



Maryland Small Business Development Center

www.marylandsbdc.org

SBDC Primer | May 22, 2025

Candace Pruett, Assistant
Director Corridor Region
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
- Artificial Intelligence (AI),
- 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: H.E.R. AI "Harnessing Emerging Resources: Leveraging Artificial Intelligence to Grow and Sustain Your Business." – June 17th



Online. On Your Time

Start-up Workshops

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



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.



Results

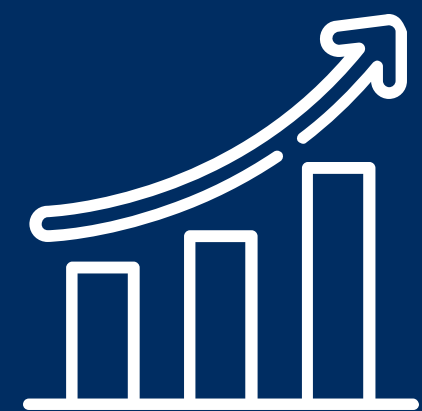
Over
10,000
Marylanders Assisted

CY24 Stats



277

New Maryland Businesses



+17K

Maryland Jobs Supported



\$57.6M

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. Fermoore

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



Partnerships



Carroll County
Economic Development
Grow Better Here



Your time. Your place.
Chesapeake College



ALLEGANY COUNTY
ECONOMIC AND COMMUNITY DEVELOPMENT



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!

cpruett@umd.edu