



**Maryland Entrepreneurial
Assistance and Growth-Oriented
Programs Report**

**Prime Contract: W911NF-15-3-0002
Collaborative Project Order: W911NF-15-3-0005**

**FINAL Report
10 September 2015**

INCUBATION AND OTHER TECH-FOCUSED REAL ESTATE

1. **MARYLAND BUSINESS INCUBATION ASSOCIATION:**

www.incubatemaryland.com

The Maryland Business Incubation Association (MBIA) was founded in 2002 to advance business incubation in Maryland. Representing 22 incubators, MBIA supports 543 companies across the state in both urban and rural areas. Since its inception, our incubators have generated 11,800 jobs, making it equivalent to one of the state's largest employers (June 2015 figures). Member incubators include:

- Betamore
- Bethesda Green
- BioHealth Innovation
- Bowie Business Innovation Center
- bwtech@UMBC (comprising 3 cyber incubator programs—The Cyber Incubator@bwtech, the Northrup Gruman Cync Program, and the CyberHive; the Life Sciences incubator; and The Maryland Clean Energy Incubator@bwtech (CETI))
- Sage Growth Partners
- Chesapeake Innovation Center
- Eastern Shore Entrepreneurship Center
- Emerging Technology Centers (comprising BeeHive Baltimore, ETC @ Haven and ETC @JHUEastern, as well as an accelerator, AccelerateBaltimore)
- Energetics Technology Center (Techfire Network)
- Fast Forward at Johns Hopkins University (comprising FastForward Homewood and FastForward East)
- Frederick Innovative Technology Center
- Garrett Information Enterprise Center
- Harford Business Innovation Center
- Institute of Marine and Environmental Technology
- Maryland Center for Entrepreneurship (formerly NeoTech Incubator)
- Montgomery County Business Innovation Network (comprising the Germantown Innovation Center, Rockville Innovation Center, Silver Spring Innovation Center and Wheaton Innovation Center)
- Technical Innovation Center @ Hagerstown Community College
- Technology Advancement Program at UMCP (Mtech)
- The Prince Georges County Technology Assistance Center
- Towson University Incubator (TowsonGlobal)
- University of Baltimore Center for Entrepreneurship and Innovation

See Appendix I for contact information for each incubator.

2. **OTHER INCUBATORS/ACCELERATORS:**

- ***AccelerateBaltimore***
www.acceleratebaltimore.r2imash.com
Emerging Technology Center
101 N. Haven Street, 3rd floor
Baltimore, MD 21224
443-451-7000

Perks: \$25,000 in seed funding, educational seminars, free office space and access to interns, mentors, investors and potential partners. The accelerator provides resources and space for up to six technology-focused startup companies. Ideal companies are able to create business solutions that can be brought to market in a three-month period. AccelerateBaltimore is an initiative of Emerging Technology Centers (ETC) and the Abell Foundation.

- ***Betamore***
www.betamore.com
1111 Light St., Baltimore, MD
(no phone listed)

Perks: Full-time and part-time memberships, a classroom that accommodates more than 50 people, meeting rooms, wireless space and an 80-inch television. Betamore is a co-working/education space located in Baltimore's Federal Hill neighborhood. The space offers community or dedicated memberships for \$200 or \$400 per month, per employee, respectively. In addition, Betamore offers classes taught by industry experts and Betamore members. The classes are open to anyone in Baltimore. Betamore officially opened in December 2012.

BeeHive Baltimore www.etcbaltimore.com/beeHive 101 N. Haven Street, 3RD
Floor, Baltimore, MD 21224
443-451-7000

Beehive Baltimore, a part of the Emerging Technology Centers, is a shared space and co-working community of freelancers, entrepreneurs and other creative professionals sharing a common workspace in Baltimore. The purpose of the collaborative community is to have a social work environment office space while still allowing all the members the freedom and creativity to work on what they want.

- ***Dooby's (The Hatch)***
www.doobys.com
4 W. Madison Street, Baltimore, MD
410-702-5144

In mid-July 2015, Dooby's, a Baltimore restaurant, is opening the Hatch, an incubator for small businesses and artisans who wish to showcase their work to the Baltimore community. The space will feature exhibits and retail pop-up shops. The Hatch will also offer hands-on support to budding entrepreneurs who need help with accounting, licensing and other aspects of running a business.

- ***Dreamit Health***
www.dreamithealth.com
3401 Market Street, Suite 200
Philadelphia, PA 19104
(Also affiliated with Johns Hopkins Hospital)

Designed to help promising health care startups rapidly develop new products while identifying high impact business models, the accelerator program provides seed capital, access to top-tier resources, guidance from experienced healthcare entrepreneurs, and office space. Dreamit Health program consists of a 16 week accelerator program. Participants are chosen on a competitive basis. Each team selected is awarded \$50K funding and up to \$250K in follow-on funding from Dreamit Ventures.

Dreamit Health operates in New York City, Philadelphia, Austin and Baltimore.

JHU Social Innovation Lab www.thesocialinnovationlab.org
(address not provided on Website)

Early stage incubator in Baltimore that supports promising companies and organizations that are developing innovative solutions to local and global problems. The SIL provides mentorship, funding, and resources to transform nascent companies into mission-driven organizations with sustainable business models. Early stage incubator for innovative non-profit mission-driven companies and disruptive technologies and inventions that seek to tackle pressing social issues in Baltimore and beyond.

3. *CO-OP AND CO-WORKING SPACE:*

- ***Baltimore Node***
www.baltimorenode.org
2106 Lovegrove St.
Baltimore, MD 21218
410-680-6633

The Baltimore Node is a member-run maker space or 'hacker space' where people can hack, craft, and make interesting things in a supportive and collaborative environment. The Node follows the Hackerspace that is flourishing in cities around the world, including New York, Chicago, San Francisco, Berlin, Sydney, and many more. Members receive 24/7 access to the space, which is stocked with shared and donated tools and equipment. In addition to the informal exchange of wisdom and

experience that comes from simply working in a shared space, the Node sponsors regular workshops and events on a broad range of topics.

- **Capital Studios**
www.capital-studios.com
1300 Bank St., 2nd Floor, Baltimore, MD
410-276-1660

Perks: Office space with dedicated desks for members, a community of creative “Capitalists” to network with and a membership subscription that can easily be terminated. Capital Studios is a co-working space located in downtown Baltimore’s Tack Factory, described as “bricks and mortar for the independent worker.” Its members, referred to as “Capitalists,” include software engineers, small startups, designers and social media strategists.

- **Washington D.C./Baltimore Co-Working Spaces 716**
www.716Broadway.org
716 S. Broadway, 2nd Floor, Baltimore, MD
(phone number not provided on website)

Perks: Full-time access to the facility, dedicated workspace, a conference room and flexible membership options. The co-working space offers membership options ranging from flex time at \$20/day to full time at \$295/month.

- **CEO Business Café**
www.ceobusinesscafe.com
6305 Ivy Ln., 1st Floor, Greenbelt, MD
301-220-1006

Perks: Nine personal workspaces, five meeting rooms, two state-of-the-art conference rooms, on-site shuttle bus to nearby Metro/MARC stations, access to “members-only” business events and free “members-only” advertising. CEO Business Cafe is located near a host of government institutions, including the U.S. District Court and the U.S. Bankruptcy Court. The space offers a range of monthly membership options, including a \$75 Cafe membership and a \$225 Annual Individual membership.

- **Charles Village Exchange**
St. Paul Street, Baltimore, MD
(Website not populated yet)

A new co-working facility, located near Johns Hopkins University, will focus on freelance designers and developers in the Charles Village neighborhood looking for office space will start signing up for desks. There are seven desks in all, with each freelancer laying claim to their desk once they’ve signed up to rent space at the exchange, which is doled out by the month. Rates for one desk begins at \$275 per

month for one year. For six months the price per month increases to \$290, and it costs \$300 to rent one desk by the month. [Click here](#) for more information on rates.

- *Hot Desks – Eastern Shore*
www.hotdesks.org

Belonging to a Coworking Space is very affordable and beneficial. Visit the space as frequent or infrequent as you wish, paying only for the amount of access you desire and become part of an ecosystem that will catapult your success. A new initiative of creating a network of Coworking Spaces throughout Maryland's Eastern Shore has begun. Coworking Spaces, originating in urban environments all across America have become an instrumental part of a successful entrepreneurial environment. The Eastern Shore Entrepreneurship Center believes that Coworking Spaces can easily translate into the Eastern Shore's rural setting and provide a new and innovative experience for area entrepreneurs. For this reason the hotDesks.org network of Coworking Spaces is being created. The first location has opened in Salisbury, Maryland. A second location will open in Easton, MD in early 2015.

- *Smartly Spaced LLC*
www.smartlyspaced.com
1302 Concourse Dr., Suite 204
Linthicum Heights, MD
443-457-0223

Perks: Event area, conference room, classroom, community lounge, private and semiprivate offices and free Wi-Fi. Smartly Spaced LLC was formed by Tom and Kim Wesley in June 2011 and is currently managed by Small Business CEO, an educational resource for small business owners.

- *Spardata*
www.spardata.com
12 W. Madison Street, Baltimore, MD 21201
240-553-1100

This is a Co-Op. While it's not a co-working space or incubator, the building's owner, Ted Davidson, has located his company, Spardata here, and wants to see the building become a community for his tenants. Fiber internet and keyless entry via the app KISI are provided. Facility amenities include meeting space, a shared kitchen, a bike rack, adjoining shower (with towel service), and event space where Davidson hopes to begin hosting monthly meet-ups in the near future. Davidson is targeting companies that are ready to move out of an incubator, but aren't necessarily going to build their own office. Davidson offers flexible leasing terms.

4. TECHNOLOGY RESEARCH PARKS

- *M Square*
www.msquare.umd.edu
College Park, MD 20737

Leasing: 443-285-5710
Research: 301-405-1990

The University of Maryland Research Park will be comprised of two million SF on 130 acres adjacent to the College Park-MUD Metro station. M Square is a public-private partnership between [Corporate Office Properties Trust](#) and the [University of Maryland](#) (UMD). UMD works with all M Square tenants to provide synergistic and collaborative opportunities. The Research Park offers flexible space locations from incubator space for start up companies to build to suit options for larger technology clients in Maryland's largest research park. M Square, the University of Maryland Research Park, is a dynamic location for science and technology companies.

- ***University of Maryland Biopark***
University of Maryland, Baltimore
Baltimore, MD 21202
Management: 410-706-8282
Leasing: 410-649-5720

12 acre research park on the campus of the University of Maryland, Baltimore. Become part of a growing community of science joining other emerging, high-growth life science companies and translational research centers of the University of Maryland, Baltimore (UMB). For early-stage to mature bioscience companies, the BioPark offers a sophisticated laboratory and office environment on the University's vibrant academic medical center campus. The 12-acre BioPark on the west side of campus will boast 1.8 million square feet of lab and office space in 12 buildings plus garage parking and landscaped parks at final build-out. BioPark building designs maximize flexibility to accommodate a range of occupancies from small-scale pre-built lab and office space in the [BioInnovation Center](#) to full floor users. Infrastructure meets the requirements of the most demanding science environments while permitting optimum internal planning flexibility with minimum intrusions.

- ***bwtech@UMBC***
www.bwtechumbc.com
1450 S. Rolling Rd
Baltimore 2122
410-455-5900

5520 Research Park Dr., Suite 100
Baltimore, MD 21228
410-455-5900

71 acre research park adjacent to UMBC, minutes from BWI Airport. bwtech@UMBC brings researchers, entrepreneurs, prospective clients and economic development in the Maryland region to one singular place—a place of like-minded businesses in all different stages of development. 71 acre park is

location for start-up companies to grow, for established companies to expand their businesses, network and find talent and is a place for visiting companies to network with other like-minded businesses.

- ***Riverside Research Park***

www.riversideresearchpark.com

bbenna@mataninc.com

301-815-9964

Nestled along the banks of the scenic Monocacy River, Riverside Research Park is a world-class, 177-acre biomedical research and development campus in Frederick, Maryland. The Maryland location is one of the most in demand markets in the country, with unique access to top-tier research institutions and the majority of federal agencies. The suburban park serves as the northern anchor to the I-270 Technology Corridor from Washington, DC, and I-70 West from Baltimore, Maryland.

- ***The Science + Technology Park at Johns Hopkins***

www.scienceparkjohnshopkins.net/about

855 N. Wolfe St., Baltimore, MD

410-900-1000

1.5 million square feet of lab and office space fulfilling the requirements of emerging and established research organizations. Plans are for 9 buildings to be built near Johns Hopkins Hospital. The Science + Technology Park provides state-of-the-art laboratory and office facilities that support the sophisticated research requirements of today's innovative companies and research institutions. The Park not only provides for a company's present day needs, but also offers flexible opportunities for long-term growth with immediate proximity to the resources and facilities of America's most respected medical institution. The Science + Technology Park at Johns Hopkins offers space for early-stage, growing and established life-sciences companies.

ENTREPRENEURIAL SERVICES AND RESOURCES

1. ENTREPRENEURIAL SERVICES

Many of these services are offered by the Maryland Department of Business and Economic Development and Maryland TEDCO. Their addresses will not be repeated for each service. They are:

Maryland DBED, World Trade Center, 401 E. Pratt St., Baltimore, MD 21201

Maryland TEDCO, 5565 Sterrett Place, Suite 214, Columbia, MD 21044

See **Appendix II** for a listing of Maryland Economic Development Organizations

See **Appendix III** for a listing of Technology Transfer Offices

A. ADVISORY

- ***Alex Brown Center for Entrepreneurship***
www.entrepreneurship.umbc.edu
UMBC
1000 Hilltop Circle
Baltimore, MD 21250

From assistance in writing business plans and networking with experts, to credit and non-credit courses, and speaker series featuring regional business stars, the Center provides the guidance and connections to real-life experience necessary to make an informed decision. The Center focuses on establishing collaboration with entrepreneurs, government, higher education institutions and businesses throughout the region. By serving as a catalyst in these connections, the Center offers both start-ups and established organizations the resources they need to explore funding opportunities, receive first-hand advice from industry experts, identify up-to-the-minute research initiatives within their industry sector and enhance their pool of employee candidates. UMBC-sponsored initiatives within the Center include:

For Students, such as Competitions, the Entrepreneurship minor, Start-Up 101, Venture for America and the Shattuck Family Internship Program

For Business such as ACTIVATE, INNOVATE, SmartAcceleratorSM for Technology Entrepreneurs: Start-up 101, Baltimore Entrepreneurs and BWtech@UMBC

For Faculty: there are a number of programs developed for entrepreneurial faculty as well (not listed here)

- ***Dingman Center for Entrepreneurship***
www.rhsmith.umd.edu/dingman/
University of Maryland
2518 Van Munching Hall
College Park, MD 20742
301-314-7971

The Dingman Center for Entrepreneurship is dedicated to facilitating, supporting, and encouraging new enterprise growth. The center provides services for entrepreneurs that include a mentorship program, networking opportunities and business plan screening program that may lead to a presentation to a group of private investors.

- ***Eastern Shore Entrepreneurship Center***
www.ventureahead.org
8737 Brooks Drive, Suite 101
Easton, MD 21610

Eastern Shore Entrepreneurship Center (ESEC) is a 501©(3) nonprofit organization working to help entrepreneurs venture ahead on Maryland's Eastern Shore. Through programs and initiatives, ESEC strives to create an entrepreneurial ecosystem that results in personal wealth creation, which in turn adds to the growth of community resources and services. ESEC targets its resources to help business owners and entrepreneurs to succeed by creating greater access to capital through a portfolio of loan funds, offering programs that develop entrepreneurial skills and knowledge, utilizing the Kaufman Fast Track Program, facilitating an annual business plan competition, and initiating a network of co-working spaces.

- ***Institute for Marine and Environmental Technology (IMET)***

www.imet.edu/about/entrepreneurshipprograms.html

701 E. Pratt St.

Baltimore, MD 21202

The Maryland Technology Enterprise Institute (MTech) and the Institute for Marine and Environmental Technology (IMET) are partnering with representatives from the greater Baltimore entrepreneurship community to offer free, open Baltimore Entrepreneur Office Hours (BEOH) on the **third Tuesday of each month**. Interested entrepreneurs and innovators can walk in, or reserve a slot online at www.eoh.umd.edu/Baltimore.html.

- ***j-ref***

www.jref.org

The Jim Rouse Fund

9250 Bendix Rd.

Columbia, MD 21045

410-313-6170

j-ref is a private, not-for-profit organization dedicated to fostering the entrepreneurial spirit in Howard County, Maryland. j-ref is a small business financier that assists small and emerging businesses located in Howard County. It provides financing and other needed forms of management and education assistance to maximize business growth.

In addition to other services, j-ref provides the following services:

- a. Business loans up to \$250,000.
- b. Business advice to meet the specific needs of the entrepreneur.
- c. Business and strategic plan review and business education

- ***Loyola Center for Closely Held Firms***

www.loyola.edudepartment/chf

Loyola University Maryland

4501 N. Charles St.

Baltimore, MD 21210

410-617-2000

The Center helps closely held and family businesses survive and prosper. The Center offers members access to an extensive network of business contacts, including experts in finance, law, accounting, marketing and insurance. As the area's only university-based center for closely held firms, it is also able to pool resources from the private, professional, and academic areas to give companies assistance from a variety of perspectives.

