

RFQ 2025-02

Commercial Real Estate Services

Issued by:

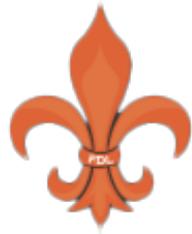
Town of Bladensburg
4229 Edmonston Road
Bladensburg, MD 20710

Submitted via E-mail to:

Jarryd Hawkins
Project Manager
Economic Development Consultant
Town of Bladensburg
jhawkins@highstreetstrat.com

Submitted by:

Monique Anderson-Walker | MSRE
Principal Broker
Fleur de Lis, LLC
monique@fdllc.com



What Inspires Us

Our FDL guiding principles encourage organic bonding and synergy that sets the stage for community building and stewardship. Achieving smart development that bonds businesses to the people is critical to mutual long-term growth and sustained success. For our part, FDL seeks to build coalitions between businesses and residents of the community they serve.

We are clear in our mission to be knowledgeable, as well as socially and environmentally conscious in advising real estate development partners desiring to have a positive impact in the region. As a result, both businesses and communities thrive. As we serve the commercial real estate needs of our business clients, we identify opportunities to address challenges in the surrounding development area and afford area businesses an opportunity to partner in addressing challenges.



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January 14, 2025

Mr. Jarryd Hawkins
Economic Development Consultant
Town of Bladensburg
4229 Edmonston Road
Bladensburg, MD 20710

SUBJECT: Letter of Interest
RFQ 2025-02 Commercial Real Estate Services

Dear Mr. Hawkins:

Thank you for the opportunity to respond to the RFQ: 002-2025 - Commercial Real Estate Services - Town of Bladensburg, MD on behalf of Fleur de Lis L.L.C. Commercial Real Estate Advisory Services ("FDL"), a Black, woman-owned Prince George's County-based Commercial Real Estate Brokerage established and headquartered in National Harbor in 2016.

FDL comes to you uniquely qualified, having negotiated and transacted multiple Lease, Sale and Land Development deals with local, national and international businesses. The Town of Bladensburg and the Port Towns have a rich history and vibrancy that FDL would love to play a part in enhancing through the expansion of experiential destination sites.

As a lifelong Prince Georgian, licensed realtor of over 25 years, and former elected Prince George's County Councilmember, I have been engaged in actively transforming communities and expanding economic development in the region.

My working relationships and community involvement have allowed me to play pivotal roles in expanding transit, healthcare options and education access, as well as rooting community businesses, as part of economic development in the region. FDL has led the acquisition of land for educational campuses, brought tenants to retail, restaurant and specialty sites, as well as worked in coalition with utility and infrastructure partners to expand transit facilities for the purposes of improved access and connectivity. In this vein, FDL has located and negotiated expansion sites for MV Transportation, an international corporation, to fulfill their Metro Access contract, bringing the same energy and excellence, FDL has also negotiated industrial Leases for Canadian-based First Transit to service their school bus contracts.

In my role as Principal Broker of FDL, I have enhanced healthcare access in the region to include site selection and Lease negotiation of the only Veterans' Affairs Out-Patient Facility in Prince George's County, MD. Recognizing that communication and ability to adapt is critical, I have honed those skills with international and national corporations who have given directives through conference calls, and



regularly scheduled update calls. FDL understands how to work in coalition to successfully complete tasks for our end users.

FDL offers end-to-end solutions to be adaptable and most accommodating for our end user. In our experience with the out of state ownership group, Advanced Recovery Systems, FDL was tasked with locating and negotiating their first in-Patient Mental Health Campus in Prince George's County. Not only did FDL successfully backfill a vacated boarding school site, which we located for them, but we also negotiated the acquisition, assisted with permitting and put together the development team for the redevelopment of the site for the new owner.

While a Member of the Prince George's County Council, my motto was "Transformative Solutions: Healthy and Vibrant Communities." I participated in land use and zoning processes, including participating in the zoning rewrite. Further, in that capacity, I was responsible for reviewing and making decisions on multiple text amendments as part of development processes, thus I have a working understanding of zoning and land use, which is paramount in economic development.

