



**MAYSON-DIXON**  
PROPERTIES & DEVELOPMENT



**Mayson-Dixon Properties & Development** is a fast growing minority-owned sub and general contractor for commercial and residential projects with offices in Baltimore City and Prince George's County. We manage and invest in communities that create meaningful opportunity for their inhabitants. Our team is made up of construction, government, and public relations professionals that are true partners in your project from start to finish.

### Certifications

- MDOT MBE/DBE/SBE Certified (17-302)
- MBE Certified Baltimore City (18-375344)
- MBE/CBSB Certified Prince George's County (19-14437) (19-1125)

### NAICS Codes

- 531390 - Other Activities Related to Real Estate
- 531110 - Lessors of Residential Buildings and Dwellings
- 531120 - Lessors of Non-residential Buildings (except Mini-Warehouses)
- 531310 - Real Estate Property Managers
- 531311 - Residential Property Managers
- 531312 - Non-residential Property Managers

### Memberships

- Greater Baltimore Committee
- Maryland LGBTQ Chamber of Commerce
- Prince George's County Business Roundtable
- Urban Land Institute

## Capabilities & Services



### Property Acquisition

Proformas | Site Review | Bank Partnerships | Financing | Investment



### Property Management

Lease Agreements | Repair & Maintenance | Snow Removal | Capital Improvements | Tenant Relationships | Landscaping



### Development Consulting

Workforce Development | Local Hiring | Government Financing | Project Management



### Construction Management

Estimating | Budget Management | Subcontractor Management | Contractor Management | Project Identification



### Venture Capital Campaigns

Marketing Decks | Proforma Creation & Analysis | Investor Identification | Research | Planning

# Mayson-Dixon is Your Community Partner

We are a property management firm working to create communities that have lasting impact. Our experience in advocacy helps us to solve challenges of community buy-in and investment. Above all, we take pride in the buildings we manage and always think of our tenants like family.



**JAYSON WILLIAMS**  
Chief Executive Officer

Jayson co-founded Mayson-Dixon Properties & Development to invest in the city that his family has called home for over a century.

A proud graduate of St. Mary's College of Maryland, Jayson has worked for local, state, and federal government entities, as well as construction labor unions in the D.C. area.

Prior to launching Mayson-Dixon Properties & Development and its sister company, MD Strategic Consulting in 2015, Jayson worked for Maryland State Senate President Thomas V. Mike Miller, U.S. Senator Barbara Mikulski, U.S. Senator Ben Cardin, and Prince George's County Executive Rushern L. Baker III to name a few.

His public service history also includes roles as special assistant to County Executive Baker and then Vice President for Strategic Alliances for the Prince George's County Economic Development Corporation, where he spearheaded major government reform and played a key role in enabling the development of the \$1.2 billion MGM National Harbor. A believer in community service, he serves as chairman of the board of Pride of Baltimore II, an internationally renowned Maryland tall ship, and on the boards of directors of both the Maryland Family Network and Maryland Humanities.

In 2018 he received the Chairman's Award for his work in helping Korean investors purchase shopping centers for redevelopment and creating public-private partnerships with local government.



**MATTHEW NEWCOMER**  
President

Matt is the co-founder of Mayson-Dixon Properties & Development and has a passion for real estate development and renovation projects. Matt is an expert in financial analysis and has a keen eye toward renovation design and a unique vision for seeing a property's potential, despite its current condition. Matt is constantly scouting for

properties and wants the company to do everything it can to support the growing renaissance happening across much of Baltimore City.

Prior to Jayson and Matt's business ventures, Matt spent 10 years in corporate banking with Wells Fargo Bank and then at Bank of America in the Global Commercial Bank. At BOA, Matt was as a credit underwriter for Specialized Industries, the group that provides a full array of lending and financial services to large, institutional nonprofit clients.

Matt graduated from St. Mary's College of Maryland with a Bachelor of Arts degree in Economics and a minor in Spanish Language and Culture. He also graduated cum laude with a Master of Business Administration degree from the University of Baltimore and is a 2018 graduate of the Goldman Sachs 10,000 Small Businesses program.

Active in the community, Matt currently serves on the Finance Committee for the Baltimore Animal Rescue and Care Shelter (BARCS) and on the board of directors for the Charles Village Community Benefits District.



**VERNITA HUMPHREYS**  
Office Manager & Director of Finance

With over 35 years of payroll experience, Vernita is responsible for and is the foundation of Mayson-Dixon's accounting, budgeting, and financial management.

Prior to joining MDPD, Vernita spent nine years taking care of Maryland's finest at the Maryland State Police Department. She dedicated her public service to fleet management for the entire State of Maryland. This included title & registration, vehicle maintenance & reporting, operational efficiency and budget management.

Vernita's payroll background has given her a common-sense approach to financial management, in addition to being well poised to lead the financial functions of a growing small business. As Payroll Supervisor for General Elevator Company, Inc. and Payroll Clerk for Cherry Hill Construction, she compiled and processed payroll information for over 900 employees, including auditing information; identifying and resolving discrepancies; compliance; determining payroll liabilities, and overseeing federal and state income and social security tax information, 401k transfer, wage assignments and garnishments.

After only two days of retirement from the State of Maryland, Vernita accepted the call to join the Mayson-Dixon team. She currently resides in Baltimore County, Maryland and enjoys spending time with her family and friends.



**DAN NEWCOMER**  
Director of Special Projects, Property Manager

Dan Newcomer joins the Mayson-Dixon team after semi-retiring from his 42-year career in the automotive industry, where he worked for new car dealerships in Maryland and Pennsylvania in their fixed operations departments. Dan has had many roles and titles over the years such as Parts Manager, Parts Director, Service Manager, Service Director, Parts and Service Director, Regional Manager of Fixed Operations, and National Advisor for the 10-person National Advisory Board for Kia Motors of America and brings a great wealth of experience to his new role as Director of Special Projects.

Dan studied and played football at the Virginia Military Institute in Lexington, VA. He enjoys many indoor and outdoor sports and has a passion for playing golf and spending as much time as he can with his wife, Nancy, their children, and RJ, their grandson.

## STRATEGIC PARTNERS



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