- ***Maryland Biotechnology Center***
www.marylandbiocenter.org/businessdevelopment
BioEntrepreneur Program
401 E. Pratt St., 7th floor
Baltimore, MD 21202
41-767-0505

The Center can assist with business strategy development through provision of necessary information and facilitating connections to partner organizations in their network. Services include: business plan development, market research, Intellectual Property opportunities and competition, basic legal questions, access to capital, and defining growth and exit strategies. The Center can also help with locating office and lab space.

- ***Maryland Small Business Development Center Network (MDSBDC)***
www.marylandsbdc.org
7100 Baltimore Ave., Suite 402
College Park, MD 20740
30403-0501

Network provides small business owners with access to a variety of comprehensive training classes and trusted business advisors who have experience in starting and growing businesses. They offer expertise and keen insight essential to helping them manage their concerns today, and design solid long-range plans to secure their visions of tomorrow—at no cost to the businesses. In addition, hundreds of research resources on print, video and electronic media are available. MDSBDC offers three programs:

- a. CEO Accelerator (revenue above \$500K),
- b. Growth Accelerator (revenue between \$10K and \$500K), and
- c. Strategic Launch (revenue under \$10K).

The state is divided into six regions (Central, Eastern, Western, Southern, Northern, and Capital) to provide training programs and confidential consulting to aspiring entrepreneurs and existing businesses statewide. Each region offers services with special emphasis on programs that meet the unique needs of businesses within its jurisdiction. The network is managed by the lead center at the University of Maryland College Park

Maryland Small Business and Technology Development Center

www.mdsbdc.umd.edu

7100 Baltimore Ave., Suite 402

College Park, MD 20740

301-403-0501

The SBDC's Technology Support Center provides specialized services to researchers, entrepreneurs and firms by assisting them to identify individuals and firms engaged in engineering, biosciences, information technology, agriculture, and similar high tech areas whether it involves research and development or the innovation of existing technology to be applied in new ways. One-on-one counseling and a number of business training courses (at no cost to the client) are available to science and engineering oriented companies engaged in research and development, technology transfer, technology licensing and development as well as companies seeking to pursue SBIR/STTR or other government contracts.

- ***Maryland Technology Enterprise Institute (Mtech)***

www.mtech.umd.edu/tap/index.php

2120 Potomac Bldg. 092

College Park, MD

301-405-3906

Affordable office space, business coaching, funding programs and access to University of Maryland resources. The Maryland Technology Enterprise Institute (Mtech) has been offering programs, courses, workshops and competitions for faculty, student and regional technology entrepreneurs since 1983. The institute's Technology Advancement Program (TAP) incubator works with high-potential advanced technology companies committed to housing their operations in Maryland.

- ***Maryland Women Business Center***

www.marylandwbc.org

51 Monroe Street, PE 20

Rockville, MD 20850

301-315-8091

Bowie Business Innovation Center

Bowie State University Center for Business

14000 Jericho Park Road

Bowie, MD 20715

301-383-1550

Frederick Office of Economic Development

118 N. Market St., 3rd floor

Frederick, MD 21701

240-308-8160

The Women Business Center helps people in the community start and grow women-owned businesses which are positioned for long term growth through training, resources, access to funding and individual assistance. They operate in Montgomery County, Prince Georges County and Frederick County.

- ***Service Corps Of Retired Executives (SCORE)***
www.score.org

SCORE is a volunteer association sponsored by the Small Business Administration. SBA staff matches volunteer business management counselors with clients in need of expert advice, helping them identify problems, determine the causes and find solutions. All individual and team counseling is free and confidential; a nominal fee is charged for seminars and workshops. SCORE also provides online workshops, business plan and financial templates to walk through the business planning process, a free business financing guide, a free internet marketing workbook and sample business plans. SCORE's website, "Small Biz Resource Links," features these topics:

- a. Biz Planning and Managing
- b. Communications and Human Resources Finance
- c. Franchising

Government, International Trade, Legal and Tax Sales and Marketing
Technology and Internet

B. EDUCATIONAL

- ***Business School Listing***
 - a. Loyola College in Maryland The Sellinger School of Business and Management Baltimore, Maryland <http://www.loyola.edu/sellinger>
 - b. Morgan State University School of Business and Management Baltimore, Maryland
http://www.morgan.edu/School_of_Business_and_Management.html
 - c. Salisbury University Perdue School of Business Salisbury, Maryland
<http://www.salisbury.edu/perdue/>
 - d. Towson University College of Business and Economics Towson, Maryland
<http://wwwnew.towson.edu/cbe/>
 - e. University of Baltimore Merrick School of Business Baltimore, Maryland
<http://www.ubalt.edu/template.cfm?page=1440>
 - f. University of Maryland Robert H. Smith School of Business College Park, Maryland
<http://www.rhsmith.umd.edu/>
 - g. Johns Hopkins University Carey Business School Baltimore, Maryland
<http://carey.jhu.edu/>
- ***Alex Brown Center for Entrepreneurship***
www.entrepreneurship.umbc.edu
UMBC
1000 Hilltop Circle
Baltimore, MD 21250

From assistance in writing business plans and networking with experts, to credit and non-credit courses, and speaker series featuring regional business stars, the Center provides the guidance and connections to real-life experience necessary to make an informed decision. The Center focuses on establishing collaboration with entrepreneurs, government, higher education institutions and businesses throughout the region. By serving as a catalyst in these connections, the Center offers both start-ups and established organizations the resources they need to explore funding opportunities, receive first-hand advice from industry experts, identify up-to-the-minute research initiatives within their industry sector and enhance their pool of employee candidates. UMBC-sponsored initiatives within the Center include:

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For Business such as ACTiVATE, INNOVATE, SmartAcceleratorSM for Technology Entrepreneurs: Start-up 101, Baltimore Entrepreneurs and BWtech@UMBC

For Faculty: there are a number of programs developed for entrepreneurial faculty as well.

- ***Hinman CEOs (UMDC)***
(www.hinmanceos.edu) (rhsmith.umd.edu)
2120 Potomac Building, #092
University of Maryland
College Park, MD 20742-396
301-405-3906

A living-learning program in an incubator-like setting that helps University of Maryland, College Park students start their own companies

- ***Kaufmann Foundation***
www.kauffman.org
4801 Rockhill Rd.
Kansas City, MO 64110
816-932-1000

Provides advocacy and education for entrepreneurs. Kaufman's vision is to foster a society of economically independent individuals who are engaged citizens in their communities. In service of this vision, we focus our grant making and operations on two areas — education and entrepreneurship. Kaufman provides training for the trainers, who will then offer the Kaufman program in a variety of settings, such as incubators. Kauffman's entrepreneurship work is national in scale and global in reach. This program is offered in Maryland. Their [entrepreneurship strategy](#) supports entrepreneurs in the U.S. by expanding signature education programs, notably [Founders School](#), [FastTrac](#), and [1 Million Cups](#), and investing in proven

education models. Kaufman also seeks to foster start-up communities and develop challenges to spur entrepreneurial activity in select metropolitan areas.

- ***MdBio Foundation, Inc.***
www.mdbiofoundation.org
9210 Corporate Blvd., Suite 470
Rockville, MD 20850
240-243-4026

MdBio Foundation is a non-profit organization that provides innovative, effective, and experiential STEM education opportunities with a focus on bioscience. The Foundation's interdisciplinary approach uses science, technology, engineering, and mathematics (STEM) to explore real-world, problem-centric learning that bridges school, community, health, and business. The MdBio Foundation enhances science education through a diverse set of programs, including the flagship program MdBioLab, and other celebrated STEM education programs such as the Young Science Explorers Program (YSEP) for middle school students, the Maryland BioGENEius Award, and the game-based learning platform MdBioSphere.

C. EMPLOYMENT

- ***Employment Advancement Right Now (EARN) (DBED)***
www.business.maryland.gov/grow/recruitment-and-training

EARN Maryland is a state-funded, competitive workforce development grant program that can help employers get the skilled workforce they need to compete and grow in important sectors. EARN Maryland invests in strategic industry partnerships from key economic sectors in every region to sustain and grow middle class jobs. Job readiness training may include GED preparation, occupational skills development, literacy advancement, transportation and childcare for Maryland's hard-to-serve jobseekers.

- ***Maryland Jobs Now (DBED)***
www.business.maryland.gov/grow/recruitment-and-training

A network of workforce organizations that invest in employment and training strategies. MJN services and initiatives fill workforce needs while providing good-paying jobs to Marylanders. MJN partners with the Governor's Workforce Investment Board, comprised of high-level, private sector executives who represent Maryland's 13 industry sectors. MJN serves local labor markets through 34 free of charge One-Stop Career Centers across the state. For instance, a One-Stop-Career Center may counsel a worker who has lost a job and steer them towards the training they need to join an industry in high-demand. The Centers provide training referrals, job counseling, job listings, and other employment related services. Job seekers may use Center computers, phones, photocopiers, and fax machines to aid in their job search.

- ***The Professional Outplacement Assistance Center (DLLR)***
www.poac@dllr.state.md.us

312 Marshall Ave., 6th floor
Laurel, MD 20707
301-362-1642

POAC is a service offered by the Maryland Department of Labor, Licensing and Regulation's Division of Workforce Development. POAC provides assistance to individuals who are in the professional and scientific occupations. POC operates from a facility which features:

- a. A state-of-the-art computer lab with Internet access
- b. WIFI capabilities
- c. A variety of written publications and resource materials
- d. Individualized career guidance
- e. An audiovisual library
- f. Free faxing, copying and telephone service

The centerpiece of the program is the staff's unique combination of skills, experiences and background, which reflect the needs of professional, executive, technical, managerial and scientific workers.

- ***U.S. Department of Labor Office of Disability Employment Policy***
www.dol.gov/odep
U.S. Department of Labor
200 Constitution Ave., NW
Washington, D.C. 20210
8667-633-7365
TTY: 877-889-5627

The U.S. Department of Labor's Office of Disability Employment Policy provides national leadership in developing and implementing policies, practices, and innovative strategies that support hiring, advancing, and retaining employees with disabilities, including those with mental health needs.

Employee Assistance Programs (EAPs) are DOL worksite-based programs and/or resources designed to benefit both employers and employees. EAPs help businesses and organizations address productivity issues by helping employees identify and resolve personal concerns that affect job performance. Through prevention, identification, and resolution of these issues, EAPs enhance employee and workplace effectiveness and are a vital tool for maintaining and improving worker health and productivity, retaining valued employees, and returning employees to work after illnesses or injuries.

- ***Veterans Affairs Office of Veterans Business Development***
www.sba.gov/offices/headquarters/ovbd/resources/

Boots to Business is a three-step entrepreneurial education initiative offered by the U.S. Small Business Administration as an elective track within the Department of Defense's revised Training Assistance Program called Transition Goals, Plans, Success (Transition GPS). The three-step training program includes:

- a. The Entrepreneurship Track Overview. A 10 minute introductory video shown during the mandatory five-day Transition GPS course
- b. Introduction to Entrepreneurship. A two-day classroom course
- c. Foundations of Entrepreneurship. An eight-week, instructor-led online course that offers in-depth instruction on the elements of a business plan and tips and techniques for starting a business

D. FOREIGN TRADE

- ***Foreign Trade Zones***
www.business.maryland.gov/Documents/BusinessResourc/ForeignTradeZonesinMaryland.pdf

A foreign-trade zone (FTZ) is a designated area within US borders that promotes domestic employment and helps U.S. firms compete in the global marketplace. An FTZ is located in or near a U.S. customs port of entry, where foreign and domestic merchandise is generally considered to be international commerce. Foreign or domestic merchandise may enter this enclave without a formal customs entry or the payment of custom duties or government excise taxes. FTZ procedures allow domestic activity involving foreign items to take place as if it were outside U.S. Customs territory. Duty-free treatment is accorded items that are re-exported and duty payment is deferred on items sold in the U.S. market, thus offsetting Customs advantages available to overseas producers who compete with producers located in the United States. A site that has been granted zone status may not be used for zone activity until the site or a section thereof has been separately approved for FTZ activation by local U.S. Customs officials, and the one activity remains under the supervision of Customs. A subzone is a special-purpose zone, usually at a manufacturing plant. FTZ sites and facilities remain within the jurisdiction of local, state or federal governments or agencies,

- ***Office of International Investment and Trade (DBED)***
www.business.maryland.gov/grow/expand-to-international-markets
 410-767-0685
 410-767-0685

Provides support to Maryland companies planning to enter new foreign markets or advance their export sales in their companies' existing foreign markets. The team includes foreign representatives in China, Korea, Vietnam, Taiwan, France, UAE, Brazil, Israel, India and Nigeria who can provide advice on exporting. Services that the office provides include:

- i. Providing international market and industry research
- ii. Assisting Maryland companies in marketing their products and services abroad
- iii. Assessing requirements for export documentation
- iv. Planning and executing foreign trade shows and targeted missions
- v. Arranging networking opportunities and business-to-business meetings

- vi. Offering financial assistance to exporters via the ExportMD grant program
- vii. Maintaining a network of 11 International Trade Offices overseas

- ***U.S. Export-Import Bank***

www.exim.gov

800-565-EXIM or 202-565-EXIM

An independent federal government agency, the U.S. Export-Import Bank assists companies in financing U.S. goods and services exports to international markets. (A lapse in authorization effective 7/1/2015 means no new applications can be accepted by the Bank and any of its delegated authority lenders cannot authorize any new transactions. All preexisting loans, guarantees, and insurance policies will continue in full force and effect. All previously approved transactions will also continue in full force and effect according to their terms. The Bank will continue to manage all transactions in its portfolio until maturity, including issuing waivers and amendments, other than those that increase the Bank's exposure. U.S. Export Bank is fully appropriated through FY2015 and will be able to continue operating after 7/1/2015).

- ***World Bank***

www.export/worldbank/index.asp

The mandate of the U.S. and Foreign Commercial Service (US&FCS) Liaison Office to the World Bank (CS-WB) is to assist U.S. businesses pursuing commercial opportunities through the World Bank's numerous projects. The World Bank lends and invests billions of dollars in developing countries every year. This constant stream of funds is used to buy goods, consulting services, and civil works projects that contribute to economic development in those countries. Due to its well-established position in assisting developing countries, the World Bank provides a unique opportunity for U.S. companies to gain a foothold in these dynamic economies.

Business Services: CS-World Bank provides the following services to US firms and organizations:

- a. Counseling: One-on-one consultations on how to do business with the World Bank.
- b. Market Research and Outreach: Information on World Bank project and procurement opportunities and business orientation seminars. Arrangement of marketing presentations to World Bank project, sector, and financial factors
- c. Advocacy: Active support (including representations and guidance on bidding and resolving payment problems) to US businesses competing for procurements.

E. GOVERNMENT CONTRACTING

- ***Cooperative Research and Development Agreements (CRADAs)***
National Institutes of Health

www.ott.nih.gov/cradas

Army Research Labs

www.arl.army.mil/www/default.cfm?page=14

Navy Research Labs

www.nrl.navy.mil/techtransfer/FAQs/CRADA

National Renewable Energy Innovation:

www.nrel.gov/technologytransfer/cradas.html

U.S. Department of the Interior

www.doi.gov/techtransfer/crada.cfm

CRADAs are written agreements between one or more federal agencies and one or more non-federal parties. A CRADA allows the federal government and non-federal partners to optimize their resources, share technical expertise in a protected environment, share intellectual property emerging from the effort, and advance the commercialization of federally developed technology. CRADAs offer both parties the opportunity to leverage

Each other's resources when conducting research and development ((R&D) that is mutually beneficial. Initial contact to a participating federal agency should be to the Office of Technology Transfer

- ***Minority Business Enterprise Programs***

www.marylandtransportation.com/

The Minority Business Enterprise (MBE) Program is operated by the Governor's Office of Minority Affairs. The MBE Program is a goal-based initiative to achieve a percentage of MBE participation on State issued contracts. The MBE was established to encourage minority and women owned business to participate in the State procurement process.

Maryland agencies are required to structure their procurements to achieve an overall minimum of 25% of the total dollar value of their procurement contracts directly or indirectly from certified MBE firms. Maryland agencies are required to attempt to achieve a minimum of 7% of the total dollar value of their procurement contracts directly or indirectly from certified African-American-owned businesses and 10% of the total dollar value of their procurement contracts directly or indirectly from certified women-owned MBE businesses. In order to participate in the MBE program, a firm must first obtain certification as a MBE.

The Office of Minority Business Enterprise of the Maryland Department of Transportation (MDOT), is uniform certification agency for the State of Maryland, and is the only State agency that has authority to certify a firm as a MBE. Once a company is certified through MDOT, it may participate as a MBE subcontractor on ANY state contract, regardless of the agency. MDOT is also responsible for administrating the U.S. Department of Transportation's (USDOT) Disadvantaged Business Enterprise (DBE) Program for the State of Maryland. The DBE program provides a vehicle for increasing the participation by certified DBE firms in State and local procurements that are funded with assistance from USDOT. DBE regulations require State and local transportation agencies to establish goals for the

participation of DBE firms on USDOT-assisted procurements. In Maryland, only three administrations participate in the DBE program: State Highway Administration, Maryland Aviation Administration and Maryland Transit Administration.

