

August 22, 2011

Prince George's County Council  
14741 Governor Oden Bowie Drive  
2nd Floor  
Upper Marlboro, Maryland 20772

**Re: Support Enactment of CR-4-2011 - Economic  
Development Incentive Fund**

Dear Prince George's County Council:

The Technology Council of Maryland (TCM) is the largest technology and biotechnology trade association in Maryland, representing nearly 500 innovative companies, along with government, academia, and service providers. Our members employ more than 250,000 people in Maryland and the Washington Metropolitan region. TCM's mission includes advocacy on behalf of these businesses.

TCM writes specifically in regard to supporting the enactment of CB-4-2011, the County Executive's proposal to create a Prince George's County Economic Development Incentive Fund (EDI Fund). We believe that the EDI Fund could be a critical element in assisting Prince George's County's efforts to meet its potential and to compete for technology sector companies and jobs.

Prince George's County has so many wonderful economic development assets, including the flagship University of Maryland, Bowie State University, and other institutions of higher education, and more than 15 significant federal facilities. Access to critically needed loans or grants through the EDI Fund will allow technology-based businesses the opportunity to grow, create jobs, and prosper and will put Prince George's County on an equal footing with neighboring jurisdictions when it comes to incentives. Without access to critical capital, technology companies are forced to look to other jurisdictions for locations to grow their companies and hire the local workforce.

As important as the concept behind the EDI Fund, it is equally important that the program be implemented in a manner responsive to the needs of the business community. This means that the EDI Fund must be flexible, that lending decisions must be made in a business timeframe, and that the process must be perceived as fair and predictable. To allow Prince George's County to compete with other jurisdictions, the EDI Fund must not be perceived as layered in unnecessary bureaucracy or as an overly political process, but as a program that resembles a private sector lender.

We congratulate all members of the County Council on their commitment to growing the economy of Prince George's County and urge the prompt enactment of CR-4-2011.

Sincerely,



Renée M. Winsky  
Chief Executive Officer