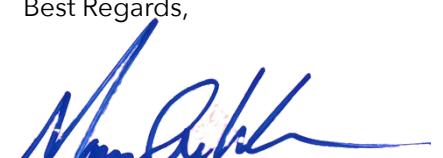
Attendant to development is having sensitivity to the environmental impacts. In my role on the Council, I authored legislation and brought awareness to the importance of infill redevelopment over development of raw land. My knowledge of the deleterious impacts of flooding to businesses and community health, led me to propose legislation to study flood areas, save tree canopy to cool the atmosphere and stabilize soils, as well as voted against legislation and developments threatening the character and health of the community. FDL will bring that same sensibility if chosen to work with the Town of Bladensburg.

FDL will utilize the resources available to us through longstanding relationships, PG Atlas, SDAT, as well as property search platforms to aid in locating properties and their owners, as we have done for decades working in the commercial real estate industry.

FDL looks forward to working with the stakeholders in the Town of Bladensburg to strengthen and advance the desires of the community, while building opportunities for small business owners, as well as access to amenities and destination experiences for the community.

Again, thank you for the opportunity to participate in this process to work with the Town of Bladensburg.

Best Regards,



Monique Anderson-Walker, MSRE
Principal Broker
Fleur de Lis, LLC





Monique Anderson-Walker
Principal Broker

Monique Anderson Walker, MSRE is the Principal Broker of Fleur de Lis, LLC Commercial Real Estate Brokerage and Development Advisory Services headquarter at National Harbor in Oxon Hill, MD. During her 25-year real estate career, she has become known as an effective negotiator in representing international, national, and regional corporations with commercial expansions into the Washington, DC Metropolitan-area. She facilitated the commercial expansion of British-based First Transit into an industrial site and was successful in bringing the Veterans Affairs Medical Center Outpatient Clinic to Prince George's County, MD to anchor an office building that she repositioned.

Her development advisory services have been utilized by medical corporations, vehicle dealerships, homebuilders and faith-based associations, to name a few. She is resolute in adding value by repositioning, infill redevelopment and by assembling and predevelopment of parcels.

Anderson-Walker has led noteworthy economic development initiatives and facilitated meaningful career paths focused on technology and innovation. This includes partnering with the Global Air Drone Academy to establish The S.T.E.A.M. (Science, Technology, Engineering, Arts, and Math) camp, a free drone program in which the students learn the rules of drone construction, piloting, coding and can gain drone pilot licenses. Joint Base Andrews Command and the Intelligence Community's (IC) have supported the program with access to Joint Base Andrews SPARKX Center, a renowned incubator, as well as IC-led seminars. This outstanding coalition also provides internship and career opportunities for some of the teens in District 8.

As Vice-Chair of the Transportation, Infrastructure, Energy and Environment (TIEE) committee and member of Transportation Planning Board sub-committee at Council of Governments (2019-2020), Anderson-Walker advocated for the prioritization of transit to connect National Landing in Arlington, VA (Amazon HQ) to major travel arteries in Prince George's County – enabling business retention, growth, expansion and attraction. Focusing on intra-county connectivity – transporting commuters over the Woodrow Wilson Bridge into Prince George's County, extending to Oxon Hill and Allentown Roads – creates viability for transit LIVE, WORK, PLAY hubs.

Anderson-Walker holds an M.S. degree in Real Estate from Johns Hopkins University; an M.A. degree in Political Science from Howard University; and a B. A. degree in International Studies from Emory University. She is a life-long Prince George's County resident, where she and her husband, former Maryland State Delegate Jay Walker, raised their children – Jasmine, Jeannine and Jewel.