**See Appendix V for a listing of Local Jurisdiction
Minority Business Enterprise Programs.**

- ***Procurement Technical Assistance Program***
www.mdptap.umd.edu/about_maryland_ptap.shtml
7100 Baltimore Ave., Suite 402
College Park, MD 20740
301-403-2740

The Procurement Technical Assistance Program (PTAP) is administered directly by the Maryland Small Business Development Center, and funded by the State of Maryland, the Defense Logistics Agency, and hosted by the University of Maryland College Park. The PTAP's mission is to maximize the number of capable U. S. companies participating in the government marketplace by:

- a. Providing businesses with an understanding of the requirements of government contracting and the market know-how they need to obtain and successfully perform federal, state, and local government contracts.
- b. Supporting government agencies in reaching and working with the suppliers they need.

Goals:

- a. To improve local economies by helping Maryland businesses successfully compete for government contracts, thereby creating and retaining jobs and bringing other economic benefits to the state.
- b. To support government agency efforts to meet mandates small business goals for contracting dollars.

Eligibility: Any small business may receive PTAP services provided it has a product or service that has reasonable expectation of being procured under government contract or purchase order. Owners of businesses eligible for these services may invite consultants or manufacturers' representatives to attend counseling sessions with them

Cost: There is no cost to the small businesses who receive the majority of these services.

F. MARKETING/SALES

- ***Advance Maryland (DBED, in collaboration with the Economic Alliance of Greater Baltimore)***
www.business.maryland.gov/fund/programs-for-businesses/advance-maryland/

ADVANCE Maryland provides a research team that analyzes information in five key areas - your core strategy, market dynamics, qualified sales leads, innovation and temperament. The research team mines sophisticated databases and leverages a number of high-end business development tools related to search engine optimization, social media marketing and geographic information systems. The team will work closely with selected companies to identify the scope and goals of their research. The process is conducted using private conference calls and secure online workspace

- ***ExportMD (DBED)***
www.business.maryland.gov/grow/

The ExportMD Program helps to offset some of the costs of marketing internationally for Maryland's small sized companies. Maryland companies that receive an ExportMD Award are eligible for up to \$5,000 in reimbursement for expenses associated with an international marketing project and can also receive up to 40 hours of assistance from DBED's trade experts located in 10 countries around the globe.

- a. Eligible expenses: Any expenses related to an international marketing initiative including trade show fees, airfare, translation of brochures and web site development. Companies that do not qualify for the ExportMD program can still receive other forms of assistance through our office.
- b. Services include:
 - i) Representative program
 - ii) Trade mission support for delegations
 - iii) Pathfinder program for business representation at international trade shows
 - iv) Consultantcy services
 - v) Market and foreign partner research
 - vi) Advisory services in market entry and business development plans
 - vii) Event promotion and planning

- ***Office of International Investment and Trade (DBED)***
www.business.maryland.gov/grow/expand-to-international-markets

The Maryland Office of International Investment and Trade (OIIT) provides support to Maryland companies planning to enter new foreign markets or advance their export sales in their companies' existing foreign markets. The team includes foreign representatives in China, Korea, Vietnam, Taiwan, France, UAE, Brazil, Israel, India and Nigeria who can provide advice on exporting. Services that the office provides include:

- ***Maryland Agriculture Marketing Assistance***
www.extension.umd.edu/umrec/agricultural-marketing
See Website for locations throughout the State of Maryland

The Agricultural Marketing Program provides support for farm, food, and forestry enterprises through professional assistance in marketing and business development plans. The program services a wide audience of agricultural and natural resources

entrepreneurs ranging from “new” farmers to the needs of maturing businesses. Western Maryland Education and Research Center’s (WMREC) marketing and business development team provides one-on-one assistance as well as seminars and networking opportunities designed to enhance the economic viability of all Maryland agricultural and natural resource enterprises.

- ***Maryland Department of Agriculture***
www.mda.maryland.gov/maryland-products/Page/maryland-products.aspx
50 Harry S. Truman Parkway
Annapolis, MD 21401
410-841-5700

2335 Rock Spring Rd.
Forest Hill, MD
410-879-8034

The Marketing Division’s principal role is to identify and develop profitable marketing local, national, and international opportunities for Maryland farmers and agricultural producers. The unit also serves as a conduit for federal resources and for policy information specific to the agricultural sector. These programs have direct and indirect financial impact on farmers and producers and affect the way they sell their products and develop new buyers. The Maryland Department of Agriculture’s (MDA’s) International Marketing Program brings the state’s diverse agriculture and seafood to the world.

- ***Maryland/Israel Development Center (DBED)***
www.marylandisrael.org
World Trade Center Building
401 W. Pratt Street, Baltimore, MD 21202
301-325-3654

The Maryland/Israel Development Center is a non-profit membership organization that promotes trade, joint ventures and investment between Maryland and Israeli companies and between Maryland companies and research institutions in Israel. It is a public-private partnership of the Maryland Department of Business and Economic Development, Israel’s Ministry of Economy and Trade and The Associated: Jewish Community Federation of Baltimore. The Montgomery County Dept. of Economic Development is an additional partner. Staffed by professionals in Maryland and Israel, the MIDC identifies market and technology opportunities, and introduces Maryland and Israeli executives, entrepreneurs and investors to each other to negotiate business agreements.

- ***US Export Assistance Center (Dept. of Commerce)***
www.export.gov/

Export.gov brings together resources from across the US Government to assist American businesses in planning their international sales strategies and helping them to succeed in today’s global marketplace. From market research to export

finance information, Export.gov helps American exporters navigate the international sales process.

- **World Bank**
www.export/worldbank/index.asp

The mandate of the US and Foreign Commercial Service (US&FCS) Liaison Office to the World Bank (CS-WB) is to assist US businesses pursuing commercial opportunities through the World Bank's numerous projects. The World Bank lends and invests billions of dollars in developing countries every year. This constant stream of funds is used to buy goods, consulting services, and civil works projects that contribute to economic development in those countries. Due to its well-established position in assisting developing countries, the World Bank provides a unique opportunity for US companies to gain a foothold in these dynamic economies.

Business Services: CS-World Bank provides the following services to US firms and organizations:

- a. Counseling: One-on-one consultations on how to do business with the World Bank
- b. Market Research and Outreach: Information on World Bank project and procurement opportunities and business orientation seminars. Arrangement of marketing presentations to World Bank project, sector, and financial factors
- c. Advocacy: Active support (including representations and guidance on bidding and resolving payment problems) to US businesses competing for procurements.

G. TRAINING

- **Credit Connections (DBED)**
www.business.maryland/programs-for-lending-institutions

Credit Connections is a training program for commercial bankers designed to increase lending throughout Maryland. The program leverages state and federal finance programs to enhance the credit of borrowers and lessen the risk assumed by lenders. Credit Connections features workshops by DBED, the U.S. Small Business Administration, U.S. Department of Agriculture, and the Maryland Department of Housing and Community Development.

- **Maryland Jobs Now (DBED)**
www.business.maryland.gov/grow/recruitment-and-training

A network of workforce organizations that invest in employment and training strategies. MJN services and initiatives fill workforce needs while providing good-paying jobs to Marylanders. MJN partners with the Governor's Workforce Investment Board, comprised of high-level, private sector executives who represent Maryland's 13 industry sectors. MJN serves local labor markets through 34 One-Stop Career Centers across the state. For instance, a One-Stop- Career Center may

counsel a worker who has lost a job and steer them towards the training they need to join an industry in high-demand.

- ***Maryland Small Business Development Centers (MDSBDC)***
www.marylandsbdc.orgwww.baltimoredevelopment.com/small-business-resource-center

The SBDC and SBTDC provide training, counseling and support to entrepreneurs and small- to mid-size businesses across the state through their virtual classrooms and regional training classes. “Going from Mind to Market” is targeted to start-up and very early stage companies. Other training workshops/conferences include:

- a. Business planning for technology entrepreneurs
- b. Intellectual property protection and strategies
- c. Program and project management skills development
- d. Cost and pricing proposal preparation
- e. Preparing SBIR proposals

- ***Partnership for Workforce Quality (DBED)***
www.business.maryland.gov/

This program encourages Maryland companies to invest in training for employees and provides reimbursable grants that match the training investments of eligible Maryland companies. PWQ funds are used for Maryland companies with 150 or fewer employees that include manufacturers, technology companies and those threatened by the pressures of increased foreign or domestic competition. The program assists these companies to provide:

- a. Training in manufacturing, professional, scientific and technical services
- b. Job-specific training and training to upgrade or retain existing employees; or
- c. Training related to strategic goals and objectives of a company.

Funds are extremely limited; for more information, call (410) 767-6300 or (800) 541-8549.

- ***Small Business Resource Center (SBRC)***
www.baltimoredevelopment.com/small-business-resource-center
1101 E. 33rd St., Suite C307
Baltimore, MD 21218
443-451-716

3 W. Camden St.
Baltimore, MD
410-605-0990

The Baltimore Development Corporation’s Small Business Resource Center (SBRC) is a nonprofit organization that provides technical assistance, training, counseling and a resource library to small businesses and entrepreneurs. The SBRC has a large library and provides free resources to educate owners in starting, planning, financing and marketing a new business.

- **World Trade Center Institute (WTCI)**

www.wtci.org
 401 E. Pratt St.
 Baltimore, MD 21202
 410-576-0022

Provides international business training, customized consulting and global networking. Also helps companies to explore new partnerships, and expand international sales and trade. **R T**

- **Woman-Owned Small Business Concerns (WOSB)**

www.sba.gov/content/women-owned-small-business-federal-contract-program

The WOSB program promotes the growth of women-owned businesses through programs that address business training and technical assistance, and provides access to credit and capital, federal contracts, and international trade opportunities.

This is a self-certifying program governed by the SBA and should not be confused with the MBE/DBE/program affiliated with the Department of Transportation that has more stringent certification procedures.

It is not uncommon for a federal contractor to require a WOSB firm to provide evidence of certification, and the MBE/DBE program discussed below may assist in providing such certification.

H. TECHNICAL ASSISTANCE

- **Cooperative Research and Development Agreements (CRADAs)**

National Institutes of Health

www.ott.nih.gov/cradas

Army Research Labs

www.arl.army.mil/www/default.cfm?page=14

Navy Research Labs

www.nrl.navy.mil/techtransfer/FAQs/CRADA

National Renewable Energy Innovation:

www.nrel.gov/technologytransfer/cradas.html

U.S. Department of the Interior

www.doi.gov/techtransfer/crada.cfm

CRADAs are written agreements between one or more federal agencies and one or more non-federal parties. A CRADA allows the federal government and non-federal partners to optimize their resources, share technical expertise in a protected environment, share intellectual property emerging from the effort, and advance the commercialization of federally developed technology. CRADAs offer both parties the opportunity to leverage each other's resources when conducting research and development (R&D) that is mutually beneficial. Initial contact to a participating federal agency should be through the Office of Technology Transfer.

- **Maryland Industrial Partnerships (MIPS)**

www.mips.umd.edu/

Contact: Joseph Naft, Director
301-405-3886
2100 Potomac Building
University of Maryland
College Park, MD 20742-3415

MIPS is a program of the Engineering Research Center. The center's programs help Maryland industry gain access to the expertise and research facilities needed to stay competitive in today's technology-driven environment. MIPS is a resource for providing matching grants for research to help Maryland companies develop products or processes.

I. *SPECIAL PURPOSE*

- ***Maryland/Israel Development Center (DBED)***
www.marylandisrael.org
World Trade Center Building
401 W. Pratt Street, Baltimore, MD 21202
301-325-3654

The Maryland/Israel Development Center is a non-profit membership organization that promotes trade, joint ventures and investment between Maryland and Israeli companies and between Maryland companies and research institution in Israel. It is a public-private partnership of the Maryland Department of Business and Economic Development, Israel's Ministry of Economy and Trade and The Associated: Jewish Community Federation of Baltimore. The Montgomery County Dept. of Economic Development is an additional partner. Staffed by professionals in Maryland and Israel, the MIDC identifies market and technology opportunities, and introduces Maryland and Israeli executives, entrepreneurs and investors to each other to negotiate business agreements.

- ***Maryland Manufacturing Extension Partnership***
www.mdmeep.org/
8894 Stanford Blvd., Suite 364
Columbia, MD 21045
443-343-0085

The Maryland Manufacturing Extension Partnership (MD MEP) is a Maryland independent non-profit funded by industry and the State of Maryland to grow and strengthen Maryland Manufacturing operations, spark innovation and increase growth, the MEP is committed to making Maryland a leader in manufacturing.

- ***MdBio Foundation, Inc.***
www.mdbiofoundation.org
9210 Corporate Blvd., Suite 470
Rockville, MD 20850

240-243-4026

MDBio Foundation is a, non-profit organization that provides innovative, effective, and experiential STEM education opportunities with a focus on bioscience. It is a private, non-profit corporation that offers a variety of programs to advance the commercial development of bioscience in Maryland. The site includes business development and product development awards designed for bioscience companies. The Foundation's interdisciplinary approach uses science, technology, engineering, and mathematics (STEM) to explore real-world, problem-centric learning that bridges school, community, health, and business. The MdBio Foundation enhances science education through a diverse set of programs, including the flagship program MdBioLab, and other celebrated STEM education programs such as the Young Science Explorers Program (YSEP) for middle school students, the Maryland BioGENEius Award, and the game-based learning platform MdBioSphere.

- ***Startup Maryland***
www.startupmd.org

A venture and community development initiative launched out of the Startup America Partnership. Driven from within the community and forged with Maryland pride by entrepreneurs – for entrepreneurs, Startup Maryland strives to remain nimble and inclusive.

- ***World Trade Center Institute***
www.wtci.org
401 Pratt St.
Baltimore, MD 21202
410-576-0022

Provides international business training, customized consulting and global networking. Also helps companies to explore new partnerships, and expand international sales and trade.

2. ENTREPRENEURIAL RESOURCES

Many resources are available at the Maryland Department of Business and Economic Development and at TEDCO. Their addresses are given here and will not be repeated for each resource:

Maryland DBED, World Trade Center, 401 E. Pratt St., Baltimore, MD 21201

Maryland TEDCO, 5565 Sterrett Place, Suite 214, Columbia, MD 21044

- ***Maryland Biotechnology Center***
www.bio.maryland.gov
1. World Trade Center, 7th Floor
401 E. Pratt St.
Baltimore, MD 21202
410-767-0505

2. Institute for Bioscience & Biotechnology (IBBR)
9600 Gudelsky Drive
Rockville, MD 20850
240-314-6171

The BioMaryland Center is the office within DBED that supports the growth of the life sciences industry in Maryland. The Center connects life sciences companies, academic and federal researchers with each other and with potential sources of capital, partners and clients. Center staff provide information regarding funding and other resources, business plan feedback, access to market research, advocacy, and other industry support.

- ***Executive Exchange (TEDCO)***

www.tedco.md/program/executive-exchange-program/

Executive Exchange is a multi-tiered initiative designed to cut across all TEDCO funding programs by offering supplemental stage-appropriate assistance to portfolio company entrepreneurs. The integrated nature of the initiatives that make up this Program are unique within the State and will extend Maryland's existing array of entrepreneurial assistance efforts – helping executives grow and mature alongside their start-ups translates into higher success rates for their ventures.

- ***Maryland Entrepreneurs Resource List (DBED)***

www.business.maryland.gov/start/resources

The Maryland Entrepreneurs Resource List is a listing of entrepreneurs who are available in the Maryland area to assist with technology or biotechnology start-up companies. The list can be used by innovators who need an entrepreneur to commercialize their technology or by university and federal laboratory technology transfer professionals who want to identify management for a start-up opportunity being developed at their institution. The list can also provide entrepreneurs their next start-up opportunity or a chance to network with and mentor other entrepreneurs.

- ***Maryland Entrepreneurs Resource List (TEDCO)***

www.Tedco.md/program/Maryland-entrepreneurs-resource-list-merl/

The Maryland Entrepreneurs Resource List is a listing of entrepreneurs who are available in the Maryland area for the next 12 months to get involved with a start-up company. This List can be used by innovators who need an entrepreneur to commercialize their technology or by university and federal laboratory technology transfer professionals who want to identify management for a start-up opportunity being developed at their institution. The List also can provide entrepreneurs their next start-up opportunity or a chance to network with and mentor other entrepreneurs to assist with technology or biotechnology start-up companies.

- ***Maryland Technology Enterprise Institute (Mtech)***

www.mtech.umd.edu/

University of Maryland
2120 Stadium Dr.

College Park, MD 20p742
301-405-3906

The mission of the Maryland Technology Enterprise Institute (Mtech), a unit of the A. James Clark School of Engineering at the University of Maryland, is to:

- a. Educate the next generation of technology entrepreneurs;
- b. Create successful technology ventures; and
- c. Connect Maryland companies with university resources to help them succeed.

Mtech has built a comprehensive entrepreneurship and innovation ecosystem at the University of Maryland. Its programs arm top students from around the world with the knowledge of how to successfully launch companies and guide aspiring and existing entrepreneurs through the entire lifecycle of launching and maintaining technology-based ventures.

- **Office of Small Business Resources (DBED)**
www.business.maryland.gov/start/resources

The Office of Small Business Resources is committed to helping business owners locate the tools they need to sustain, grow and prosper helping business owners navigate a path through a variety of government programs, private organizations, community partnerships and business service providers. Services include:

- a. Navigating local, state and federal government regulations and processes
- b. Identifying and connecting to state and federal resources
- c. Understanding permit and license requirements
- d. Accessing state and federal financing programs and a host of other services

For general information, call (410) 767-6391 or download the [Maryland Entrepreneur Resource Guide](#) .

