

## MEMORANDUM

TO: City Council

FROM: David J. Deutsch  
City Manager

SUBJECT: **Status Report**

DATE: September 27, 2012

### **Status Report**

1. Stream Cleanup Number 10

On Saturday, October 13, 2012, at 9:00 a.m., volunteers will set out once again to clean streams across Bowie. This will be our 10<sup>th</sup> cleanup, and we expect to cross the 2,000 volunteers threshold. While the sites have not been finalized yet, we have a number of groups signed up to participate. If you would like to join us or receive a PDF brochure to share with your constituents, please email the City's Watershed Manager, [twright@cityofbowie.org](mailto:twright@cityofbowie.org).

2. City Partners With SBTDC to Offer Program to Accelerate and Transform Business Growth

The City has partnered with the Maryland Small Business Technology Development Center (SBTDC) to offer a comprehensive 12-week program to transform a business through a blend of the power of a non-competitive peer group with targeted training and private mentoring sessions led by trusted, seasoned advisors to help a small business CEO develop fresh ideas, perspectives, and strategies to keep the business vibrant and growing. The 10 spaces for this program have been filled; the first class session began Friday, September 28 and will continue through December 14. A detailed information flyer is attached.

3. Bowie Principal Employers 2012

A PDF is attached listing the City's Principal Employers. Some points to note are:

- There are 22 employers with 100 or more employees this year; in 2011 we had 23 employers.
- Total employment by all Bowie companies with 100 or more employees in 2012 is 5,070; in 2011 it was 5,623.

- Total employment by the top ten employers in 2012 is 3,811; in 2011 it was 3,869.
- Local government (County and City) accounts for 1,736 jobs in the top ten employers category in 2012 or roughly 46%.
- In 2012 Safeway dropped from the top ten list.
- In 2012 Sport Fit joined the top ten list.

#### 4. Hamptons at Woodmore Traffic Calming

Eight residents of the Hamptons at Woodmore attended a meeting last night to review traffic calming options for Jennings Mill Drive. Councilmember Turner also attended, along with staff and Pete Mellits, who provided the fire/EMS perspective on the impact of traffic calming devices on emergency vehicle response times.

Staff described traffic calming alternatives and the process to demonstrate community support for any such installation. There appears to be support for a traffic circle at the Jennings Mill/Black Branch Way intersection. A letter is expected from the residents validating that community position. Following receipt of the letter, staff will work on the design of the circle. It is possible that the circle could be installed before the end of 2012.

#### 5. Smart Meters Open House

BGE will be holding an open house about smart meters at the Kenhill Center on Thursday, October 4<sup>th</sup> from 6:30 p.m. to 8 p.m. Attached is a flyer about this event.

DJD/asf

Attachments



# ACCELERATE

## Your Million Dollar Business

Innovative Ideas **Unbiased Advice** Proven Results

**T**ransform your business with **CEO Accelerator**, a comprehensive 12-week program that blends the power of a non-competitive peer group with targeted training and private mentoring sessions led by trusted, seasoned advisors. Haven't made a million dollars yet? Or are you on your way to your second million? Either way, we'll help you develop fresh ideas and perspectives to develop strategies that keep your business vibrant and growing!



**Transform Your Business Accelerate Your Growth**

Turn over for more details and apply online at [mdsbdc.umd.edu](https://mdsbdc.umd.edu)

*“The training has been life changing and transformational...”*

– D. Key

## The comprehensive 12-week program includes:

- Peer learning in a diverse, non-competitive group
- Confidential, trusted executive training and development with seasoned advisors, market leader trainers and world class coaches.
- Small-group interaction and benefits
- Unprecedented access to award winning coaching, mentoring and business development tools
- Each cohort will be limited to 10 businesses

Participants will come away with a **strategic growth plan customized to their specific business** and based on their newly acquired knowledge of solid business principles.

### Session Topics:\*

- Introduction, How CEO Accelerator Will Help Grow Your Business
- Feeling The Pain, What Your Business Is Doing Right And Wrong
- Creating A Culture For Success
- Developing The Strategic Growth Mindset
- Begin Development Of Your Strategic Plan
- Key Steps To a Better Business
- Effective Leadership And Team Building
- Building A Strategic Sales And Marketing Plan
- Learning The Power of Peer-to-Peer Advice
- It's All About The Numbers, Financial Diagnostics, Cash flow Oversight And Capital Infusion
- Getting More With Less, Operations And Lean Management
- Asset Protection - Preserving Your Wealth
- Bringing It All Together, Let's Get Ready To Execute
- Plan For Your Success, Finalizing Your Strategy

\*Course schedule may change based on presenter availability. Sessions include course materials, expert consultation, and unprecedented access to world class growth specialists.

