



Maryland Small Business Development Center

www.marylandsbdc.org

SBDC Primer | May 24, 2023



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 maximize marketing effectiveness
- How to write a business plan
- QuickBooks training
- Accelerator Series
- Business conferences, workshops, and much more





Online. On Your Time

Live Webinars and Workshops

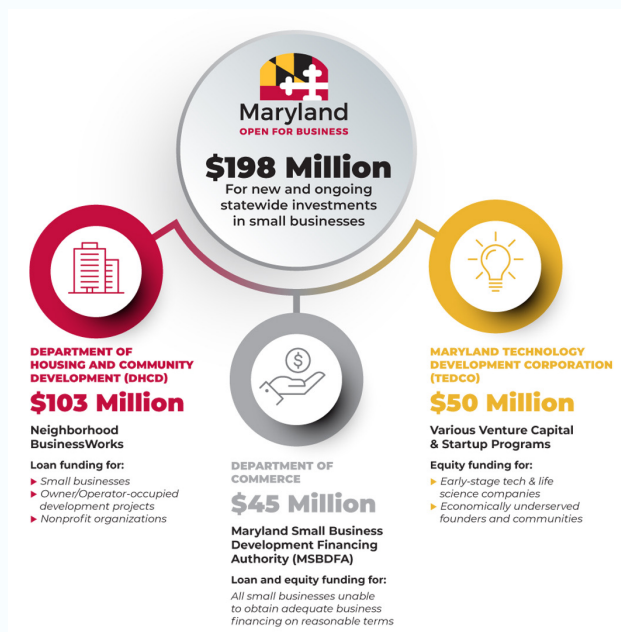
<https://www.marylandsbdc.org/training>

Maryland Business Opportunity Center (MBOC)



- Cultivate awareness of and access to Federal State and Local Resources for Underserved Communities
- Several Pilot Programs Statewide
- Subject Matter Experts

State Small Business Credit Initiative



- State Designated Assistance Technical Assistance Provider
- Assist entrepreneurs to complete application packages
- SMEs – Financial Analysis, Legal & Accounting

Results

Over

26K

Marylanders Assisted

FY22 Stats



267

New Maryland Businesses



+53K

Maryland Jobs Supported



+\$148M

Capital Raised

SBDC Client Success

Joy Johnson
Nails & Faces of Joy
Southern Maryland

**“2023 Maryland Woman-Owned Small
Business of the Year”**

SBDC Assistance: Financing package, expansion
assistance, strategic planning



SBDC Client Success



Mr. Fermore
Food Distribution
Montgomery County, Md

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

SBDC Client Success

Fontana Designs
Anne Arundel County, Maryland

2022 Winners of 7 Design Awards

SBDC Assistance: Loan packaging, government contracting, COVID assistance, strategic planning



SBDC Client Success



Enso Bakery
St Mary's County, Md

SBDC Assistance: business and strategic marketing plan, finding and leasing a location, identifying contacts and suppliers.

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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