



REDI STAFF UPDATES

Board of Directors Meeting July 23rd, 2026

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

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

- *Business Visits/Events*
 - *2026 Bio Conference – San Diego*
 - Represented Rockville and the Biotech Corridor at the 2026 BIO International Convention in San Diego, CA (June 22–24)
 - Held 30 meetings with 28 companies, investors, and peer economic development organizations to advance the life sciences attraction strategy
 - Identified active leads for Maryland site searches, investment opportunities, and R&D partnerships
 - Conducting follow-up meetings with prospects.
 - *CTIS –*
 - REDI & MCEDC visited CTIS, a health information technology company headquartered at One Research Court, Suite 200, in Rockville, Maryland. Founded in 1988, the women-owned small business specializes in clinical informatics, biomedical data management, and custom IT solutions designed to support clinical trials and public health organizations
 - This was a follow-up from the company celebrating 39 years in Rockville
 - REDI & MCEDC identified areas to support the company's growth and informed them about the Biotech Corridor.
- *Programmatic*
 - The 4th **small-scale manufacturing cohort** is still underway and is expecting to wrap up in early August. Graduation details will be shared once confirmed.
- *Business Openings/Expansions*
 - **Trammell Crow** purchased Metro Park, right off of East Gude Lane & could be eyeing an office-to-warehouse conversion, but hasn't filed any plans. The deal included office property at 7500 Standish Place and 5.6 acres.
 - **Imperial Holdings LLC** acquired 678 Lofstrand Lane, a 9,291-square-foot industrial building situated on just over half an acre, for \$2.667 million. The company shares an address with nearby Imperial Auto Body, indicating the acquisition may support the business's continued operations or future expansion within Rockville.
 - **The Instant Group** leased 7,385 SF at 2000 Tower Oaks Boulevard.

Marketing – Amanda Bosland

- *Programs*
 - **Biotech Corridor**
 - The Company Directory is live and undergoing final testing before public promotion.
<https://biotechcorridor.com/company-directory/>
 - The Funding Opportunities Database is undergoing final configuration.
 - **Explore Rockville: Global Bites 2026**
 - The month-long promotion concluded with nearly 200 unique receipt uploads totaling over \$8,000, a 36% increase in sales compared to last year's program. A final report including marketing metrics is underway.
- *Highlights*
 - **Comptroller of Maryland Business Roundtable**
 - Supported the coordination of the event hosted at REDI's office and promoted MWBC's role convening businesses.
 - **EliteCare Surgical Specialists Ribbon Cutting**
 - Attended and promoted the ribbon cutting for the new Rockville practice.
 - **Koala Kreme Ribbon Cutting**
 - Promoted Koala Kreme's opening in Rockville Town Square.
 - **CTIS, Inc.**
 - Attended business development meeting and promoted CTIS, Inc. as a Biotech Corridor success story.
 - **Fox 5 DC Zip Trip**
 - Supporting the coordination of guests and segments for the Rockville Zip Trip scheduled for August 28th
 - **Event Attendance and Promotion**
 - Staff attended and promoted:
 - BIO International Convention – June 22-25th
 - Greenbelt Business Expo – June 24th

Small Business Support/MWBC – Karen Sippel

- *Programs*
 - **Shop Local**
 - Delivered final module of learning series: Growth Strategies
 - Reviewed retail consultant's initial findings and opportunities to develop an updated program vision, goals and strategy
 - Finalizing and preparing to post a part-time Retail Manager position to support Bowie store operations
 - **Founders Rising**
 - Received 60 applications for Cohort 2
 - Prepared review process and portal for staff and alumni to read and score applications
 - Confirmed all invited instructors for 12-week program
 - **Core services**
 - Unique clients served: 1,014 (as of 7.14.26)
 - New business starts: 55

- Capital infusion: 57 transactions; \$1,152,376 total
 - Jobs supported: 1,658
- *Grants*
 - **SBA**
 - Received \$150,000 payment for BSU (FY25 Q3 and Q4, FY26 Q1 and Q2)
 - Received \$112,500 payment for Core (FY25 Q4 and FY26 Q1 and Q2)
 - Preparing Noncompeting Continuation materials for Core and BSU FY27 grants
 - **Montgomery County**
 - Confirmed that closing Shop Local Rockville does not impact retail cohort task order
 - Preparing EOY report
 - **Frederick County**
 - Concluded first round of interviews to hire a Senior Business Counselor to support Frederick and Montgomery Counties
 - Preparing EOY report
 - **City of Frederick**
 - Preparing EOY report
 - **City of Bowie**
 - Preparing EOY report
 - **State of Maryland**
 - Exploring grant opportunities with the Department of Housing and Community Development
- *Other*
 - Hosted “Women & the Economy Roundtable” for the Comptroller of Maryland, including 27 small business owners
 - Said goodbye to Martha Jimenez, Program Manager, who was hired by Montgomery County as a Business Liaison within the County Executive’s office