Section 1:

Fleur de Lis' Strength and Expertise

A Proven, Regional Partner

For nearly 20 years, the Fleur De Lis team has delivered top-notch real estate services to professionals and organizations of varying sizes and scopes. The firm advises a variety of groups and businesses on the development potential of their sites and property type, including, but not limited to:



Health organization expansion project in the greater Washington, D.C. area



Multi-national transportation corporation working with the Washington Metropolitan Area Transit Authority (WMATA) & Baltimore-area Transit



Private & international charter school management corporation



Vehicle retail dealership and maintenance facilities



Regional utilities, institutional investors, and credit unions



Real Estate Investment Trusts (REITs)



Regional home builders



Local and global faith-based institutions



Relevant Projects and Successful Transactions

Our Commercial Real Estate Development and Advisory Services are provided in various stages of the development cycle. In some instances, a prerequisite to the sale of the property may involve pre-development to maximize the value, or to bring transparency to on-site challenges.

Fleur de Lis, LLC is able to tailor a Commercial/Retail real estate development team to serve the diverse opportunities within the region and aims to utilize qualified local businesses and MBEs. As such, development of raw land from concept to certificate of occupancy is within our capabilities.

Knowledge and Understanding of the State of Maryland Laws and Programs

Fleur de Lis, LLC provides Commercial Real Estate Brokerage Services in Maryland and the Washington, D.C. area to include property sales and leasing, as well as 1031 exchanges and investments.

In an effort to deliver excellent advisory services, we make it our business to be aware of policy and regulation changes that may impact the comprehensive plan, sectional map amendment, zoning, storm water management, entitlements, land value and more.

Such information can impact whether a property goes through pre-development processes for value-add, before being put on the market for sale or lease. Moreover, we utilize that information in marketing the property for its current, as well as potential highest and best use.



Section 2:

Compensation and Pricing Structure

Fleur de Lis will serve as the Town of Bladensburg's guide through the complexities of commercial real estate pricing so you can navigate the space with confidence and involve the right people in your journey. But first, ...

Fleur de Lis' Value Proposition

Whether it's property management, development, brokerage service, or investments, our Fleur de Lis team will bring characteristics to the table that are necessary for success.

Expertise

Commercial real estate is a tough, complex, and relatively litigious industry. For most, navigating these waters themselves won't be the best choice. Hiring Fleur de Lis with our unique and relevant specializations, can bring valuable insights on property values and investment opportunities to the table.

Time Savings

Managing commercial real estate can be a time-consuming and complex process. Fleur de Lis can handle many day-to-day tasks associated with property management, such as leasing, maintenance, and tenant relations. This frees up time for your office to focus on the Town of Bladensburg's business activities.

Increased ROI

Due to our experience in the field, Fleur de Lis is best suited to maximize return on investment (ROI) for our clients. We've built seasoned expertise in finding sensible ways to increase rental income, reduce expenses, and improve property values. Further, FDL experts can aid in negotiations and deal structure.

Risk Management

Managing risk is a huge factor in hesitation in commercial transactions. Decision-making around high-cost scenarios isn't comfortable to most unless they thoroughly understand the value.

Fleur de Lis takes due diligence seriously. We can provide guidance on County regulatory compliance, property maintenance, and tenant relations to mitigate risk. This includes assistance with potential legal issues and disputes, which is a huge weight off our clients' shoulders.



Compensation

- Fleur de Lis will charge the Client for services at the rate of \$200.00USD per hour (the "Compensation").
- A retainer of \$20,000.00USD (the "Retainer") is payable by the Client upon execution of this Agreement.
- For the duration of this contract, the Client will be invoiced every month.
- Invoices submitted by Fleur de Lis to the Client are due within 30 days of receipt.

Reference **Appendix B** for additional information concerning Reimbursement of Expenses and other pertinent compensation language.



Section 3:

Communication Practices and Strategies

Properties that are represented by Fleur de Lis, LLC are directly marketed to our extensive database of likely purchasers and users. Additionally, we have membership with internet-based multiple listing services, such as Costar, Bright MLS, and Crexì platforms where our properties are marketed to entities that frequently acquire and dispose of commercial real estate.

We are a relationship-based firm and consider our clients our partners for the long run. Thus, we are respectful of our terms for engagement and confidentiality and sensitivity with information in all areas of service.

