restaurant's second location at 50 Monroe Place on December 9, 2025.
  - **Rockville Company Promotions**
    - Capital Bank achieves its sixth "Best Banks to Work For" distinction
      - <https://rockvilleredi.org/capital-bank-achieves-its-sixth-best-banks-to-work-for-distinction/>
    - X-Energy closes oversubscribed \$700 million Series D financing round to continue expansion
      - <https://rockvilleredi.org/x-energy-closes-oversubscribed-700-million-series-d-financing-round/>
    - Seventeen Rockville companies awarded Montgomery County Technology Innovation and Founder Fund grants
      - <https://rockvilleredi.org/seventeen-rockville-companies-awarded-montgomery-county-technology-innovation-and-founders-fund-grants/>
    - Samsung Biologic expands U.S. manufacturing capabilities with strategic acquisition of Human Genome Sciences from GSK
      - <https://rockvilleredi.org/samsung-biologics-expands-u-s-manufacturing-capabilities-with-strategic-acquisition-of-human-genome-sciences-from-gsk/>
  - **CEO Monthly Award Feature**
    - Promoted CEO Cynthia Rivarde's Female Economic Development CEO of the Year (Northeast USA) award from CEO Monthly
      - <https://www.ceo-review.com/winners/rockville-economic-development-inc/>

## Small Business Support/MWBC – Karen Sippel

- *Programs*
  - **Retail and Manufacturing Incubator Curriculum**
    - Delivered Module 2: Business Operations to pilot group

- Developed training module focused on wholesale selling
- **Shop Local**
  - Reviewed 26 applications to join Shop Local, interviewed 8 business owners, and selected 7 to join the cohorts (2 were not invited to join due to Savage Mill changes noted below)
  - Worked with Morguard to secure a license renewal for 6 months (January – June 2026) for Shop Local Rockville
  - Accepted an offer from Savage Mill landlord to terminate our lease agreement 5 months early, ending January 31
    - Ancestor's Bosom (tinctures) and Showy (jewelry) are both considering lease agreements with Savage Mill
    - Donia Collection (leather goods) is considering a move to the Bowie store
  - Retained 7 vendors in Bowie and approved the request of one vendor to move to Rockville store; welcoming 2 new vendors in January
- **Founders Rising**
  - Reviewed, scored, and reviewed 48 applications
  - Accepted 20 and waitlisted 4; ultimately accepted 2 from the waitlist
    - 15 (75%) are Montgomery County residents; 5 (25%) are Prince George's County residents
    - 12 (60%) are in the ideation stage and 8 (40%) are early-stage businesses
  - Hosted first two sessions:
    - Kick-Off: Cultivating Resilience and Founder Readiness
      - Instructor: Mary Jo Neil, Drawn Dialogue (MWBC client)
      - Instructor: Karen Sippel
      - Guest Speaker: Kevin Gash, Maryland Brats & Butcher Co. (MWBC client)
    - Business Concepts and Market Research
      - Instructor: Tameka Montgomery, Core Strategy Partners
      - Instructor: Greta Ober-Beauchesne, Universities of Shady Grove
- **Grants**
  - **Howard County**
    - HCEDA offered MWBC a contract focused on developing and delivering a childcare business support program that we did not have capacity to deliver within the timeframe requested. MWBC declined the contract.
    - No further information regarding funding to support Shop Local, including work already completed July 1 to present.
  - **SBA**
    - SBA's OWBO office and District Office returned to operations in December, but did not host any meetings with WBCs.
    - At OWBO's request, prepared and submitted Workplans and Metrics and Milestones for Core and BSU.
  - **Montgomery County**
    - Continuing to finalize the new retail/manufacturing incubator curriculum, per county specifications.
    - Reviewed RFP covering childcare support programming; planning to respond in early 2026 (no deadline for RFP)
  - **City of Rockville**
    - Updated proposed FY27 metrics.