12 Sessions – Fridays, 9 am – 12 noon  
**Starts September 28th, 2012**

**Bowie City Hall**

### Strategic Growth Specialists:

The SBTDC has experts with proven success in building million dollar businesses. These specialists will personally guide you through the process of creating a profitable business that works without you, changing the way you look at, and run your business.



### Testimonials

“My business has been completely transformed by the **CEO Accelerator**. Prior to the program, I only focused on the technical side of the business. It opened my eyes to what I must do as the owner to run a successful multi-million dollar business. This program is priceless and its counselors are brilliant. Every business owner needs to take this course.”

*Marc Silverstein*  
On The Marc Media

“This program truly accelerated our revenue and profits. We learned and were inspired through the board room style peer-to-peer coaching from the other participants.”

*Nancy and Jim Lilly*  
JEM Engineering

“The recession has hurt my business like it has most businesses. I now have the confidence to build my business, despite the recession. Thank you, **CEO Accelerator** for opening my eyes to strategies that work in this new economy. One strategy immediately increased my net income by \$100,000. The 12 sessions were exhilarating!”

*Hank Doong*  
The Behnke Nurseries Company

**12 comprehensive sessions**

**Apply Now!**

~~\$500~~ **\$350\***

\*Discounted pricing is available through a sponsorship from:



Details online!

**Application Deadline September 17, 2012**

**Apply online**  
**[mdsbdc.umd.edu](http://mdsbdc.umd.edu)**



<b>RANK</b>	<b>EMPLOYER</b>	<b>EMPLOYEES</b>	<b>% Total CITY Employment</b>	<b>% Total COUNTY Employment</b>
1	Prince George's County Public Schools	1063	5.15%	0.45%
2	Inovalon (formerly MedAssurant)	625	3.03%	0.26%
3	City of Bowie	418	2.03%	0.18%
4	Wal-Mart	370	1.79%	0.16%
5	Target	300	1.45%	0.13%
6	Giant Food Inc	256	1.24%	0.11%
7	Prince George's County (911 Call Center)	255	1.24%	0.11%
8	Macy's	180	1.24%	0.11%
9	Lowe's	174	0.84%	0.07%
10	Sport Fit Bowie Racquet	170	0.82%	0.07%
11	US Census Bureau Computer Facility	160	0.78%	0.07%
13	Larkin Chase Care & Rehabilitation Center	150	0.73%	0.06%
14	IDA Center For Computing Sciences	135	0.65%	0.06%
15	ITT Corporation	128	0.62%	0.05%
16	Home Depot	125	0.61%	0.05%
17	United States Post Office	121	0.62%	0.05%
19	Safeway Stores Inc	119	0.58%	0.05%
20	Kohl's	114	0.55%	0.05%
21	B J's Wholesale Club	107	0.52%	0.04%
22	Bowie Health Center-Dimensions	100	0.48%	0.04%
<b>TOTAL Top Ten</b>		<b>3,811</b>	<b>18.48%</b>	<b>1.60%</b>
TOTAL all 100+		5,070	24.59%	2.13%
Total # Employees in Bowie Zip Codes or Prince George's County (2010)			20,621	237,908

SMARTENERGY > INNOVATION  
EFFICIENCY  
CHOICE  
SAVINGS  
MANAGEMENT

New *smart* meters are  
coming to your neighborhood.



**BGE's new smart meters are the first step in helping customers better  
manage their energy use and bills.  
Learn more at BGE's upcoming open house event.**

***Thursday, October 4, 2012 (6:30 – 8:00 pm)***  
***Kenhill Center – Kenhill Multipurpose Room***  
***2614 Kenhill Drive***  
***Bowie, MD 20706***

For more information, contact BGE Community Relations Line at  
410.470.4103.



[BGE.COM/SMARTGRID](http://BGE.COM/SMARTGRID)

VISIT US ON    