Communication and Client Engagement Platforms





Request for Qualifications

Town of Bladensburg | RFQ 2025-02
Commercial Real Estate Services

APPENDICES

APPENDIX A:

Proof of Licensure with the State of Maryland

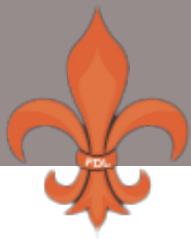
APPENDIX B:

Consulting Agreement

APPENDIX C:

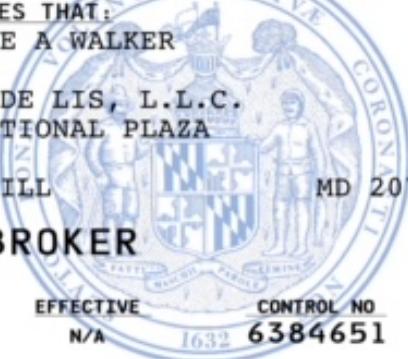
References



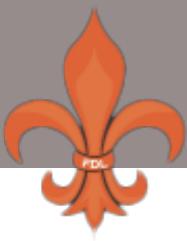


APPENDIX A

Proof of Licensure with the State of Maryland

Maryland DEPARTMENT OF LABOR	LICENSE * REGISTRATION * CERTIFICATION * PERMIT			Wes Moore Governor		
STATE OF MARYLAND					Aruna Miller Lt. Governor	
MARYLAND DEPARTMENT OF LABOR					Portia Wu Secretary	
REAL ESTATE COMMISSION						
CERTIFIES THAT: MONIQUE A WALKER						
FLEUR DE LIS, L.L.C. 137 NATIONAL PLAZA						
OXON HILL MD 20745						
IS AN AUTHORIZED: 01 - BROKER						
LIC/REG/CERT 35560	EXPIRATION 10-20-2026	EFFECTIVE N/A	CONTROL NO 1632 6384651	Secretary		
<hr/> Signature of Bearer WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES						





CONSULTING AGREEMENT

THIS CONSULTING AGREEMENT (the "Agreement") is dated this _____ day of
_____, _____.

CLIENT

Town of Bladensburg
4229 Edmonston Rd, Bladensburg, MD
20710, USA
(the "Client")

CONSULTANT

Fleur de Lis, L.L.C.
137 National Harbor Blvd, Oxon Hill, MD
20745, USA
(the "Consultant")

BACKGROUND

- A. The Client is of the opinion that the Consultant has the necessary qualifications, experience and abilities to provide consulting services to the Client.
- B. The Consultant is agreeable to providing such consulting services to the Client on the terms and conditions set out in this Agreement.

IN CONSIDERATION OF the matters described above and of the mutual benefits and obligations set forth in this Agreement, the receipt and sufficiency of which consideration is hereby acknowledged, the Client and the Consultant (individually the "Party" and collectively the "Parties" to this Agreement) agree as follows:

SERVICES PROVIDED

1. The Client hereby agrees to engage the Consultant to provide the Client with the following consulting services (the "Services"):
 - Commercial Real Estate acquisition and Economic Development Strategic Planning for Town of Bladensburg.
2. The Services will also include any other consulting tasks which the Parties may agree on. The Consultant hereby agrees to provide such Services to the Client.

TERM OF AGREEMENT

3. The term of this Agreement (the "Term") will begin on the date of this Agreement and will remain in full force and effect indefinitely until terminated as provided in this Agreement.
4. In the event that either Party wishes to terminate this Agreement, that Party will be required to



provide 30 days' written notice to the other Party.

5. In the event that either Party breaches a material provision under this Agreement, the non-defaulting Party may terminate this Agreement immediately and require the defaulting Party to indemnify the non-defaulting Party against all reasonable damages.
6. This Agreement may be terminated at any time by mutual agreement of the Parties.
7. Except as otherwise provided in this Agreement, the obligations of the Consultant will end upon the termination of this Agreement.

PERFORMANCE

8. The Parties agree to do everything necessary to ensure that the terms of this Agreement take effect.

CURRENCY

9. Except as otherwise provided in this Agreement, all monetary amounts referred to in this Agreement are in USD (US Dollars).

COMPENSATION

10. The Consultant will charge the Client for the Services at the rate of \$200.00 per hour (the "Compensation").
11. A retainer of \$ 20,000.00 (the "Retainer") is payable by the Client upon execution of this Agreement.
12. For the remaining amount, the Client will be invoiced every month.
13. Invoices submitted by the Consultant to the Client are due within 30 days of receipt.

REIMBURSEMENT OF EXPENSES

14. The Consultant will be reimbursed from time to time for reasonable and necessary expenses incurred by the Consultant in connection with providing the Services.
15. All expenses must be pre-approved by the Client.

CONFIDENTIALITY

16. Confidential information (the "Confidential Information") refers to any data or information relating to the business of the Client which would reasonably be considered to be proprietary to the Client including, but not limited to, accounting records, business processes, and client records and that is not generally known in the industry of the Client and where the release of that Confidential Information could reasonably be expected to cause harm to the Client.



- 17.** The Consultant agrees that they will not disclose, divulge, reveal, report or use, for any purpose, any Confidential Information which the Consultant has obtained, except as authorized by the Client or as required by law. The obligations of confidentiality will apply during the Term and will end on the termination of this Agreement except in the case of any Confidential Information which is a trade secret in which case those obligations will last indefinitely.
- 18.** All written and oral information and material disclosed or provided by the Client to the Consultant under this Agreement is Confidential Information regardless of whether it was provided before or after the date of this Agreement or how it was provided to the Consultant.

OWNERSHIP OF INTELLECTUAL PROPERTY

- 19.** All intellectual property and related material (the "Intellectual Property") that is developed or produced under this Agreement, will be the property of the Consultant. The Client is granted a non-exclusive limited-use license of this Intellectual Property.
- 20.** Title, copyright, intellectual property rights and distribution rights of the Intellectual Property remain exclusively with the Consultant.

RETURN OF PROPERTY

- 21.** Upon the expiration or termination of this Agreement, the Consultant will return to the Client any property, documentation, records, or Confidential Information which is the property of the Client.

CAPACITY/INDEPENDENT CONTRACTOR

- 22.** In providing the Services under this Agreement it is expressly agreed that the Consultant is acting as an independent contractor and not as an employee. The Consultant and the Client acknowledge that this Agreement does not create a partnership or joint venture between them, and is exclusively a contract for service. The Client is not required to pay, or make any contributions to, any social security, local, state or federal tax, unemployment compensation, workers' compensation, insurance premium, profit-sharing, pension or any other employee benefit for the Consultant during the Term. The Consultant is responsible for paying, and complying with reporting requirements for, all local, state and federal taxes related to payments made to the Consultant under this Agreement.

RIGHT OF SUBSTITUTION

- 23.** Except as otherwise provided in this Agreement, the Consultant may, at the Consultant's absolute discretion, engage a third party sub-contractor to perform some or all of the obligations of the Consultant under this Agreement and the Client will not hire or engage any third parties to assist with the provision of the Services.
- 24.** In the event that the Consultant hires a sub-contractor:
 - the Consultant will pay the sub-contractor for its services and the Compensation will remain payable by the Client to the Consultant.



- for the purposes of the indemnification clause of this Agreement, the sub-contractor is an agent of the Consultant.

AUTONOMY

25. Except as otherwise provided in this Agreement, the Consultant will have full control over working time, methods, and decision making in relation to provision of the Services in accordance with the Agreement. The Consultant will work autonomously and not at the direction of the Client. However, the Consultant will be responsive to the reasonable needs and concerns of the Client.

EQUIPMENT

26. Except as otherwise provided in this Agreement, the Consultant will provide at the Consultant's own expense, any and all equipment, software, materials and any other supplies necessary to deliver the Services in accordance with the Agreement.

NO EXCLUSIVITY

27. The Parties acknowledge that this Agreement is non-exclusive and that either Party will be free, during and after the Term, to engage or contract with third parties for the provision of services similar to the Services.