- **Small Business Resource Center (SBRC)**
www.baltimoredevelopment.com/small-business-resource-center
1101 E. 33rd St., Suite C307
Baltimore, MD 21218
443-451-716

3 W.Camden St.
Baltimore, MD
410-605-0990

The Baltimore Development Corporation's Small Business Resource Center (SBRC) is a nonprofit organization that provides technical assistance, training, counseling and a resource library to small businesses and entrepreneurs. The SBRC has a large library and provides free resources to educate owners in starting, planning, financing and marketing a new business

- **Startup Maryland**
www.startupmd.org

Startup Maryland is a regions initiative launched out of the Startup America Partnership (now UPGlobal, www.up.co). Driven from within the community and led

by entrepreneurs Startup Maryland strives to remain nimble and inclusive. Startup Maryland works to connect innovation communities and rallies entrepreneurs, supporters and other innovation stakeholders around four main initiatives: Connection, Celebration, Coaching, and Capital while also bringing together entrepreneurs in a community of support to drive greater economic outcomes.

- *Startup Maryland Pitch Across Maryland*
www.ventureahead.org

Startup Maryland hits the road once again with the Pitch Across Maryland 3.0. The Pitch Across Maryland is a bus tour that celebrates entrepreneurship throughout the state of Maryland. We wrap a full tour bus in a Maryland Pride theme and hit the road for 20+ days during which we meet up with Tour Partners (universities, economic development agencies, incubators/accelerators, municipalities) to meet and promote the rock-star startups in our midst.

- *U.S. Export Assistance Center, Department of Commerce*
www.export.gov

Export.gov brings together resources from across the U.S. Government to assist American businesses in planning their international sales strategies and helping them to succeed in today's global marketplace. From market research to export finance information, Export.gov helps American exporters navigate the international sales process. There are numerous domestic and international locations, including an office in Baltimore City.

3. INFORMATIONAL

- *Entrepreneurial Reference Guides*
 - a) Fosterly Guide
www.fosterly.com/guide
 - b) The Maryland Entrepreneurs Guide
https://en.wikibooks.org/wiki/The_Maryland_Entrepreneur%27s_Guide
 - c) Resource Guide to Consulting, Supply and Contracting Opportunities in Projects Financed by the World Bank
www.web.worldbank.org
 - d) Resource Guide for The Small Business Owner
www.bcpl.info/
Baltimore County Public Library
Administrative Offices 320 York Rd.
Towson, MD 21204-5179
 - e) Start a Business (DBED)
www.business.maryland.gov/start
- *Advance Maryland (DBED, in collaboration with the Economic Alliance of Greater Baltimore)*

www.business.maryland.gov/fund/programs-for-businesses/advance-maryland/

ADVANCE Maryland provides a research team that analyzes information in five key areas - your core strategy, market dynamics, qualified sales leads, innovation and temperament. The research team mines sophisticated databases and leverages a number of high-end business development tools related to search engine optimization, social media marketing and geographic information systems. The team will work closely with selected companies to identify the scope and goals of their research. The process is conducted using private conference calls and secure online workspace

- ***Federal And State Partnership Program (Fast) (SBA)***
(www.SBIR.gov)

Congress sought to reduce the variation within state technology programs that foster economic development among small high-technology firms. In response, the Consolidated Appropriations Act of 2001, codified at 15 U.S.C. Paragraph 657d©) established the FAST program. The program expired on September 30, 2005, and was reestablished under the Consolidated Appropriations Act of 2010. The US Small Business Administration serves as the coordinating agency for the SBIR program. It directs the agencies' implementation of SBIR, reviews their progress, and reports annually to Congress on its operation. SBA is also the information link to SBIR program.

- a. FAST provides funding to build a community whose mission is to provide SBIR and STTR awareness and support to science and technology-driven small businesses
- b. About \$2 million annual funding, ~\$100,000 per applicant. L Only one applicant allowed per state and must be supported by the Governor
- c. Particular emphasis on helping socially and economically disadvantaged firms compete in the SBIR and STTR programs

There is no Maryland Partner. Nearby organizations are the DC Department of Small and Local Business Development in Washington and the Center for Innovative Technology in Virginia

- ***Maryland Port Authority (MPA)***
www.mpa.maryland.gov

MPA provides information on cargo, cruises, port business, port information and port security. Of particular interest to entrepreneurs, information on solicitations is listed on the port business page.

3. ***Small Business Resource Center (BDC)***
www.baltimoredevelopment.com/small-business-resource-center

The Baltimore Development Corporation's **Small Business Resource Center (SBRC)** is a nonprofit organization that provides technical assistance, training, counseling and a resource library to small businesses and entrepreneurs. The SBRC has a large library and provides free resources to educate owners in starting, planning, financing and marketing a new business.

4. *US Export Assistance Center (US Dept. Of Commerce)*
www.export.gov/

Export.gov brings together resources from across the US Government to assist American businesses in planning their international sales strategies and helping them to succeed in today's global marketplace. From market research to export finance information, Export.gov helps American exporters navigate the international sales process.

CONNECTING ORGANIZATIONS

5. *Fosterly*
www.fosterly.com

Fosterly is an on-line community of entrepreneurs, creators, and collaborators, all working together to tackle new challenges in business and technology. We connect our members with resources, events, and opportunities, both online and offline.

6. *National Federation of Independent Business*
www.nfib.com

Americas leading small business association, promoting and protecting the right of its members to own, operate and grow their businesses. NFIB advocates for small businesses in Washington and in all 50 states and conducts research, such as can be found in its monthly publication, Small Business Economic Trends. Members join together for combined buying power and the volume savings that come with it. NFIB's members also can rely on daily how-to articles from a comprehensive online library for entrepreneurs. Whether starting a business, looking to expand or exploring how to pass on or sell a business, members choose from tips, video, infographics and other tools.

7. *Springboard Enterprises*
www.sp.co

Springboard Enterprises is an organization designed to foster women business entrepreneurs by supporting emerging companies led by women. It describes itself as a "go-to organization" to obtain information and support for women-led emerging companies. This support is intended to accelerate access to equity

markets for women-led companies by offering workshops and seminars, membership programs, education, coaching, connections with investors, forums, and a web-based learning center.

8. *Research Organizations*

1. Biomedical Research Institute
www.afbr-bri.com/
2. Henry M. Jackson Foundation for the Advancement of Military Medicine
www.hjf.org/ (general information)
www.hjf.org/research-programs (available technologies)
3. Howard Hughes Medical Institute
www.hhmi.org/ (general information)
www.hhmi.org/research/serch.html (available technologies)
4. Institute for Biotechnology and Biomedical Research
www.ibgr.umd.edu/ (general information)\
www.ibbr.umd.edu/research (available technologies)

9. *Startup Maryland*

www.startupmd.org

Startup Maryland is a regions initiative launched out of the Startup America Partnership (now UPGlobal, www.up.co). Driven from within the community and led by entrepreneurs Startup Maryland strives to remain nimble and inclusive. Startup Maryland works to connect innovation communities and rallies entrepreneurs, supporters and other innovation stakeholders around four main initiatives: Connection, Celebration, Coaching, and Capital while also bringing together entrepreneurs in a community of support to drive greater economic outcomes.

10. *The Business Navigation Forum (Eastern Shore)*

www.businessnavigationforum.com

384 W. Main St.

Crisfield, MD 21817

410-251-1669 (Charlotte Scott, Forum Director)

The BNF serves entrepreneurs from the counties on Maryland's Lower Eastern Shore. The forum meets the first Monday of every month. Business owners and business service providers assemble to discuss the ins and outs of being in business. Guest speakers are followed by helpful and inspiring discussions. The meetings promote both networking and fellowship. BNF members are bound together by their interests in business, faith, and each other. There are no dues or obligations. Members participate as they feel comfortable. All are welcome.

11. *Vistage Executive Leadership*

www.vistage.com

Vistage members are a special group of leaders who are qualified to provide valuable insight advice based on their extraordinary achievements. This unique peer group is a mix of experts with varying professional backgrounds, allowing members to tap into different perspectives and solve difficult challenges. That expertise gives members a tremendous sense of trust in the capabilities of the Vistage peer group.

12. *Women Entrepreneurs of Baltimore*

www.webinc.org

149 N. Luzerne Ave.

Baltimore, MD 21224-4921

410-727-4921

Not much information available except that this is a group of dedicated women entrepreneurs who meet from time to time. May be a meet-up group.

EVENTS, BLOGS, PUBLICATIONS, TECHNOLOGY GROUPS

A rapidly expanding phenomenon, especially among younger entrepreneurs, is the plethora entrepreneurial meet-ups, formal events, and digital news outlets. It is difficult to list all of them, given that any listing may be out of date in a short time, so a representative listing is given below:

- *Entrepreneur Expo*
www.expo.tedco.md

TEDCO's Entrepreneur Expo brings together all of Maryland's entrepreneurial resources from across the state into one place, at one time. The event is organized by TEDCO. Next event will be November 17, 2015 at the BWI Marriott in Linthicum, MD

- *Biztech Magazine*
www.biztechmagazine.com

Biztech Magazine explores technology and business issues that IT leaders and business managers face when they're evaluating and implementing a solution. *BizTech* is published by CDW which is headquartered in Vernon Hills, Ill. By the same publisher, also see Edtech Magazine

- *Bmore Media*
www.bamoremedia.com

Bmore Media covers creativity, innovation, entrepreneurship and development in Greater Baltimore.

- *Ignite, Howard County*
www.info@ignitehowardcounty.com/about

Ignite Howard County is a program that offers high-energy evenings where the community comes together to share their passions. Presenting on a subject of their choice, 12+ speakers have exactly 5 minutes (and 20 slides) to teach, enlighten, or simply inspire. The goal is to create collisions of conversations and collaborations between people in the artistic, entrepreneurial, creative, technical and innovative communities.

- ***Kabbage Blog***

www.kabbage.com

Resource for small businesses and entrepreneurs looking for tips on how to grow, manage, fund or innovate their small business.

- ***Smart CEO Magazine***

www.smartceo.com

Nearly 50,000 offensive-minded, growth-oriented CEOs turn to SmartCEO magazine to find ideas and inspiration to help them grow their businesses. Each issue includes behind-the-scenes looks at local success stories, columns written by key opinion leaders and other resources to help the region's middle-market CEOs conquer the daily challenges of running a business. SmartCEO magazine is published on a bimonthly basis with editions in four major markets: Baltimore SmartCEO, New York SmartCEO, Philadelphia SmartCEO and Washington SmartCEO.

- ***Tech Breakfast***

www.meetup.com/TechBreakfast/

TechBreakfast, is a free (sponsored) monthly demo-style event where entrepreneurs, techies, developers, designers, business people, and interested people see showcases on new technology in a demo format and interact with each other. No presentations or speakers. In this format people "show and tell" about great things they are working on. Each TechBreakfast begins at 8:00am and goes until 10:00 am. The breakfast meetings are held in various locations round the state. Check the website for upcoming events.

- ***Technical.ly Baltimore***

www.technical.lybaltimore.com

Technical.ly grows local technology communities by connecting organizations and people through news, events and services. We provide original editorial, expert programming and tools, which improve recruitment, marketing, community cultivation and economic development.

- ***Technology meet-ups***

www.technology.meetup.com/cities/us/md/Baltimore/

A number of these meet-up groups provide an opportunity to interact with techies, start-ups, and business service providers. In Maryland, technology groups meet in Anne Arundel, Montgomery, St. Mary's, Howard, Prince Georges' and Baltimore City (there may be others). Many groups are general interest but there are a number of special interest as well, including: Baltimore Wordpress, Coffee & Strategy, Startup Grind Baltimore, Central Maryland Adobe User, GSN and the Internet of Things, Baltimore-Washington JAVA Meeting Group, HackerNest Baltimore Tech Socials, Baltimore PHP, Website Design & Development, Launch Annapolis, Women Entrepreneurs of Baltimore, etc.

- **TED**
www.ted.com

TED is a platform for ideas worth spreading. Started in 1984 as a conference where technology, entertainment and design converged, TED today shares ideas from a broad spectrum — from science to business to global issues — in more than 100 languages. Meanwhile, independent TEDx events help share ideas in communities around the world.

- **The Entrepreneurship Affinity Group**
www.alumni.jhu.edu/affinitygroups/

Johns Hopkins hosts a number of affinity groups for alumni and students with various areas of interest. Each group will allow its members to gain new insights and exchange ideas and resources with former advisers and peers, have the opportunity to be recognized for professional achievements, and identify new employees. Affinity groups listed on the

FINANCE

1. GRANTS

- **ExportMD Program (DBED)**
www.business.maryland.gov/grow/export-md/

The ExportMD Program helps to offset some of the costs of marketing internationally for Maryland's small and mid-sized companies. Maryland companies that receive an ExportMD Award are eligible for up to \$5,000 in reimbursement for expenses associated with an international marketing project and can also receive up to 40 hours of assistance from DBED's trade experts located in 10 countries around the globe.

Eligible expenses: Any expenses related to an international marketing initiative including trade show fees, airfare, translation of brochures and web site development. Companies that do not qualify for the ExportMD program can still receive other forms of assistance through our office.

Services include:

- Representative program
- Trade mission support for delegations

Pathfinder program for business representation at international trade shows
Consultant services
Market and foreign partner research
Advisory services in market entry and business development plans
Event promotion and planning

- ***Maryland Agricultural and Resource-Based Development Corp. (MARBIDCO) Grant Programs***
www.marbidco.org)

MARBIDCO is a Maryland state sponsored development entity formed for the purpose of delivering enhanced financing opportunities to the agriculture, forestry and seafood industries and to assist in state and local, rural land conservation agencies with the farmland and forestland preservation efforts

MARBIDCO offers the following grant programs:

- 1 The Rural Business Energy Efficiency Grant and Loan Interest Rate Buy-Down Program, that helps established firms and producers in acquiring energy saving equipment and technology. Grants can be made up to 10% of a project's cost, contingent upon a third party energy audit report.
- 2 The Maryland Farm and Producer Viability Program was created to help early stage enterprises with business plan development and identifying and accessing operational and market risk.
- 3 Maryland Value Added Producer Grant Program provides a portion of the federally required matching funds to qualified Maryland applicants to USDA's highly competitive Value-Added Producer Grant Program
- 4 The Local Government Agricultural/Resource-Based Industry Project Cost Share Program supports local and regional rural business development efforts by offering matching cost share assistance for agribusiness development projects.

- ***Maryland Industrial Partnerships (MIPS)***
www.mips.umd.edu/
Contact: Joseph Naft, Director
301-405-3886
2100 Potomac Building
University of Maryland
College Park, MD 20742-3415

MIPS is a program of the Engineering Research Center. The center's programs help Maryland industry gain access to the expertise and research facilities needed to stay competitive in today's technology-driven environment. MIPS is a resource for providing matching grants for research to help Maryland companies develop products or processes.

- ***Small Business Innovation Research Programs (SBIR) and Small Technology Transfer Research (STTR) Programs***
www.SBIR.gov

www.sba.gov/category/about-sba-navigation-structure/sba-programs/contracting/technology-sbirsttr

1. SBIR is aimed at ensuring that small US, high-tech, innovative businesses play a significant role in the federal governments research and development efforts. A set-aside program for small business to engage in Federal R&D – with potential for commercialization equaling 2.9% of the extramural research budget (FY 2015 - \$2.0 billion in summation) for all agencies with a budget greater than \$100 million per year. Growing to 3.2% by 2017
Milestone-driven award process:

- a. Phase I. Feasibility Study or Prototype - \$150K and 6 months
- b. Phase II: Full Research and Development Effort - \$1 million and 24 months
- c. Phase III: Commercialization Effort – Private and non-SBIR allocations financing.

US small businesses are eligible to participate in the SBIR program. An SBIR awardee must meet the following criteria at the time of Phase I and II awards

- a. Organized for-profit, with a place of business located in the United States;
- b. More than 50% owned and controlled by one or more individuals who are citizens of, or permanent resident aliens in the United States, or by another for-profit business concern that is more than 50% owned and controlled by one or more individuals who are citizens of, or permanent resident aliens in, the United States; and
- c. No more than 500 employees, including affiliates.

For awards from agencies using the authority under 15 U.S.C. 638(dd)(1), an awardee may be owned and controlled by more than one venture capitalist (VC), hedge fund, or private equity firm so long as no one such firm owns a majority of the stock. Phase I awardees with multiple prior awards must meet the benchmark requirements for progress toward commercialization. See the Eligibility Guide for more detailed information.

2. STTR Modeled after the SBIR, STTR was established as a pilot program by the Small Business Technology Transfer Act of 1992. Government agencies with R&D budgets of \$1 billion or more are required to set aside a portion of these funds to finance the STTR activity.

