



Agenda Item Summary Report

Meeting Date:
October 20, 2025

Submitted by:
Michelle Bailey Hedgepeth, Town Administrator
Jarryd Hawkins, Economic Development Consultant

Item Title: COUNCIL ACTION | Contract Approval for a contract with Fleur de Lis L.L.C. for on-call Commercial Real Estate Advisory Services for signature and execution by Town Administrator.

Approval for a Contract with Fleur de Lis L.L.C. Commercial Real Estate Advisory Services for Commercial Real Estate Services

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

Documentation Attached:
Proposal
Draft Contract

Recommended Action:

Staff recommends the passage of this on-call contract and asks that the Council approve the Town Administrator's signing of an agreement with Fleur de Lis L.L.C. for signature and execution by the Town Administrator.

Summary: The Town developed an RFP for commercial real Estate Services to aid in the economic development of the Town when seeking property. In the fall of 2024, the Town posted an RFP for services. We received a total of three proposals, and one of the three withdrew in the fall. Below is an analysis completed by the Economic Development Consultant:

Fleur De Lis

- Owned by Monique Anderson Walker, a well-known commercial real estate broker with an office located in National Harbor.
- Monique has decades of experience as a commercial real estate broker and a clear understanding of Prince George's County local politics and economic development activity.
- RFQ response offers ancillary services such as real estate market research and analysis, engaging property owners, and identifying parcels appropriate for redevelopment.
- Strong network with stakeholders in the region.

Mackenzie

- A multifaceted company that develops, finances, and brokers real estate deals in Maryland and surrounding states.
- Trish Farrell would serve as the town's representative. Trish has decades of experience as a commercial real estate agent. It seems most of her work is in Howard County and Anne Arundel County.
- RFQ response also offers additional services at a cost to the town.

Analysis

While both of these firms seem capable of servicing the town's real estate needs. Fleur De Lis's experience and overall historical knowledge of Prince George's County and the region provide a key advantage. For this specific reason, the town should work with this firm to achieve its real estate needs. However, I am interested in learning more about Mackenzie's real estate development capacities and see if there is an opportunity to work together on redevelopment projects either in Bladensburg and/or the Port Towns.

The Economic Development Team recommends hiring a firm to handle real estate transactions for the Town of Bladensburg. This will be an on-call contract.

The Town Administrator and Mr. Hawkins will be available to answer any questions on this matter.

Budgeted Item: Yes ☒ No ☐ NA

Budgeted Amount:

One-Time Cost: NA

Ongoing Cost: NA

Continued Date:

Council Priority: Yes ☐ No ☐

Approved Date: