



## REDI STAFF UPDATES

### Board of Directors Meeting May 28<sup>th</sup>, 2026

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

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

- Business Visits/Events
  - **Hansoh Bio**
  - REDI team along with MCEDC met with new business Hansoh Bio at their new location at 1500 Research Blvd. The biotech company has expanded its footprint into City limits.
  - **2nd Annual Virtual Grant Symposium**  
REDI participated in the 2nd Virtual Grant Symposium (formerly hosted by the Maryland MBDA Business Center) on March 5th  
REDI joined dozens of partners from federal, state, local, and private sources to present over 160 grant opportunities to hundreds of business owners in the region.
- Programmatic
  - Small-scale manufacturing cohort will convene an in-person meeting on June 8. The CEO of 37Oaks will attend in person to meet with the cohort and lead three classes. This cohort is focused on assessing each company's ability to scale, with an emphasis on individualized, one-on-one sessions to support growth planning and operational readiness.
- Business Openings/Expansions/Building Sales
  - An affiliate of **Tavaco Properties**, based in Los Angeles, paid \$8.2 million for 12300 Twinbrook Parkway, or Twinbrook Metro Plaza. The 170,000 square foot building sits just off the Pike at Twinbrook Parkway.
  - **Comstock Holding Companies** finalized the acquisition of The Reed, a 417-unit multifamily residential asset on Frederick Road. Comstock now owns more than 900 apartments in Rockville.
  - **Habitat for Humanity** signed a lease for space in Rockville at 515 Dover Road, where it will occupy 19,652 sf.
  - **Lifestyle Furniture** will be moving into the former Marlo Furniture location in the Marlo Building, leasing 100,000SF+ space.
  - **Galaverse**, a Taiwanese satellite and AI-powered semiconductor company moved into the Rockville Innovation Center following a strategic cooperation agreement with the Montgomery County government.
  - **Cybersecurity firm, Risk Ledger**, will locate in the Rockville Innovation Center and intends to hire over a dozen employees over the next year.

- **La Poteria**, a Colombian street food concept that began as a food truck, is expanding into a new in Rockville.

## Marketing – Amanda Bosland

- *Programs*
  - **Biotech Corridor**
    - A searchable biotech/life science company directory is complete in sandbox mode. PIXLInk Studio is developing a funding opportunities database.
    - Met with SelectUSA Biohealth Spinoff Bus Tour attendees, including companies from South Korea and Portugal.
  - **Explore Rockville: Global Bites 2026**
    - Preparing for the month-long, citywide restaurant campaign. Over 170 restaurants are highlighted. Diners submit receipts from restaurants, and REDI donates 25% of the receipt value to a nonprofit beneficiary. The program features VISA gift card drawings and a kids' dining passport with collectible stickers from designated Bite Sites. Learn more: <https://rockvilleredi.org/explore-rockville-global-bites-2026-restaurants/>
    - Onboarding nonprofit partners and Bite Sites, with marketing campaigns rolling out late May through June.
- *Highlights*
  - **Women in Bio HerStory Gala**
    - Biotech Corridor sponsored the annual event held at the Hilton Rockville.
  - **Thermo Fisher Bio Executive Networking Event**
    - Biotech Corridor sponsored the event focused on the biotech environment in China.
  - **Peerless Rockville – Rockville 250 Exhibit**
    - Explore Rockville is a sponsor of the pictorial exhibit at the Red Brick Courthouse. Learn more at <https://peerlessrockville.org/>
  - **Shop Local**
    - Promoted Shop Local's feature in Bethesda Magazine: <https://bethesdamagazine.com/2026/04/02/each-vendor-is-a-new-story-rockville-retail-incubator-showcases-products-from-local-entrepreneurs/>
    - Supported vendor recruitment efforts through digital and traditional marketing campaigns.
  - **Fox5 DC Zip Trips**
    - Bowie Shop Local will be featured on May 29, 2026
    - Rockville Shop Local and Rockville recreation spots will be featured on August 28, 2026.
  - **Event Attendance and Promotion**
    - Staff attended and promoted:
      - Samsung Biologics Ribbon Cutting
      - Ayse Meze Lounge Ribbon Cutting
      - Liberty Construction Ribbon Cutting
      - Clear Way Pain Ribbon Cutting
      - Maryland-National Capital Park and Planning Commission Supplier Showcase
      - Montgomery County Vendor Connection Summit

- MEDA Annual Conference
- Leadership Montgomery LEAD Forum
- Rockville Ace Hardware Grand Opening
- Great African Market Experience
- MoCo B2B Expo
- City of Rockville Nonprofit Symposium
- CTIS, Inc. 38<sup>th</sup> Anniversary
- Techne Fine Art Studio Grand Opening
- WPG Women's Conference
- HCCMC Business Growth Conference
- Greater Washington Hispanic Chamber of Commerce Business Expo
- Hometown Holidays

## Small Business Support/MWBC – Karen Sippel

- *Programs*
  - **Shop Local**
    - Delivered Modules 6 and 7 of learning series
      - E-Commerce and Wholesale
      - Supply Chain and Inventory Management
    - In collaboration with Nancy Regelin, determined that AI-assisted curriculum poses low risk to securing copyright, per Montgomery County contract requirement
    - Preparing to move Rockville store to new location near Trader Joe's
    - Surveyed existing vendors to determine interest in extending incubation to Dec/Jan
    - Recruiting new vendors for both Rockville and Bowie
  - **Founders Rising**
    - Hosted pitch competition at EmpowHER and awarded more than \$6,000 in prize money across six finalists
    - Have received signups from 150+ former federal employees interested in the next cohort
    - Began preparing for cohort 2, including expanded curriculum and cohort size (20 → 40)
- *Grants*
  - **SBA**
    - BSU will receive a 2-month extension (August-September) to align its period of performance with Core; this is an additional \$25,000 for FY26
    - SBA is changing its payment process and will now pay the entire grant as an advancement, not reimbursements
    - Payments are scheduled to resume at the end of May and we will receive the full \$150,000 for Core and \$150,000 for BSU for FY26
    - Currently preparing to receive a Noncompeting Continuation for both Core and BSU grants for FY27
  - **Montgomery County**
    - Submitted response to solicitation for business enrichment programs (i.e. training classes and conferences)
    - Executed a 3-year contract to provide business enrichment programs.
    - Executed a 3-year contract to provide business cohort programs
    - Executed two Task Orders to provide a Founders Rising cohort (\$30,000) and a Shop Local cohort (\$30,000) from FY26 funding
  - **Frederick County**
    - Working with the FCOED to execute an MOU for \$63,000 for FY27

- Began the search process to hire a Senior Business Counselor to support Frederick and Montgomery Counties
- **City of Bowie**
  - Committed \$10,000 in FY26 funds to support Founders Rising Cohort 2
- **Federal Earmarks**
  - Earmarks to support Founders Rising (requested \$495,000) and Shop Local (requested \$809,000) were approved by Senators Van Hollen and Alsobrooks and advanced to Appropriations Committee
- **Howard County**
  - Verbal commitment that HCEDA has \$30,000 in FY26 funding to support the work that MWBC has already completed in Howard County; nothing has materialized
- **Other**
  - Confirmed new Advisory Board members:
    - LaVonne Torrence Berner (area of expertise: legal)
    - Claudia Yates (areas of expertise: operations, real estate, marketing)
    - Beth Woodring (areas of expertise: economic development, small business development, finance)
  - Hiring for a Retail Incubator Manager (focus on Rockville and Bowie vendors and stores) and Senior Business Counselor (focus on Frederick and Montgomery Counties)