The STTR is a sister set-aside program to the SBIR to facilitate cooperative R&D between small business concerns and US research institutions – with potential for commercialization. 0.35% of the extramural research budget (>\$250 million) for all agencies with a budget greater than \$1 billion, growing to .4% by 2017. STTR awards are based on small business/nonprofit research institution qualification, degree of innovation, and future market potential. Small businesses that receive awards then begin a three-phase program:

- a. Phase I: Start-Up. Up to \$100,000 for approximately one year to fund the exploration of the scientific, technical, and commercial feasibility of an idea or technology
- b. Phase II: up to \$750,000, for as long as two years, to expand Phase I results. During the period, the R&D work is performed and the developer begins to consider commercial potential. Only Phase I awardees winners are considered for Phase II.
- c. Phase III is the period during which Phase II innovation moves from the laboratory into the marketplace. No STTR funds support this phase. The small business must find funding in the private sector or other non-STTR federal agency funding.

Only U.S. small businesses are eligible to participate in the STTR program. The small business must meet all of the following criteria at time of award:

- a. Organized for profit, with a place of business located in the United States
- b. At least 51% owned and controlled by one or more individuals who are citizens of, or permanent resident aliens in, the United States, and
- c. No more than 500 employees, including affiliates

The nonprofit research institution must also meet certain eligibility criteria:

- a. Located in the US
- b. Meet one of three definitions: (a) Nonprofit college or university; (b) Domestic nonprofit research organizations; (c) Federally funded R&D center (FFRDC)

STTR differs from SBIR in three important aspects:

- a. The Small Business Concern (SBC) and its partnering institution are required to establish an intellectual property agreement detailing the allocation of intellectual property rights and rights to carry out follow-on research,
- b. (STTR requires that the SBC perform at least 40% of the R&D and the single partnering research institution to perform at least 30% of the R&D.
- c. Unlike the SBIR program, STTR does not require the Principal Investigator to be primarily employed by the SBC.

The US Small Business Administration (SBA) serves as the coordinating agency for the SBIR program. It directs the agencies' implementation of SBIR, reviews their progress, and reports annually to Congress on its operation. SBA is also the information link to the SBIR program. For more information on the SBIR Program, contact US Small Business Administration, Office of Technology, 409 Third Street, SW, Washington, DC 20416 (202) 205-6450. B

2. LOANS

- *Jref*
www.jref.org

j-ref is a private, not-for-profit organization dedicated to fostering the entrepreneurial spirit in Howard County, Maryland. j-ref is a small business financier that assists small and emerging businesses located in Howard County. It provides financing and other needed forms of management and education assistance to maximize business growth.

In addition to other services, j-ref provides the following services:

Business Services:

- a. Business loans up to \$250,000.
- b. Business advice to meet the specific needs of the entrepreneur.
- c. Business and strategic plan review and business education

- ***Kabbage***
www.kabbage.com

Kabbage is an online financing corporation that provides small business loans. Kabbage's fast, flexible business line of credit is always there when you need it. Draw against your line as often as once a day for anything you need to grow. Kabbage uses data from business checking accounts, accounting software, payment processors, and UPS shipping data to determine a "Kabbage Store" and loan eligibility/size. While banks take weeks to decide if you qualify, Kabbage delivers working capital in as few as 7 minutes.

- ***Maryland Agricultural and Resource-Based Corp. Installment Purchase Agreements***
www.marbidco.org/about/contact.html

Beginning in 2008, MARBIDCO offered installment purchase agreements to sellers of land conservation easements to benefit land owners and the State in a tax advantage arrangement. In addition, a new program, the Next Generation Farmland Acquisition Program was developed to help young or beginning farmers to purchase and permanently preserve farmland.

- ***Maryland Small Business Development Financing Authority (MSBDF) (DBED)***
www.business.maryland.gov/fund/programs-for-businesses/msbdfa#sthash.B9UdzAvt.dpuf
www.mmgventures.com

MSBDF is an agency of the Maryland Department of Economic and Business Development (DBED). MSBDF promotes the viability and expansion of businesses owned by economically and socially disadvantaged entrepreneurs. MSBDF uses include working capital, supplies and materials, machinery and equipment acquisition, land acquisition or real estate improvements. Other uses include the purchase of an existing franchise, construction or renovation and franchise fees or obtaining performance and payment bonds for contracts, which receive the majority

of their funding from federal, state or local government. Meridian Management Group manages the program and DBED provides financing for approved applicants. The MSDFA program offers the following four financial assistance programs:

1. **Contract Financing Program (CFP)**

This program provides financial assistance to eligible businesses in the form of a direct loan or the guaranty of loans made by a financial institution. These funds may be used for working capital and the acquisition of equipment needed to begin, continue or complete work on contracts where a majority of funds are provided by a federal, state or local government or utilities regulated by the Public Service Commission. Financing in either form is limited to \$1,000,000 and must be repaid during the term of the contract. Interest rates generally range from the prevailing prime rate up to prime plus two percent. Applicants may qualify for financing prior to contract award.

Eligibility Criteria: At least 51% of the company must be owned by socially or economically disadvantaged persons, which are defined as persons who:

- a. Are member(s) of a group historically deprived of access to normal financial resources
- b. Have an identifiable physical handicap which limits their ability to obtain financing, and
- c. Are otherwise impeded from obtaining financing because of social or economic factors.

MSBDFFA Financial Assistance Under the CFP

Direct Loans: MSBDFFA may lend directly from \$5,000 to \$2,000,000. The maximum interest rate applicable to such loans is a floating prime rate plus 2%, but not to exceed 15%. The term of MSBDFFA direct loans is the longer of either one year or the term of the contract.

2. **Loan Guarantee Fund Program (GFP)**

This program provides financial assistance to eligible businesses in the form of loan guaranties and interest rate subsidies to financial institutions for long-term loans and short-term lines of credit. A loan guaranty cannot exceed the lesser of eighty percent (80%) of the loan or \$1,000,000. The term of the loan cannot exceed ten (10) years with the maximum interest rate of prime plus two percent. Loan proceeds can be used, among other things, for working capital, the acquisition and installation of machinery or equipment and the purchase or improvements to real property owned or leased by the applicant. GFP can also subsidize up to four percentage points of the interest rate being charged by the financial institution making the loan. The subsidy is subject to an annual review. Terms of repayment of the subsidy are negotiated directly with the borrower.

3. **Surety Bond Program (SBP)**

This program assists eligible small businesses in obtaining bid, performance or payment bonds necessary to perform on contracts where the majority of funds are also provided by a government agency or public utility. SBP directly issues bid, performance or payment

bonds or guarantees a surety's losses incurred as a result of the contractor's breach of a bid, performance or payment bond. Additionally, SBP guarantees a surety's losses incurred as a result of the contractor's breach of a bid, performance or payment bond. Bonds that are directly issued are limited to \$5,000,000. Guaranties are limited to the lesser of ninety percent (90%) of the amount of the bond or \$1,350,000. Guaranties on the bonds remain in effect for the duration of the surety's exposure under the bond. Bonds issued directly by the SBP will remain in effect for a period consistent with that of a regular commercial surety contract. A surety bond line may be established to directly issue or guaranty multiple bonds to a principal within pre-approved terms, conditions and limitations

4. Equity Participating Investment Program (EPIP)

The purpose of this program is to enhance business ownership of socially or economically disadvantaged entrepreneurs. Financial assistance is provided through the use of loans, loan guaranties and equity investments. The proceeds are used for the specific purpose of purchasing a franchise, acquiring an existing profitable business or developing a technology based business. Equity investments may take the form of the purchase of qualified securities, certificate of interest, interest in a limited partnership and other debt and equity investments. All equity investments must be disposed of by the end of the seventh year. Before a financing relationship is begun, a general agreement regarding the probable method of exit must be developed. The most common form is for the owner to buy back its interest at a predetermined pricing formula between the fourth and seventh year. In all cases, the recovery amount shall be the greater of its percentage of the current value of the business or the initial investment.

Briefly, the details of the three individual components of the program are provided here:

Franchising Investments are limited to forty-five percent (45%) of the total project cost or a maximum of \$500,000.* The applicant is required to make an equity investment of no less than ten percent of the total project costs. An independent appraisal of the business entity may be required to determine the value at the retirement of the debt or investment. Project costs can range from \$50,000 to \$1.5 million.

Business Acquisitions are limited to twenty five percent (25%) of the initial investment or a maximum of \$500,000. The applicant is required to make an equity investment for the greater of \$25,000 or five percent (5%) of the total project costs. An independent appraisal of the business entity may be required to determine the value at the retirement of the debt or investment. Project costs can range from \$100,000 to \$3 million.

Technology Investments are limited to a maximum of \$500,000 in a business entity with a proven technological product or service. An independent appraisal of the business entity may be required to determine the value at the retirement of the debt or investment. Project cost can range from \$50,000 to \$500,000

- **Meridian Management Group (MMG)**
www.mmgventures.com
826 E. Baltimore St.
Baltimore, MDF 21202
410-333-2548

Meridian Management Group, Inc. is a professional asset manager for economic development and private equity funds. The Firm offers a complete portfolio of financing products and strategic services. Each financing product and service package is designed to advance companies to the next level. MMG manages three comprehensive program funds, which provide its clients with the essential and critical tools needed for a company to grow, succeed and leverage opportunities: the Maryland Small Business Development Financing Authority (MSBDFFA); Community Development Ventures, Inc. (CDV); and MMG Ventures, L.P. (MMGV). MMG also employs a concierge approach by providing strategic management consulting services through its affiliate company, **Morgan Advisory Group, L.L.C.**

- ***U.S. Export-Import Bank***
www.exim.gov
800-565-EXIM or 202-565-EXIM

An independent federal government agency, the U.S. Ex-Im Bank assists companies in financing U.S. goods and services exports to international markets. (A lapse in authorization effective 7/1/2015 means no new applications can be accepted by the Bank and any of its delegated authority lenders cannot authorize any new transactions. All preexisting loans, guarantees, and insurance policies will continue in full force and effect. All previously approved transactions will also continue in full force and effect according to their terms. The Bank will continue to manage all transactions in its portfolio until maturity, including issuing waivers and amendments, other than those which increase the Bank's exposure. US Export Bank is fully appropriated through FY2015 and will be able to continue operating after 7/1/2015).

3. ***SBA LOANS AND GUARANTEES***

Small Business Administration

SBA provides a number of financial assistance programs for small businesses that have been specifically designed to meet key financing needs, including debt financing, surety bonds, and equity financing. They are summarized below:

Guaranteed Loan Programs (Debt Financing)

SBA does not make direct loans to small businesses. Rather, SBA sets the guidelines for loans, which are then made by its partners (lenders, community development organizations, and microlending institutions). The SBA guarantees that these loans will be repaid, thus eliminating some of the risk to the lending partners. So when a business applies for an SBA loan, it is actually applying for a commercial loan, structured according to SBA requirements with an SBA guaranty. SBA-guaranteed loans may not be made to a small business if the borrower has access to other financing on reasonable terms.

SBA loan guaranty requirements and practices can change as the Government alters its fiscal policy and priorities to meet current economic conditions. Therefore, you can't rely on past policy when seeking assistance in today's market.

Bonding Program (Surety Bonds)

SBA's Surety Bond Guarantee (SBG) Program helps small business contractors who cannot obtain surety bonds through regular commercial channels.

A surety bond is a three-party instrument between a surety (someone who agrees to be responsible for the debt or obligation of another), a contractor and a project owner. The agreement binds the contractor to comply with the terms and conditions of a contract. If the contractor is unable to successfully perform the contract, the surety assumes the contractor's responsibilities and ensures that the project is completed.

Through the SBG Program, the SBA makes an agreement with a surety guaranteeing that SBA will assume a percentage of loss in the event the contractor should breach the terms of the contract. The SBA's guarantee gives sureties an incentive to provide bonding for eligible contractors, thereby strengthening a contractor's ability to obtain bonding and greater access to contracting opportunities for small businesses.

SBA can guarantee bonds for contracts up to \$5 million, covering bid, performance and payment bonds, and in some cases up to \$10 million for certain contracts.

Venture Capital Program

SBA's Small Business Investment Company (SBIC) Program is a public-private investment partnership created to help fill the gap between the availability of growth capital and the needs of small businesses. The SBA does not invest directly in small businesses, relying instead on the expertise of qualified private investment funds. The SBA licenses these funds as SBICs and supplements the capital they raise from private investors with access to low-cost, government-guaranteed debt.

With these two sources of capital backing them, SBICs search across the United States for promising businesses in need of debt or equity financing. SBICs are similar to other investment funds in terms of how they operate and their pursuit of high returns. However, unlike other funds, SBICs limit their investments to qualified small business concerns as defined by SBA regulations.

Popular loan programs are:

- **7(a)**

This program provides financial help for businesses with special needs. Loans are available for businesses that handle exports to foreign countries, businesses that operate in rural areas, and for other very specific purposes. Basic uses for 7(a) loan proceeds include:

- a. To provide long-term working capital to use to pay operational expenses, accounts payable and/or to purchase inventory
- b. Short-term working capital needs, including seasonal financing, contract performance, construction financing and exporting

- c. Revolving funds based on the value of existing inventory and receivables, under special conditions
- d. To purchase equipment, machinery, furniture, fixtures, supplies or materials.
- e. To purchase real estate, including land and buildings
- f. To construct a new building or renovate an existing building
- g. To establish a new business or assist in the acquisition, operation or expansion of an existing business
- h. To refinance existing business debt, under certain conditions

There are a number of special SBA 7(a) loans available as well. Below several are summarized:

The CAPLines Program for loans up to \$5 million is designed to help small businesses meet their short-term and cyclical working capital needs. The programs can be used to finance seasonal working capital needs; finance the direct costs of performing certain construction, service and supply contracts, subcontracts, or purchase orders; finance the direct cost associated with commercial and residential construction; or provide general working capital lines of credit that have specific requirements for repayment. There are four distinct loan programs under the CAPLines umbrella:

- a. ***The Contract Loan Program*** finances the cost associated with contracts, subcontracts or purchase orders. Proceeds can be disbursed before the work begins. If used for one contract or subcontract when all the expenses are incurred before the buyer pays, it will generally not revolve. If used for more than one contract or subcontract, or for contracts and subcontracts where the buyer pays before all work is done, the line of credit can revolve. The loan maturity is usually based on the length of the contract, but no more than 10 years. Contract payments are generally sent directly to the lender, but alternative structures are available.
- b. ***The Seasonal Line of Credit Program*** supports the buildup of inventory, accounts receivable or labor and materials above normal usage for seasonal inventory. The business must have been in business for a period of 12 months and must be able to demonstrate that it has a definite established seasonal pattern. The loan may be used over again after a “clean up” period of 30 days to finance activity for a new season. These loans also may have a maturity of up to five years. The business may not have another seasonal line of credit outstanding, but may have other lines for non-seasonal working capital needs.
- c. ***The Builders Line Program*** provides financing for small contractors or developers to construct or rehabilitate residential or commercial property that will be sold to a third party that is not known at the time construction/rehabilitation begins. Loan maturity is generally three years, but can be extended up to five years, if necessary, to facilitate the sale of the property. Proceeds are used solely for direct expenses of acquisition, immediate construction and/or significant rehabilitation of the residential or commercial structures. Land purchase can be included if it does not exceed 20 percent of the loan proceeds. Up to five percent of the proceeds can be used for community improvements that benefit the overall property.
- d. ***The Working Capital Line of Credit Program*** (up to \$5,000,000) is a revolving line of credit that provides short-term working capital. Businesses that generally

use these lines provide credit to their customers or have inventory as their major asset. Disbursements are generally based on the size of a borrower's accounts receivable and/or inventory. Repayment comes from the collection of accounts receivable or sale of inventory. The specific structure is negotiated with the lender. There may be extra servicing and monitoring of the collateral for which the lender can charge additional fees to the borrower.

Advantage Loans. SBA guarantees three types of 7(a) business loans known as Advantage Loans. These are the **Small/Rural Lender Advantage Loan**, the **Community Advantage Loan** and the **Small Loan Advantage**. The loan provided to the business is the equivalent of a Basic 7(a) Loan—not revolving—allowing the proceeds to be used for regular purposes. What differentiates a Basic 7(a) Advantage Loan from a Basic 7(a) loan is which lenders can get a guarantee. Another difference is the amount of underwriting difference is tied to the lender who provides the loan, rather than the structure and purpose of the loan. The Advantage Programs allows selected lenders to obtain 7(a) guarantees on loans they propose to provide to eligible and creditworthy small businesses that meet all the requirements of a Basic 7(a) Loan through an alternative application process.

Fees: A guaranty fee, based on the loan's maturity and the dollar amount guaranteed (versus the total loan amount) might be included in the total cost of the loan. The lender originally pays the guaranty fee but has the option to pass that expense on to the borrower. The fees range from 0% (for loans under \$150,000) to 3.5% on loans of more than \$700,000. There is also an additional fee of 0.25% on any guaranteed portion of more than \$1 million.

Interest: Both fixed and variable interest rate structures are available. The maximum rate is composed of two parts, a base rate and an allowable spread. Lenders are allowed to add an additional spread to the base rate to calculate the final rate. For loans with maturities of shorter than 7 years, the maximum spread will be no more than 2.25%. For greater maturities, the maximum spread increases to 2.75%.

Repayment: Monthly payments for 25 years for real estate, 10 years for equipment, and generally up to 7 years for working capital.

SBA Export Express Program offers financing up to \$500,000. It is the simplest export loan product offered by the SBA and allows participating lenders to use their own forms and procedures. The SBA determines eligibility and provides a loan approval in 36 hours or less.

Use of Proceeds

Loan proceeds may be used for business purposes that will enhance a company's export development. Export Express can take the form of a term loan or a revolving line of credit. For example, you can use funds to participate in a foreign trade show, support standby letters of credit and translate product literature for use in foreign markets. You may also use funds to finance specific export orders, expand production facilities, and purchase equipment inventory or real estate

Export Working Capital Program. The Export Working Capital (EWCP) loan provides advances for up to \$5 million to fund export transactions from purchase order to collections. This loan has a low guaranty fee and quick processing time.

Application Process: Contact your local lender to see if they are approved to underwrite EWCP loans. You can apply for EWCP loans before finalizing an export sale or contract. With an approved EWCP loan in place, you have greater flexibility in negotiating export payment terms. However, disbursements can only be made against firm purchase orders from a foreign buyer or to support foreign accounts receivable.

Use of Proceeds

Financing for suppliers, inventory, WIP, or production of export goods or services

Working capital to support foreign accounts receivable during long payment cycles.

Financing for stand-by letters of credit used as bid or performance bonds or as down payment guarantees

International Trade Loan Program

Offers loans up to \$5 million for fixed assets and working capital for businesses that plan to start or continue exporting.

Use of Proceeds: The borrower may use loan proceeds to acquire, construct, renovate, modernize, improve, or expand facilities and equipment to be used in the United States to produce goods or service involved in international trade and to develop and penetrate foreign markets. Funds also may be used to refinance an existing loan.

All the Special Purpose Loan Programs listed above have certain requirements (such as what collateral must be obtained and how the repayment structure of principal and interest) that the SBA imposes on the lender and/or that the lender must impose on the borrower.

- ***CDC/504 Program***

Provides financing for major fixed assets such as equipment and real estate (including purchase or renovation of facilities, street improvements, grading, utilities, parking lots and landscaping). Funds cannot be used for working capital or inventory, consolidating, repaying or refinancing debt and speculation or investment in rental real estate. SBA does not provide funding directly. The process starts with a local lender, working within SBA guidelines. The loan applicant will need to identify a Certified Development Company (CDC) to work with the lender. CDC's are nonprofit corporations certified and regulated by the SBA, that work with participating lenders to provide financing to small businesses. There are 270 CDCs nationwide, each covering a specific geographic area. See the SBA website for the nearest location of a CDC and for a checklist of documentation which will be required by the lender. Once the loan package is complete, the lender will submit it to the SBA.

Fee: Fees total approximately 3% of the debenture and may be financed with the loan.

Interest: Interest rates on 504 loans are pegged to an increment above the current market rate for 5-years and 10-year U.S. Treasury issues.

Repayment: Maturity terms of 10 and 20 years are available.

- ***7(m) Microloan Program***

Program provides small, short-term loans to small businesses and certain not-for-profit. The loan is subject to the following limitations:

- a. Maximum loan amount is \$50,000 (average loan is \$13,000)
- b. Maximum loan term is 6 years

Fees: None

Interest: Between 8 and 13 percent

Repayment: Loan repayment terms very depending on the loan amount, use of funding, and other criteria.

- ***Disaster Loans***

SBA provides low-interest disaster loans to businesses of all sizes, private non-profit organizations, homeowners, and renters. SBA disaster loans can be used to repair or replace the following items damaged or destroyed in a declared disaster: real estate, personal property, machinery and equipment, and inventory and business assets.

These programs also impose certain requirements on the lender for underwriting and closing the loan.

For more information, please review the [Community Advantage Participant Guide](#)

- ***Woman-Owned Small Business Concerns (WOSB)***

www.sba.gov/content/women-owned-small-business-federal-contract-program

The WOSB program promotes the growth of women-owned businesses through programs that address business training and technical assistance, and provides access to credit and capital, federal contracts, and international trade opportunities.

This is a self-certifying program governed by the SBA and should not be confused with the MBE/DBE/program affiliated with the Department of Transportation that has more stringent certification procedures.

It is not uncommon for a federal contractor to require a WOSB firm to provide evidence of certification, and the MBE/DBE program discussed below may assist in providing such certification

4. COUNTY AND BALTIMORE CITY LOAN AND ENTREPRENEURIAL ASSISTANCE PROGRAMS

For complete listing, see Appendix IV

INVESTMENTS

1. VENTURE CAPITAL: PUBLIC AND PRIVATE/PUBLIC

- ***BioMaryland Center***

www.biomaryland.org

401 E. Pratt St., 7th floor

Baltimore, MD 21202

410-767-0505

Annually awards millions of dollars (\$50,000-200,000 per company) through its Biotechnology Development program to fund a limited number of life sciences projects which significantly move research closer to commercialization.

- *MMG Ventures, L.P. (The Fund)*

www.mmcapitalgroup.com

MMG Ventures seeks to invest in small businesses that are at least 51% owned, controlled and managed on a daily basis by a person or persons whose participation in the free enterprise system is hampered because of social or economic disadvantages. The target firms should be operating in growth industries and have:

1. Identified viable marketplace niches
2. Strong management with proven and successful histories
3. The potential to generate substantial economic activity in the minority community
4. The potential to provide a generous return on investment to MMG Ventures and its investors.

Geographic Focus: Mid-Atlantic Region. The fund will be regionally focused, seeking investment opportunities in Maryland, Washington, D.C., Virginia, New Jersey, Pennsylvania and Delaware. In addition and on a limited basis, the fund will seek investment opportunities in other geographic areas.

- *MMG Ventures Community Development Ventures, Inc. (CDV)*

www.mmcapitalgroup.com

Community Development Ventures, Inc. (CDV) is a non-profit 501 ©(3) company that utilizes “socio-economic” investing as a means to improve the well being of economically or socially disadvantaged individuals and businesses located in distressed urban communities throughout the State of Maryland. Its mission is to strengthen the economic base of distressed urban communities in Maryland through business and entrepreneurial development. CDV is a revolving fund that will provide senior and subordinated debt and equity to businesses located within a distressed, urban community within Baltimore City or targeted counties within the Sate of Maryland, or employ a significant portion of its workforce from these areas. At least 60% of jobs created must be for distressed, urban area residents.

1. **Investment Size** The typical loan/investment amounts will range from \$100,000 to \$500,000.
2. **Common Terms** Fund investments will be made for a term of up to 10 years, depending on the use of proceeds. Interest rates will be commensurate with the risk undertaken, but will be no greater than fifteen percent (15%). Other yield enhancement mechanisms may include royalty or revenue participation agreements, dividends, additional transaction fees or stock options or warrants.
3. **Investment Strategy** Identify existing businesses within the targeted geographic

area, which operate in viable industries with quality management and the need for growth capital.

4. **Other Services** The management and technical assistance that a business may require will be provided through the CDV Management and Technical Assistance Program (M&TAP).

- ***Small Business Investment Company (SBIC) Program***
www.sba.gov/content/sbic-program/

SBIC is a public-private investment partnership created to help fill the gap between the availability of growth capital and the needs of small businesses. The SBA does not invest directly in small businesses, relying instead on the expertise of qualified private investment funds. The SBA licenses these funds as SBICs and supplements the capital they raise from private investors with access to low-cost, government-guaranteed debt. With these two sources of capital backing them, SBICs search across the United States for promising businesses in need of debt or equity financing. SBICs are similar to other investment funds in terms of how they operate and their pursuit of high returns. However, unlike other funds, SBICs limit their investments to qualified small business concerns as defined by SBA regulations.

- ***New Markets Venture Partners***
www.newmarketsvp.com
8161 Maple Lawn Blvd., #350
Fulton, MD 20759
301-362-5511

New Markets Venture Partners, an SBIC, is an early and growth stage venture capital firm that invests in and actively assists innovative education, information technology and business services companies. We are one of the leading education technology-focused venture firms in the US *New Markets Veterans' Opportunity Fund (VOF)* invests in businesses that are started, owned and/or managed by veterans of the United States Armed Forces.

2. ***VENTURE CAPITAL - PRIVATE FIRMS***

There are numerous **private venture capital firms** investing in Maryland companies. Examples include:

1. ***Abell Foundation***
www.abell.org

Abell's mission is to act as an agent of change, with special emphasis on education, workforce development, health and human services, community development, criminal justice and addictions, conservation and environment, and arts and culture. The Foundation's work has expanded from being focused solely on grantmaking to include research and publications on important policy issues, and direct investments in early stage companies that offer significant social and economic benefits

- ***ABS Capital Partners***
www.abscapital.com
 400 E. Pratt St., Suite 910
 Baltimore, MD 21202-5600
 410-246-5600

Also has offices in San Francisco

Primary services for later-stage business development. Capital to pursue acquisitions, provide some shareholder liquidity, and for rapid-growth companies.

- ***Anthem Capital II, L.P.***
 1448 S. Rolling Rd., Suite 200
 No current website listed
 Baltimore, MD 21227
 410-625-1510

Anthem Capital II, L.P. specializes in early stage investments in information technology, telecom, healthcare, and life sciences industries. The fund prefers to invest in companies located in the Mid-Atlantic region of the United States, and can also invest in North Carolina. It typically invests between \$1 million and \$3 million in seed rounds, with \$2 million to \$4 million being invested in later rounds.

- ***Gabriel Venture Partners***
www.gabrielvp.com
 999 Baker Way, Suite 400
 San Mateo, CA 94404
 650-551-5000

Early-stage venture capital investors. Portfolio includes a wide array of business sectors.

- ***Highland Capital Partners***
www.hcp.com
 One Broadway, 16th floor
 Cambridge, MA 02142
 617-401-4500

Also, offices in Silicon Valley, Shanghai, London and Geneva

Venture capital for early-stage and growth-stage companies. Emphasize information and communication technology, healthcare, and internet and digital media companies.

- ***Inflection Point Ventures***
www.inflectpoint.com
 Delaware Technology Park
 One Innovation Way, Suite 302
 Newark, DE 19711

302-452-1120

Funding for early-stage telecommunications, information technology, and electronic commerce companies. Services Mid-Atlantic states and New England

- ***Kinetic Ventures, LLC***
www.kineticventures.com
2 Wisconsin Ave., Suite 620
Chevy Chase, MD 20815
301-652-8066

A leading venture capital investor in communications, information and power/clean technology driven businesses

- ***New Enterprise Associates***
www.nea.com
1954 W. Cold Spring Lane
Baltimore, MD 21202
410-842-4000

NEA's proven investment strategy spans all stages of a company's growth, from seeding innovations in emerging markets to funding early-stage companies in high-growth markets to fueling the growth of market leaders. Any stage of growth is the right stage to partner with NEA. We can add value and offer expert guidance throughout your company's lifecycle—whether your big idea is at its inception or has already progressed to be a viable reality.

- ***Novak Biddle Venture Partners***
www.novakbiddle.com
7501 Wisconsin Ave., Suite 1380
Bethesda, MD 20814
240-497-1910

Provides equity financing and assistance to the management of early-stage, information technology companies principally located in the Mid-Atlantic region including Maryland

- ***Red Abbey Venture Partners***
www.redabbey.com
10751 Falls Rd., Suite 300
Lutherville, MD 21093
410-494-4230

Red Abbey Venture Partners is creating a portfolio of investments that is diversified by geography, by stage of development, by sector and by therapeutic indication. We are seeking to invest in high quality life sciences companies based in North America and Europe. We have invested in both early and late stage companies, as well as PIPE transactions. We invest in product-focused biotechnology, specialty

pharmaceuticals, game changing platform technologies, medical devices, diagnostics, drug delivery, tools and other life sciences companies.

- ***Sterling Venture Partners***
www.sterlingpartners.com
650 S. Exeter St., Suite 1000
Baltimore, MD 21202
443-703-1700

Also has offices in Chicago and Miami

Invests in companies seeking expansion stage and growth capital. According to their website, “The team initially deploys between \$5 million to \$25 million of equity in each portfolio investment, typically assuming a non-controlling interest and partnering with entrepreneurs who are enthusiastic about executing upon untapped opportunities for their businesses.

- ***Valhalla Partners***
www.valhallapartners.com
8000 Towers Crescent Dr., #1050
Vienna, VA 22182
703-447-1400

Venture capital firm that invests in early-stage companies primarily in the technology industry.

3. ***PRIVATE (ANGEL) INVESTORS***

An active angel group consists of high net-worth individuals who join together to invest collectively in entrepreneurial firms. The active angel group meets regularly (often monthly) to review business proposals. Often entrepreneurs are asked to make presentations to the membership of the group. If the active angel group decides to make an investment in a start-up business, the angels work together to conduct “due diligence” to validate the business plan, statements and history of the entrepreneurial team.

- ***Angel Capital Association***
www.angelcapitalassociation.org
10977 Granada Lane, Suite 103
Overland Park, KS 66211
913-894-4700

Association of angel groups that provides information and education for entrepreneurs on angel investing. Although ACA is not a source of capital itself, it is the source for critical information and data that aligns the needs of angels, entrepreneurs, and the startup support community.

- ***Angel Venture Forum***

www.angelventureforum.com
817 Cedar Grove Rd., Suite 200
Baltimore, MD 21221
202-618-2025

The Angel Venture Forum is an ad hoc group of more than 30 active, experienced angel investor from more than 24 angel investor groups located throughout the Mid-Atlantic region. Each colleague shares a mission to discover, develop, and invest in strong opportunities – as well as provide a commitment to assist the companies in which they invest. Sometimes, the group invests together. Sometimes, alone. As such, AVF does not work like a traditional angel investor group. The Angel Forum process makes it easier for companies to meet the highest number of active angel investors in one place in the shortest period of time.

- ***Baltimore Angels***

www.baltimoreangels.com

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region.

We're looking for early stage technology based companies, run by entrepreneurs with a strong vision, and who are typically just beyond a friends-and-family round. We meet monthly in Baltimore, and welcome interested investors and entrepreneurs in the Baltimore/Washington area.

- ***Capital Access Network***

<http://www.rhsmith.umd.edu/news/2007/be-angel-investor-dingman-center-expands-capital-access-network>

The Dingman Center for Entrepreneurship is growing its Capital Access Network (CAN) program, which provides open and efficient access to early-stage capital for entrepreneurs in the Washington, D.C., metro area. - The program enables active, accredited angel investors to connect with entrepreneurs of start-up companies through a well executed screening process. Angel investors in the program only invest in opportunities that match their individual investment criteria and interest. Angels invest for a variety of reasons: desire to give back to their community, enjoy working with entrepreneurs, want to build companies with fellow angels, passionate about starting businesses, or are looking for superior ROI. Individual investments vary depending on the opportunity.

- ***Chesapeake Emerging Opportunities***

www.angel-investor-network.com/chesapeake-emerging-opportunities.club.html

9256 Bendix Rd., Suite 300
Columbia, MD 21045
443-36-0101

Chesapeake Emerging Opportunities Club is a manager-led Maryland limited liability company angel investing fund. The Club was organized to provide its members an opportunity for active involvement in an early-stage private equity fund. There has been an explosion of emerging businesses in the Baltimore-Washington, D.C. region in the life sciences, Internet, telecom, and optical-networking industries, among others. Chesapeake Emerging Opportunities Club, LLC tends to invest in companies in the Midatlantic, Maryland and , United States and Canada regions who are in the Early Venture and Mezzanine/SubDebt stages and tends to make equity investments of a minimum of \$25 million and a maximum equity investment of \$15 million. The affiliates of Chesapeake Emerging Opportunities Club, LLC are: Evergreen Capital, LLC.
Contact: Columbia MD

- ***New Vantage Group***
www.newvantagegroup.com
1616 Anderson Rd.
McLean, VA 22102
703-255-4930
www.newvantagegroup.com

New Vantage Group (NVG) is a Washington, DC area company specializing in early-stage venture funding. For nearly 15 years, NVG has managed five different angel funds and groups which have invested over \$50 million in more than 55 primarily mid-Atlantic-based companies. Additionally, NVG has advised entrepreneurs, students, and other angel groups, developed many workshops, and helped to grow the early-stage investing industry by co-creating national and international non-profit institutions. Widely regarded as a thought leader in the industry, NVG has implemented several different investing models, **always with the same mission: to spur economic development by increasing funding sources for innovative, early-stage ventures.** To this end, NVG currently offers services for individual investors, angel investment groups, and entrepreneurs alike. NVG also provides consulting and training for new or pre-existing groups of angels, non-profits and government entities researching the angel movement, and non-U.S.-based firms looking to penetrate U.S. markets. NVG also offers a service to help entrepreneurs find the right source of funding.

APPENDIX I

MARYLAND BUSINESS INCUBATION ASSOCIATION INCUBATOR MEMBERS

I.

