



Maryland Small Business Development Center

www.marylandsbdc.org

SBDC Primer | May 30, 2024

Lora Brown, Director Maryland Small
Business Programs and State Director
Maryland SBDC

Who We Are

The SBDC Network is a partnership between

- U.S. Small Business Administration,
- State of Maryland and the
- University of Maryland, College Park.



Who We Are

Hosted by

- University Of Maryland, College Park
- Salisbury University,
- The College of Southern Maryland,
- Carroll Community College, and
- Frostburg State University



Where We Are



Creating a more vibrant, prosperous Maryland.

6 Regions
25 Consultants
22 Service Locations

What We Offer



No-Cost
Business Consulting



No-Cost/Low-Cost
Business Training

...and much more

Services we offer

- *Start-up Assistance • Business Plan Development*
- *Networking Opportunities • Financial Analysis*
- *Consulting (At No Cost To You) • 8 (a)/SDB/MBE Certification Training*
- *Federal and State Contracting Assistance • Loan Packaging*
- *Specialized Retail and Restaurant Assistance • Strategic Planning*
- *Demographic/Marketing Assistance • Executive Training Program*
- *Technology Commercialization • Import/Export Assistance*
- *Business Valuation*

...And more!

No-Cost Business Consulting



- Business Planning
- Financing Packages
- Feasibility
- Marketing Plans
- Market Research
- Strategic Planning



Specialty Consulting

- Business Accelerator Series
- Retail and Restaurant,
- Tech Commercialization,
- Hispanic Business Center,
- Import/Export,
- BIRE Program (Business Improvement Retention & Expansion)



The SBDC was instrumental in helping us to open our business and the services and networking provided are invaluable for any new entrepreneur.

- Christina Snyder,
The Pediatric Movement Center



No-Cost/Low-Cost Business Training

The SBDC offers a comprehensive range of training courses and programs. Our programs include:

- How to start a business
- How to write a business plan
- Navigating The Future Of Your Business-Your Business Legacy Transition
- Employee Handbooks 101
- AI
- Women's Business Conference: "Elevate & Excel" Women Entrepreneurs' Guide To Small Business Success" – June 11th



Disaster Assistance

The SBDC is a first responder for small businesses when disaster strikes.

- On-site at SBA Business Recovery Centers
- Aided business owners to complete applications for financial assistance
- Prioritized counseling requests from business owners impacted by the bridge collapse.





Online. On Your Time

Live Webinars and Workshops

<https://www.marylandsbdc.org/training>

Results

Over
7,000

Marylanders Assisted

FY23 Stats



261

New Maryland Businesses



+23K

Maryland Jobs Supported



+\$97M

Capital Raised

SBDC Client Success



Blue Zone, LLC

Anne Arundel County, MD

SBDC Assistance: Business Plan, Finance Package, Strategic Planning



BaseCamp Coffee

Cumberland, MD

SBDC Assistance: Financial Projections, Finance Package, Market Research,



Big Mouth Creative Studio

Hanover, MD

SBDC Assistance: Startup Assistance, Business Plan Development, Accounting System.



Mr. Fermo

Montgomery County, MD

SBDC Assistance: Loan packaging, COVID PPP assistance, import/export & expansion

What's New



Maryland Small Business Programs - Federally funded Business Assistance Programs





Maryland Business Opportunity Center (MBOC)

- Cultivate awareness of and access to Federal, State, and Local Resources for Underserved Communities
- Subject Matter Experts – Financial Analysis, Legal & Accounting

- Manages SSBCI TA Assistance Program





COUNSELING

- Government Marketing Strategies
- Government Registrations (eMaryland Marketplace; Small Business Reserve; System for Award Management (SAM)).
- State and Federal Certifications
 - Federal, State & Local Procurement
 - Bid & Proposal Assistance
 - Pre and Post Award Compliance
 - SBIR/STTR
 - Cyber, FOCI, DPA Counseling

TRAINING/OUTREACH

- How to Do Business With... A Series of Outreach Events
- Learn How to Respond to an RFP/RFQ
- General Services Administration (GSA)
- Successful Contracting with the Federal Government
- Cybersecurity
- Defense Production Act
- Foreign Ownership, Control or Influence

BID MATCH

- Get access to hundreds of opportunities that are matched against your client profile. Some sources are as follows:
 - Sam.gov
 - Small Federal buys from DLA, electronic bulletin boards, and websites.
 - USABID®
 - State/County/Local Government Requisition Bids.
 - Foreign Trade Opportunities
 - Department of Defense

<https://www.marylandapex.org/>



The Mid-Atlantic Veterans Business Outreach Center (VBOC) program is a one-stop shop for transitioning service members, veterans, and military spouses looking to start, purchase or grow a business.

Training opportunities, counseling and mentoring in-person and online, referrals to partners and programs, and most networking events are available at no cost to veterans.

Partnerships



Your time. Your place.
Chesapeake College



How we Collaborate

- Shared Office Space
- Co-sponsor trainings
- Pitch Competitions
- Speed Lending
- Networking Events
- Co-Consulting
- Client Referrals





Have You Partnered
with Us?
Ask Me How!

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