NOTICE

28. All notices, requests, demands or other communications required or permitted by the terms of this Agreement will be given in writing and delivered to the Parties at the following addresses:

- a. Town of Bladensburg
4229 Edmonston Rd, Bladensburg, MD 20710, USA
- b. Fleur de Lis, L.L.C.
137 National Harbor Blvd, Oxon Hill, MD 20745, USA

or to such other address as either Party may from time to time notify the other, and will be deemed to be properly delivered (a) immediately upon being served personally, (b) two days after being deposited with the postal service if served by registered mail, or (c) the following day after being deposited with an overnight courier.

INDEMNIFICATION

29. Except to the extent paid in settlement from any applicable insurance policies, and to the extent permitted by applicable law, each Party agrees to indemnify and hold harmless the other Party, and its respective directors, stockholders, affiliates, officers, agents, employees, and permitted successors and assigns against any and all claims, losses, damages, liabilities, penalties, punitive damages, expenses, reasonable legal fees and costs of any kind or amount



whatsoever, which result from or arise out of any act or omission of the indemnifying party, its respective directors, stockholders, affiliates, officers, agents, employees, and permitted successors and assigns that occurs in connection with this Agreement. This indemnification will survive the termination of this Agreement.

MODIFICATION OF AGREEMENT

30. Any amendment or modification of this Agreement or additional obligation assumed by either Party in connection with this Agreement will only be binding if evidenced in writing signed by each Party or an authorized representative of each Party.

TIME OF THE ESSENCE

31. Time is of the essence in this Agreement. No extension or variation of this Agreement will operate as a waiver of this provision.

ASSIGNMENT

32. The Consultant will not voluntarily, or by operation of law, assign or otherwise transfer its obligations under this Agreement without the prior written consent of the Client.

ENTIRE AGREEMENT

33. It is agreed that there is no representation, warranty, collateral agreement or condition affecting this Agreement except as expressly provided in this Agreement.

ENUREMENT

34. This Agreement will enure to the benefit of and be binding on the Parties and their respective heirs, executors, administrators and permitted successors and assigns.

TITLES/HEADINGS

35. Headings are inserted for the convenience of the Parties only and are not to be considered when interpreting this Agreement.

GENDER

36. Words in the singular mean and include the plural and vice versa. Words in the masculine mean and include the feminine and vice versa.

GOVERNING LAW

37. This Agreement will be governed by and construed in accordance with the laws of the State of Maryland.

SEVERABILITY



38. In the event that any of the provisions of this Agreement are held to be invalid or unenforceable in whole or in part, all other provisions will nevertheless continue to be valid and enforceable with the invalid or unenforceable parts severed from the remainder of this Agreement.

WAIVER

39. The waiver by either Party of a breach, default, delay or omission of any of the provisions of this Agreement by the other Party will not be construed as a waiver of any subsequent breach of the same or other provisions.

IN WITNESS WHEREOF the Parties have duly affixed their signatures under hand and seal on this _____ day of _____, _____.

WITNESS: _____

Town of Bladensburg
Per: _____ (Seal)
Officer's Name: _____

WITNESS: _____

Fleur de Lis, L.L.C.
Per: _____ (Seal)
Officer's Name: _____



Monica Hawkins Titus

Impressions Pediatric Therapy
(301) 233-2268

Pastor Joseph Gilmore

Mount Ephraim Baptist Church
(301) 943-0229

Mark Young

Reliance Companies
(404) 550-1267

Pastor Jefferey Mitchell

Rock Creek Christian Academy
(202)316-0000

B. Doyle Mitchell, Jr.

Industrial Bank
(202)256-9035

Curtiss Stancil

MV Transit
(804) 982-9349 or (804) 616-7342

Jay Fertig

Advanced Recovery Systems
Jfertig@advancedrecoverysystems.com

Dr. Frank Spellman

Retina Group of Washington
(202) 320-6513

David DeVito

First Transit
(845)216-6865

Rev. Dr. H. Beecher Hicks

Metropolitan Baptist Church
Hbeecher3@gmail.com

Dr. Weymouth Spence

Washington Adventist University
(240) 429-8479 or (301)891-4128