- Betamore
www/betamore.com
1111 Light St, 4th Floor
Baltimore, MD 21230
(443) 296-BETA (2382)
- Bethesda Green
rsnyder@bethesdagreen.org
4825 Cordell Avenue, Suite 200
Bethesda, MD 20814
240-396-2440
- BioHealth Innovation
www.biohealthinnovation.org
22 Baltimore Road
Rockville MD 20850
301-637-7950
Email: ebyler@biohealthinnovation.org
Contact: Ethan Byler
- Bowie Business Innovation Center
www.bowiebic.com
Bowie State University
Center for Business-Suite 2312
14000 Jericho Park Road
Bowie, MD 20715
301-383-1550
- bwtech@UMBC North Campus
www.twtechumbc.com
5520 Research Park Drive
Suite 100
Baltimore, MD 21228
443-543-5478

bwtech@UMBC South Campus
1450 South Rolling Road

- Baltimore, MD 21227
410-455-5900
- Canton Health Ventures
www.sage-growth.com
3500 Boston Street Suite 435
Baltimore, MD 21224
410.534.1161
 - Center for Entrepreneurship and Innovation
www.ubalt.edu/merrick/centers/center-for-entrepreneursip;-and-innovation/
University of Baltimore
1420 N. Charles St.
Baltimore, MD 21201
410.837.5060
 - Chesapeake Innovation Center
www.cic-tech.org
2288 Blue Water Blvd., Building 300
Suite 310, (Ground Floor)
Odenton, MD 21113
410-224-2030
 - ETC@Haven
www.etcbaltimore.com
101 N Haven St. #301
Baltimore, MD 21224
410-327-9150
 - ETC@ JHU Eastern
www.etcbaltimore.com
1101 East 33rd Street
Baltimore, MD 21228
410-327-9150 x1399
 - FastForward @JHU
www.engineering.jhu.edu/fastforward
810man Park Drive
811Baltimore, MD 21211
812410-516-4389
 - Frederick Innovative Technology Center, Inc.
www.fitci.org
4539ropolitan Court

- Frederick, MD 21704
301-694-2999 ext.2151
- Garrett Information Enterprise Center
www.giecworks.com
685 Mosser Road
McHenry, MD 21541
301-387-3167
 - Germantown Innovation Center
www.mcinnovationnetwork.com/germantown-ic
20271 Goldenrod Lane
Germantown, MD 20876
240- 453-6348
 - Harford Business Innovation Center
kmwajer@harfordcountymd.gov
1362ss Mill Road
1363Belcamp, MD 21017
1364410-306-6144
 - hotDesks (Eastern Shore Entrepreneurship Center)
www.hotDesks.org
31901 Tri-County Way
Salisbury, MD 21804
410-770-9330
 - Institute of Marine and Environmental Technology (IMET)
www.imet.usmd.edu/about/enbtrepreneurshipprogramns.html
Columbus Center
701 Pratt Street
702Room G008
703Baltimore, MD 21202
704410.234.8811
 - Maryland Center for Entrepreneurship
www.hceda.org/maryland-center-for-entrepreneurship
Howard County Econ. Development Authority
9250dix Road
9251Columbia, MD 21045
9252410-313-6177
 - Maryland Clean Energy Technology Incubator @bwtech South Campus
1450 South Rolling Rd.
Halethorpe, MD 21227
443-543-5478

Email: jreynolds@umbc.edu Contact: Jennifer Reynolds

- Prince George's County – Technology Assistance Center
www.pgcedc.com/tac
1801McCormick Drive, Suite 350
Largo, MD 20774
(301) 583-4609
- Rockville Innovation Center
www.mcinnovationnetwork.com/rockville/ic
155 Gibbs Street
Rockville, MD 20850
240-453-8488
- Silver Spring Innovation Center
www.mcinnovationnetwork.com/silver-spring-ic
8070 Georgia Avenue
Silver Spring, MD 20910
301-589-2034
- TechFire
www.etcmd.com/etc-services/techfire-2/
10400 O'Donnell Place, Suite 202
St. Charles, MD 20603
301-645-6637
- Technical Innovation Center
www.hagerstowncc.edu/technical-innovation-center
Hagerstown Community College
11400 Robinwood Drive
Hagerstown, MD 21742-6590
240-500-2476
- Towson University Incubator
www.towsonglobal.com
7801 York Road, Suite 342
Towson, MD 21204
410-769-6448
- University of Maryland Technology Advancement Program
www.tap.umd.edu
University of Maryland College Park
387 Technology Drive
College Park, MD 20742-3371
301-314-8131

- Wheaton Business Incubation Center
www.mcinnovationnetwork.ic
11002 Veirs Mill Road, 7th floor
Wheaton, MD 20902
301-942-4495
- Worcester County Small Business Incubator
www.chooseworcestr.org/small-business/incubator
1732 Broad Street
Pocomoke City, MD 21851
410-632.3112

APPENDIX II

MARYLAND ECONOMIC DEVELOPMENT ORGANIZATIONS

Matthew W. Diaz, CEcD, Director
Allegany County Department of Economic and Community Development
701 Kelly Road, Suite 400
Cumberland, MD 21502
(301) 777-5967
www.alleganyworks.org

Lara L. Fritts, President and CEO
Annapolis Economic Development Corporation
200 Westgate Circle, Suite 102
Annapolis, MD 21401
(410) 280-2712
www.annapolisedc.org

Robert L. Hannon, President and CEO
Anne Arundel Economic Development Corporation
2660 Riva Road, Suite 200
Annapolis, MD 21401
(410) 222-7410
Fax: (410) 222-7415
www.aedc.org

Dan Gundersen, Executive Director
Baltimore County Department of Economic Development
400 Washington Ave., Suite 100
Towson, MD 21204
(410) 887-8000
Fax: (410) 887-8017
<http://www.baltimorecountymd.gov/Agencies/economicdev/baltimorecountybusiness/>

Bill Cole, President
Baltimore Development Corporation (BDC)
36 South Charles Street, Suite 1600
Baltimore, MD 21201
(410) 837-9305
Fax: (410) 547-7211 or (410) 837-6363
www.baltimoredevelopment.com

Larry Klimovitz, Executive Director
Baltimore Metropolitan Council
1500 Whetstone Way, Suite 300
Baltimore, MD 21230

(410) 732-0500
Fax: (410) 732-8248
www.baltometro.org

David A. Carrodine
Vice President, Marketing
Downtown Partnership of Baltimore
217 North Charles Street, Suite 100
Baltimore, MD 21201
(410) 244-1030
Fax: (410) 244-8670
www.godowntownbaltimore.com

J. Thomas Sadowski, CEO
Economic Alliance of Greater Baltimore
1 East Pratt Street, Suite 200
Baltimore, MD 21202
(410) 468-0100
Fax: (410) 468-3383
www.greaterbaltimore.org

Donald C. Fry, President
Greater Baltimore Committee
111 South Calvert Street, Suite 1700
Baltimore, MD 21202
(410) 727-2820
Fax: (410) 539-5705
www.gbc.org

Trish Heidenreich, Director
Town of Bel Air Economic Development Department
37 N. Main Street
Bel Air, MD 21014
(410) 838-0584/(410) 879-2012
Fax: (410) 838-0585
www.belairmd.org/departments/economicdevelopment.asp

Michael Day, Economic and Community Development Director
Town of Berlin, Maryland
10 William Street
Berlin, MD 21811
(410) 641-2770
Fax: (410) 641-2316
www.berlinmd.gov/town-community-development

John Henry King, Economic Development Director*

City of Bowie, Maryland
2614 Kenhill Drive
Bowie, MD 20715
(301) 809-3042
Fax: (301) 809-2315
www.cityofbowie.org/index.aspx?nid=149

Linda Vassallo, Director
Calvert County Department of Economic Development Calvert County Courthouse
Prince Frederick, MD 20678
(410) 535-4583 or 855-1880
Fax: (410) 535-4585
www.co.cal.md.us

Natalie K. Chabot, Director of Economic Development
City of Cambridge
314 High Street
Cambridge, MD 21613
(410) 221-6074
Fax: (410) 221-6168
www.choosecambridge.com/index.php/economic-development

J.O.K. Walsh, Executive Director
Caroline Economic Development Corporation
317 Carter Avenue, Suite 107
Denton, MD 21629
(410) 479-4188
Fax: (410) 479-4061
www.carolinebusiness.com

Denise Beaver, Deputy Director
Carroll County Department of Economic Development
225 North Center Street, Suite 101
Westminster, MD 21157
(410) 386-2070
Baltimore Line: (410) 876-2450 ext. 2070
Fax: (410) 876-8471
www.carrollbiz.org

Lisa L. Webb, CEcD, Director
Cecil County Office of Economic Development
200 Chesapeake Blvd., Suite 2700
Elkton, MD 21921
(410) 996-6292
Fax: (410) 996-6279
www.ccgov.org/dept_ecdev

Kwasi Holman, Director
Charles County Office of Economic Development 10665 Stanhaven Place, Suite 206
White Plains, MD 20695
(301) 885-1340
Fax: (301) 885-1341
www.meetcharlescounty.com

Michael Stiefvater, Economic Development Coordinator
City of College Park
4500 Knox Road
College Park, MD 20740
(240) 487-3543
Fax: (301) 887-0558
www.collegeparkmd.gov/economicdevelopment/index.php

Shawn P. Hershberger, Economic Development Coordinator
City of Cumberland
57 North Liberty Street
Cumberland, MD 21502
(301) 722-4156
Fax: (301) 722-2773
www.ci.cumberland.md.us/new_site/index.php/contents/view/10

Keasha Haythe, CEcD, Director
Dorchester County Economic Development Office
5263 Bucktown Road
Cambridge, MD 21613
(410) 228-0155
Fax: (410) 228-9518
www.choosedorchester.org

Maureen Scott-Taylor, Director of Economic Development.
Town of Easton
14 South Harrison Street
Easton, MD 21601
(410) 822-2525 ext. 153
Fax: (410) 822-0036
www.town-eastonmd.com

Richard G. Griffin, AICP, CEcD, Economic Development Director
City of Frederick
101 North Court Street
Frederick, MD 21701
(301) 600-6360
Fax: (301) 600-6363

www.cityoffrederick.com/index.aspx?nid=91

Helen Riddle, Acting Director
Frederick County Business Development and Retention Division
Winchester Hall, 12 E. Church St.
Frederick, MD 21701
(301) 600-1058
Fax: (301) 600-2340
www.discoverfrederickmd.com

Tom Lonergan, Economic Development Director
City of Gaithersburg
31 S. Summit Ave.
Gaithersburg, MD 20877
(301) 258-6313 ext. 2171
Fax: (301) 948-6149
www.gaithersburgmd.gov

Michael Koch, Director
Garrett County Economic Development Department
203 South 4th Street, Courthouse Room 208
Oakland, MD 21550
(301) 334-1921
Fax: (301) 334-1985
www.gcedonline.com

Jill Frick, Economic Development Manager
City of Hagerstown Department of Community & Economic Development
14 N. Potomac Street, Suite 200A
Hagerstown, MD 21740
(301) 739-8577 x 141
Fax: (301) 791-2687
www.hagerstownmd.org/dced

Vacant, Director
Robert Mandley, Project Coordinator
Hagerstown-Washington County Economic Development Commission
100 West Washington Street, Room 103
Hagerstown, MD 21740
(240) 313-2280
Fax: (240) 313-2281
<http://hagerstowndc.org>

James C. Richardson, Director
Harford County Office of Economic Development
220 South Main Street

Bel Air, MD 21014
(410) 638-3059
Fax: (410) 879-8043
Metro Baltimore: (410) 879-2000, ext. 3059
After 4:30 p.m. call: (410) 838-6012
www.harfordbusiness.org

Lawrence F. Twele, CEO
Howard County Economic Development Authority
6751 Columbia Gateway Drive, Suite 500
Columbia, MD 21046
(410) 313-6500
Fax: (410) 313-6525
www.hceda.org

Bernadette Bowman, Director
Kent County Tourism and Economic Development
400 High Street
Chestertown, MD 21620
(410) 810-2830
Fax: (410) 778-2746
<http://kentcounty.com/bus>

Michael P. Pennington, Executive Director
Tri-County Council for the Lower Eastern Shore of Maryland
100 Pearl Street, Suite A
Snow Hill, MD 21863
(410) 632-4700
Fax: (410) 632-5631
<http://lowershore.org>

Scott Warner, Executive Director
Mid-Shore Regional Council
8737 Brooks Drive, Unit 101
Easton, MD 21601
(410) 770-4798
Fax: (410) 770-5398
www.midshore.org

Steve Silverman, Director
Montgomery County Department of Economic Development
111 Rockville Pike, Suite 800
Rockville, MD 20850
(240) 777-2000
Fax: (240) 777-2001
www.choosemontgomerymd.com

Gwen S. McCall, President and CEO
Prince George's County Economic Development Corporation
1100 Mercantile Lane, Suite 115A
Largo, MD 20774
(301) 583-4650
Fax: (301) 772-8540
www.pgcedc.com

Faith Elliott-Rossing, Director
Queen Anne's County Dept. of Admin. Services Economic Development
425 Piney Narrows Road
Chester, MD 21619
(410) 604-2100
Fax: (410) 604-2100
www.qac.org/default.aspx?pageid=66&template=3&toplevel=34

Laurie Boyer, Executive Director
Rockville Economic Development, Inc.
95 Monroe Street
Rockville, MD 20850
(301) 315-8096
Fax: (301) 315-8097
www.rockvilleredi.org

David Ryan, Executive Director
Salisbury-Wicomico Economic Development, Inc.
One Plaza East, Suite 501
P.O. Box 4700
Salisbury, MD 21803
(410) 749-1251
Fax: (410) 749-1252
<http://swed.org>

Daniel Thompson, Executive Director
Somerset County Economic Development Commission
11916 Somerset Avenue, Suite 202
Princess Anne, MD 21853
(410) 651-0500
Fax: (410) 651-3836
<http://somersetcountyedc.org>

Steven Anderson, Director
St. Mary's County Department of Economic and Community Development Potomac
Building
23115 Leonard Hall Drive

P.O. Box 653
Leonardtown, MD 20650
(301) 475-4200 ext. 1400
Fax: (301) 475-4414
www.co.saint-marys.md.us/decd

Elaine Lancaster, Interim Executive Director
Tri-County Council for Southern Maryland
P.O. Box 745
15045 Burnt Store Road
Hughesville, MD 20637-0745
(301) 274-1922
(301) 870-2520 (Washington, DC area)
Fax: (301) 274-1924
www.tccsmd.org

Paige R. Bethke, Director
Talbot County Office of Economic Development
215 Bay Street, Suite 5
Easton, MD 21601
(410) 770-8058
Fax: (410) 770-8059
www.talbotcountymd.gov/index.php?page=Economic_Development

Doris S. Mason, Executive Director
Upper Shore Regional Council
122 North Cross Street
Chestertown, MD 21620
(410) 810-1375
Fax: (410) 810-1748
<http://www.uppershoreregionalcouncil.org>

Leanne D. Mazer, Director
Tri-County Council for Western Maryland
One Technology Drive, Suite 1000
Frostburg, MD 21532
(301) 689-1300
Fax: (301) 689-1313
<http://tccwmd.org>

William (Bill) A. Badger, Jr., Director
Worcester County Department of Economic Development 100 Pearl Street, Suite B
Snow Hill, MD 21863
(410) 632-3112
Fax: (410) 632-5631
www.co.worcester.md.us/econ/econindex.aspx

APPENDIX III

TECHNOLOGY TRANSFER OFFICES

UNIVERSITY TECH TRANSFER OFFICES:

1. Johns Hopkins University Applied Physics Lab (JHAPL) General information: <http://www.jhuapl.edu>
Available technologies: <http://www.jhuapl.edu/ott/technologies/technology/index.asp> Johns Hopkins
2. Office of Technology Transfer (JHTT)
General information: <http://www.techtransfer.jhu.edu/>
Available technologies: <http://techtransfer.jhu.edu/technology/>
3. University of Maryland-Baltimore-UMB (OTT)
General information: <http://www.ord.umaryland.edu/ott/index.html>
Available technologies: <http://www.ord.umaryland.edu/ott/industry/techs.html>
4. University of Maryland Baltimore County-UMBC (OTD)
General information: <http://www.umbc.edu/otd/>
Available technologies: <http://www.umbc.edu/research/OTD/inventions/AvailableforLicensing.html>
5. University of Maryland - College Park (OTC)
General information: <http://www.otl.umd.edu/>
Available technologies: <http://www.otl.umd.edu/TechnologyList.php?-action=findall>

FEDERAL TECH TRANSFER OFFICES:

1. Federal Laboratory Consortium (FLC) Technology Locator
General information: <http://www.federallabs.org/locator/>
Available technologies: http://www.federallabs.org/available_technologies/
2. Department of Agriculture OTT - Agricultural Research Service
General information: <http://www.ars.usda.gov/AboutUs/Docs.htm?docid=763>
Available technologies: <http://www.ars.usda.gov/business/docs.htm?docid=763&page=7>
3. National Heart Lung and Blood Institute (NHLBI) General information: <http://www.nhlbi.nih.gov/resources/tt/ttsctr.htm> Available technologies: <https://techfinder.nhlbi.nih.gov/>
4. Army Collaborative Tech. - Army Research Laboratory
General information: <http://www.arl.army.mil/www/default.cfm?Action=93&Page=93>
Technology Transfer: <http://www.arl.army.mil/www/default.cfm?page=5214>.
5. National Cancer Institute

General information: <http://ttc.nci.nih.gov/>

Available technologies: <http://ttc.nci.nih.gov/opportunities/available.php>

6. National Institutes of Health - Office of Technology Transfer

General information: <http://www.ott.nih.gov/>

Available technologies: <http://www.ott.nih.gov/Technologies/AbsSearchBox.aspx>

7. National Human Genome Research Institute - OTT

General information: <http://www.genome.gov/10001152>

Available technologies: <http://www.genome.gov/10001160>

8. National Inst. of Allergy and Infectious Diseases - Tech Transfer

General information: <http://www.niaid.nih.gov/labsandresources/techdev/Pages/default.aspx>

Available technologies: <http://www.niaid.nih.gov/LabsAndResources/techDev/Pages/licensing.aspx>

9. Telemedicine and Advanced Technology Research Center General information: <http://www.tatrc.org/>

Available technologies: http://www.tatrc.org/about_tools.html

10. Veterans Affairs ORD Technology Transfer Program

General information: http://www.research.va.gov/programs/tech_transfer/

Available technologies: <http://www.research.va.gov/pro>

APPENDIX IV

BALTIMORE CITY AND MARYLAND COUNTY ECONOMIC DEVELOPMENT FINANCING AND ENTREPRENEURIAL ENHANCEMENT RESOURCES

- **Baltimore City - Baltimore Development Corporation (BDC)**

BDC is a 501(c)(3) corporation contracted with the City of Baltimore to provide economic development services and to act as a liaison between business owners and City agencies. For more information see www.baltimoredevelopment.com/

a. BDC Loan Programs - Revolving Loan/Working Capital Loan Funds (RLF/WC and MILA/RLF)

Available to for-profit businesses and may be used for acquisition and improvement of land, facilities and equipment (including renovation, demolition, site prep and new construction). The funds may also be used for working capital with restrictions.

b. City General Obligation Bonds

Available to for-profit businesses and some non-profits and are generally restricted to guarantees and capital projects – “brick and mortar” improvements. Refinancing is not permitted.

c. BDC Small Business Resource Center (SBRC)

www.baltimoredevelopment.com/small-business-resource-center

The SBRC has a large library and provides free resources to educate owners in starting, planning, financing and marketing a new business.

- **Anne Arundel County – Economic Development Corporation**

Anne Arundel has an Economic development agency that provides various programs for local companies. See website www.aedc.org/

The Anne Arundel County Small Business Resource Center provides services that are free of charge, confidential, and that address the needs and challenges of today’s business environment. The SBRC library is open to the public Monday through Friday and Counseling services can be arranged by visiting the Center. For more information, see http://www.aedc.org/small_business_resource_center.html

Anne Arundel County business finance office has various programs as well. See website www.aedc.org/business_financing.html

Anne Arundel County Loan Programs

- a. Arundel Business Loan Fund is a program of the Anne Arundel Economic Development Corporation, which provides loans with a maximum of \$300,000 to new and expanding businesses operating in Anne Arundel County. Loan proceeds may be used for working capital, equipment, furniture, and leasehold improvements. SBA lending regulations apply since the loans involve SBA guarantees.
- b. Business Corridor Investment Loan Program has been established to encourage economic activity in four pilot project areas in Anne Arundel County and the City

of Annapolis Revitalization Districts. The BCIP offers qualified business owners zero interest loans of up to \$35,000 for improvements to the exterior and interior of their business. The four pilot program areas include: Route 2 Corridor in Brooklyn Park, the Route 2 Corridor and Glen Burnie Town Center in Glen Burnie, the Sun Valley/Mountain Road Corridors in Pasadena, and the West Street Revitalization District in the City of Annapolis. Eligible improvements include:

- Renovation of building exteriors,
- Site improvements such as landscaping, signage, or lighting, and
- Interior improvements such as painting, flooring, plumbing, or electricity.

- **Baltimore County – Department of Economic Development**

Baltimore County Department of Economic Development provides various programs for local companies. For more information see www.baltimorecountymd.gov/Agencies/economicdev/index.html

Baltimore County Small Business Resource Center provides various services to local companies and is operated through a partnership between the Baltimore County Department of Economic Development and the Baltimore County Chamber of Commerce and offers new and existing business assistance with technical, financial and marketing issues free of charge.

http://www.baltimorecountymd.gov/Agencies/economicdev/edd_smallbus.html

The assistance includes: Feasibility Studies, Demographic Studies, Strategic Planning, Business Structuring Needs, Assessments, Business Valuations, Market Analysis/ Research/ Planning, Business Plan Development, Loan Package Assistance, Certification Process & Procurement, Intellectual Property and Funding Programs. For more information see bccc@baltcountycc.com

Baltimore County finance office also provides financing programs: See

<http://www.baltimorecountymd.gov/Contact/economicdevelopment>

- a. Building Investment Loans - provide interest-free loans for exterior improvements such as awnings, landscaping, signs, and parking for businesses in Commercial Revitalization Districts. For more information:
http://www.baltimorecountymd.gov/Agencies/economicdev/Finance/edd_fin_bilp.html
- b. Small Business Loan Partnership - This fund provides real estate and fixed-asset loans through a partnership between Baltimore County and the area's leading financial institutions. For more information:
http://www.baltimorecountymd.gov/Agencies/economicdev/Finance/edd_smallbusloadfund.html
- c. Revitalization Advantage - offers ¼ percent discounts off standard interest rates to qualifying businesses to refurbish or develop property or finance equipment in the County's 13 Commercial Revitalization Districts. For more information:
http://www.baltimorecountymd.gov/Agencies/economicdev/Finance/edd_fin_inst_comrev_advntg.html

- d. Business Growth Loans - provide direct loans or loan guarantees to new and expanding industrial and commercial businesses. Maximum loan amount is \$250,000. Funds may be used to finance the acquisition and improvement of land, buildings, plant and equipment and includes new construction or facility expansion.
- e. Advanced Technology Loan Fund Direct loans, with the participation of other lending and equity sources, for small technology and/or defense related businesses. Maximum loan amount is the lesser of \$100,000 or 50 percent of the project's eligible costs. Funds may be used to finance the acquisition and improvement of land, buildings, plant and equipment. This includes new construction or facility expansion.
- f. Tax Exempt Bonds Tax-exempt bond financing is available to manufacturers and 501-C3/non-profit organizations. Bond proceeds may be used to finance the acquisition and improvement of land, buildings, plant and equipment, including new construction or facility expansion. Financing is available from \$1,000,000 to a maximum of \$20,000,000. IRB's are also available for pollution control and waste treatment facility construction or related equipment purchases.

- **Carroll County Department of Economic Development**

Carroll County Department of Economic Development provides services to local companies.

www.carrollbiz.org/index.php

The Small Business Development Center provides a variety of management and technical assistance, confidential business consulting services and training programs to help develop and refine business plans, solve problems, find sources of capital and develop strategies to support growth and profitability.

Available loan programs include:

- a. Carroll County Development Corporation - CCDC is a source of investment and debt financing to support local small business and economic growth in the Carroll County area. The goal of the CCDC is to promote, develop and improve the economic conditions of the people in Carroll County through loans, investments and other business transactions supporting small businesses. For more information, please contact <http://www.carrollbiz.org/index.php>
- b. Industrial Revenue Bonds - Carroll County can authorize the use of an IRB to help fund a particular project. Tax exempt IRB's can be offered to manufacturing or other development projects meeting eligibility criteria. Eligible IRB projects costs typically begin at one million dollars. Funds can be used for land, machinery and building construction/renovation. Interest rates vary and the use of a bond counsel is necessary. At no cost, Carroll County will prepare the legal resolution authorizing the project for an IRB and facilitate its presentation to the appropriate body.
- c. Economic Development Trust Fund - The Department has a trust fund available to help fund project specific costs. When eligible, the department may offer grants or low-interest loans for a variety of needs.
- d. Miller Entrepreneurial Institute – the Miller Entrepreneurial Institute is a one-stop resource for small businesses and entrepreneurs seeking training, peer relationships

and state-of-the-art technology. The institute offers a large conference room, computer classroom, resource library and training facility with Smart Classroom capability (laptop guided overhead projection system). The Miller Entrepreneurial Institute offers classes as part of the Small Business Training Network of Carroll County. Four partners coming together to serve business needs - Miller Entrepreneurial Institute, Carroll County Department of Economic Development, Small Business Development Center, and Start Up Carroll all provide advise and services to help small businesses grow. Please see http://www.carrolltraining.com/small_business_services.asp for more information.

- ***Cecil County - Office of Economic Development***

www.ccgov.org/dept_ecdev

Cecil County Office of Economic Development provides services and offers a revolving loan fund, which provides funds to qualified borrowers for the purchase of land, buildings and equipment, in accordance with the eligibility requirements of the program. Introduction to appropriate programs of the Small Business Administration can work in conjunction with the local revolving loan fund for qualified borrowers.

- ***Harford County - Office of Economic Development***

www.harfordcountymd.gov/economic_development/

Harford County Office of Economic Development provides various services to local companies.

Harford County has a Small Business Development Center that provides assistance to local companies. For more information see <http://www.harford.edu/sbdc/index.asp>.

Loan programs include:

- a. Economic Development Opportunity Fund - Stimulates increased financing for new equipment and operations by complementing traditional lenders, State or Federal funding programs. Local and Federal Funds used to encourage investment, retention and job creation for working capital, equipment purchases, land or building improvements and purchases. Maximum Loan amount is \$100,000. Application: <http://www.harfordbusiness.org/download/OppFund.PDF>
- b. Revolving Loan Fund - Provides funds to creditworthy businesses unable to obtain financing through traditional sources due to limited equity, collateral or cash flow. An alternative incentive provided by the County and a consortium of eight financial institutions to attract, expand and retain small businesses. 1.3 Million Loan Pool. Available to for-profit businesses including manufacturers, wholesalers, retailers, service and agricultural companies. For more information, contact: http://www.harfordcountymd.gov/economic_development/ Loan Amount range from \$10,000 to \$100,000.
- c. Enterprise Loan Fund - Partnership between M&T Bank offers a ¼% discount off standard interest rates to qualifying businesses to refurbish or develop commercial property. Program supports Harford County's commitment to revitalizing older industrial areas of the county and supporting resident business retention and expansion. Available to businesses located along Harford County's Route 40

Corridor, including the Edgewood/Joppa and Greater Aberdeen/Havre de Grace Enterprise Zones. M&T Bank loan amounts range from \$50,000 to \$3,000,000. Revitalization Advantage loans can be leveraged with other Harford County Loan Funds to maximize savings. County loans up to \$100,000 may be available.

- d. Community Block Development Grant for Economic Development - Fosters development in targeted areas. Includes funding for: Water and Sewer Lines to industrial sites, Extension of Rail Service to industrial sites, Construction and Renovation of new and expanding businesses.
- e. Industrial Revenue Bonds for Manufacturers and 501© (3) Organizations - Tax exempt financing for the acquisition of land, buildings, and equipment IRB Bonds are sold to lending institutions, investors and the public IRB Purchaser determines fixed or floating interest rate Federal law limits the terms, amount and uses of financing.

- **Howard County - Economic Development Authority**

www.hceda.org/

Howard County has an Economic Development Authority that provides various services to local companies. Howard County Business Resource Center provides one-on-one counseling in all aspects of business management, from start up, business planning and financing, to marketing, networking, and strategic planning for business growth. Business Resource Center clients can find professional assistance in areas as varied as government procurement, certifications, business planning and international trade. Access to sophisticated business resources, reference materials, training seminars and workshops is also available. For more information see <http://www.hceda.org/CBTD/brc.aspx> The Business Resource Center provides the following ongoing entrepreneurial support:

- (a) Referrals to the small business networking group, which provide entrepreneurial support.
- (b) The Business Funding Advisory Office is staffed by professionals who advise entrepreneurs of funding opportunities available to meet their needs.
- (c) The Franchise Advisory Office offers advice, guidance, and seminars on the business aspects of franchising.
- (d) The International Trade Center develops recognition and awareness of international trade opportunities for small and medium size Howard County companies and assists them in developing and increasing their international business opportunities through counseling, workshops, and referrals to state/federal agencies.
- (e) The Government Contracting Institute (GCI) offers businesses the opportunity to receive instruction from leaders in the government contracting market on topics such as getting registered as a contractor, certification, business development, market research, proposal writing, oral presentations, accounting and legal issues, project and contract management and security clearances.
- (f) The Virtual Office is a program for small and home-based businesses in Howard County that provides a business address for receipt of mail, access to conference and meeting facilities equipped with audio/visual equipment/internet access and a business library.

Loan programs include:

Economic Development Incentives Fund - Howard County has created an Economic Development Incentive Fund which is funded by an issuer fee on tax exempt financing. Monies from this fund are used as a matching requirement to obtain state funding.

- b. Jim Rouse Entrepreneurial Fund - JREF was established to help foster the development of new and growing businesses through education, mentoring and financing. Loans of up to \$100,000 are made to small or start-up businesses for expansion or start-up costs.
- c. US Route 1 and US Route 40 Revitalization Loan Programs - The Route 1 and Route 40 loan programs were established to encourage businesses to improve building and site conditions along both corridors. The programs offer at or below prime rate financing through participating banks.
- d. (4) Real Estate Loans Program:
 - (i) Business and real estate must be located in Howard County
 - (ii) Loans up to \$250,000
 - (iii) No Prepayment Penalty
 - (iv) Floating Rates
 - (v) 75% or more Owner Occupied
 - (vi) Cash Down Payment as low as 5%

Center for Business and Technology Development - Founded in May, 2000, is dedicated to the discovery, stimulation, nurturing, growth and success of entrepreneurship in Howard County. The Center for Business and Technology has gained a reputation for creating innovative programs to foster entrepreneurship in the greater Washington/Baltimore region. For more information see <http://www.hceda.org/CBTD/index.aspx>

APPENDIX V

MARYLAND MINORITY BUSINESS ENTERPRISE PROGRAMS

Anne Arundel County Minority Business Enterprise Program

Baltimore City Minority Business Enterprise Program

The Minority and Women's Business Opportunity Office (MWBOO) is responsible for administering the certification of MBEs and Women's Business Enterprises (WBE) in Baltimore City.

Baltimore County Minority Business Enterprise Program

The Minority Business Enterprise Office provides information to minority, women and disabled owned businesses regarding procurement opportunities, preparing of business and marketing plans and financial information. Baltimore County Government is committed to providing greater opportunities for participation by minority, women and disabled owned businesses.

Howard County Minority Business Enterprise Program

Howard County has a goal-oriented equal business opportunity program. For a list of certified MBE, WBE or DBE firms (Minority, Women's or Disabled Business Enterprises) or specific capabilities see http://www.howardcountymd.gov/servicesbusiness_businessemployment.htm#anch24395.

Montgomery County Minority Business Outreach Program

The Montgomery County Department of Economic Development conducts programs, sponsors events and engages in various other activities to reach minority businesses..

Prince George's County Minority Business Enterprise Program

The goal of the Prince George's County MBE Program is to structure County's procurement procedures and activities to facilitate and encourage a six month basis.

Other Local Business Enterprise Programs and Resources

1. Annapolis Minority and Small Business Enterprise Division - Visit their website at <http://www.annapolis.gov/Government/Departments/Economic/SmallBusiness.aspx>
2. Small, Local Business Enterprise ("SLBE") and Small, Local and Minority Business Enterprise ("SLMBE") Program

These programs support firms located in Prince George's County and Montgomery County, in the State of Maryland, who either maintain their principal place of business in such counties, or have a significant employee presence in such counties. A SLMBE must also be owned by a minority. For more information see <http://www.wsscwater.com/home/jsp/content/slmbe-program.faces>

3. Washington DC Minority Business Development Center The Washington, DC Minority Business Enterprise Center (DCMBEC) is a business consulting development agency located in the District of Columbia. DCMBEC works to counteract the economic disparity in performance between minority and non-minority companies, and works with minority businesses to improve their performance and profitability.

APPENDIX VI SBA GLOSSARY

Small Business Concern

A small business concern is a business organized for profit with its principal place of business in the United States, that does not exceed the numerical size standard for its industry.

These entities are self-certified, and do not need a complicated application process typically required in the other programs identified above. This is intended to insure that funds earmarked for small businesses go to small businesses and most of the programs referenced hereunder require that the applicant firm meet the size standards established by the SBA for its specific SIC or NAICS industry code.

please see <http://www.sba.gov/content/am-i-small-business-concern>.

Small Disadvantaged Business Concern (SDB) & 8(a) Program Small Disadvantaged Business Concerns

Participants under the 8(a) program and the SDB program receive broad assistance from the Small Business Administration (the “SBA”) intended to assist socially and economically disadvantaged firms with competing in the market. It is a nine-year business development program that provides counseling, marketing and technical assistance to small business certified for participation.

The exception is that the SDB program strictly pertains to benefits in federal procurement. 8(a) firms automatically qualify for SDB program. For more information, please see <http://www.sba.gov/content/8a-business-development>.

and credit available to the individual and the financial condition of the applicant firm in determining economic disadvantage

Veteran Owned Small Business Concern & Service Disabled Veteran Owned Small Business Concerns

A Veteran Owned Small Business Concern (VOSB) is a small business concern of which not less than 51 percent is owned by one or more veterans; and one or more veterans control the management and daily operations of such firm. A service-disabled veteran owned small business concern (SDVOSB) has the same criteria as a VOSB, except that the 51% also must be owned by a veteran that was wounded and became disabled in connection with his or her service in the armed forces. In each case the veteran must control the management and daily operations of the business and hold the highest officer position in the business.

Both types of concerns may self-certify their status through the provision in FAR 52.219-1.

Many government agencies have established a set-aside program for service-disabled veterans.

In addition, there are potentially certain procurement preferences for small business concerns owned and controlled by service-disabled veterans. The SBA may consider a service-disabled veteran as disadvantaged for the purposes of the Section 8(a) program on a case-by-case basis, which would grant SDVOSB firm additional benefits. For more

information, please see <http://www.sba.gov/content/veteran-service-disabled-veteran-owned>.