



Agenda Item Summary Report

Meeting Date:
October 20, 2025

Submitted by:
Regine Watson, Town Clerk
Michelle Bailey Hedgepeth, Town Administrator

Item Title: COUNCIL ACTION | Approval for a Contract with JH Consulting Inc for Economic Development Consulting Services

Approval for a Contract with JH Consulting

Work Session Item [X]
Council Meeting Item [X]

Documentation Attached:
Proposals
Contract

Recommended Action:

Staff recommends the passage of this contract and asks that the Council approve the Town Administrator's signing of an agreement with JH Consulting.

Summary of Economic Development Consultant RFQ Process

As part of the FY 2025 Budget, the Town Council approved funds for an on-call Economic Development Consultant to help augment staffing in the area of Economic Development.

The Town of Bladensburg initiated a Request for Qualifications (RFQ) process for selecting an on Call Economic Consultant in August 2025. The RFQ outlined specific requirements, submission instructions, and evaluation criteria, attracting eight firms.

Firm Name	Services Offered	
Finalist Firms		Ranking
JH Government Affairs	Full-Service Services – Online and In-Person (local)	1
Eighth Generation Consulting	Full-Service - Online (Out of State)	3
LA Perez	Full-Service – Online and In-Person (local)	2
Other Applicants		
A3Bel	Full Service Online and In Person (local)	N/A
W-ZHA	Full Service Online and In Person (local)	N/A
Research Associates	Full-Service - Online (Out of State)	N/A
BAE	Full Service Online and In Person (local)	N/A
GMIS	Full Service Mostly Online and In Person (local)	N/A

The Town staff believes that the appointment of JH Consulting will continue to work on the Economic Development issues and provide support to the Town on these matters.

Budgeted Item: Yes [X] No [] NA
Budgeted Amount: \$35,000 annually
One-Time Cost: NA
Ongoing Cost: NA

Continued Date:

Council Priority: Yes [] No []

Approved Date: