

**MONTGOMERY COUNTY  
ECONOMIC DEVELOPMENT  
CORPORATION MARYLAND**

**SMALL BUSINESS RESOURCES**  
A Curated List



## SMALL BUSINESS RESOURCES

### MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION (MCEDC)

Public/private partnership that helps businesses start, grow and expand in the County.

### MARYLAND SMALL BUSINESS EXPRESS

Step-by-step guide to state resources for planning, starting, managing and growing your business

### INCUBATORS AND SHARED OFFICE SPACES

- [Rockville Innovation Center](#)  
For tech companies and international companies looking for their first U.S. Office.
- [Germantown Innovation Center](#)  
For life science and tech companies.
- [Bethesda Green](#)  
For clean tech, environmental and social enterprise companies.
- [GovCon Incubator](#)  
For government contracting businesses.

## REAL ESTATE

- [Real Estate Search. Contact MCEDC](#)  
for a customized real estate search.
- **Montgomery MOVE Program**  
Small businesses that occupy their first class A or B office space in Montgomery County (<20,000 square feet) may receive an \$8/square foot incentive. Contact MCEDC.
- [Rockville Business Expansion Fund](#)  
City of Rockville companies that expand by at least 1,000 square feet may take advantage of a \$4/square foot incentive.

## INDUSTRY/NETWORKING GROUPS: ADVOCACY AND CONNECTIONS

- [Montgomery County Chamber of Commerce](#)
- **Geographic Chambers of Commerce**
  - [Clarksburg Chamber of Commerce](#)
  - [Gaithersburg-Germantown Chamber of Commerce](#)
  - [Greater Bethesda Chamber of Commerce](#)

- [Greater Silver Spring Chamber of Commerce](#)
- [Rockville Chamber of Commerce](#)
- [Maryland Hispanic Chamber of Commerce](#)
- [Maryland Black Chamber of Commerce](#)
- [Maryland Tech Council](#)
- [Woman Business Owners of Montgomery County](#)

## MENTORING

- [All Small Mentor-Protégé Program](#)  
For any small business. Advice on management/technical, finance, contracting, international trade, business development, general business/administrative.
- [Montgomery County Employees Federal Credit Union](#)  
Broad-based free consulting for all types of small businesses in finance, human resources, benefits, and more.
- [Maryland Entrepreneur Resource List \(MERL\)](#)  
Mentoring for start-up companies working to commercialize their technology.
- [Maryland Tech Council Venture Mentoring Services Program](#)  
Team mentoring for tech product companies using the MIT model. MCEDC funds this program and provides mentors.

## TALENT

- [WorkSource Montgomery](#)  
Recruitment, screening and placement; planning and growth service such as labor market research; talent development and retention services such as assessments, career pathway development.
  - [SummerRISE](#)  
3 week career exploration program for high school juniors and seniors—host a student!
- [Universities at Shady Grove Career and Internship Services Center](#)
  - [Career Connector](#)  
Institutional online database where employers can post volunteer, internship, and job positions to students free of charge. Reaches 4,000 undergraduate and graduate students, as well as alumni. Career Center actively markets positions.



- **Montgomery College**
  - [Career Services Center](#)
  - [Student Employment Services/eJobs Employer Registry](#)
  - [Internship/CO-OP Program](#), 240-567-1360
  - **TechLeap IT Training Program**

Graduate students, recently retrained IT specialists in programming, web applications, and computer networking administration. Mary Ann Behme, Program Coordinator, [maryann.behme@montgomerycollege.edu](mailto:maryann.behme@montgomerycollege.edu), 240-567-5510
  - [Montgomery College Workforce Development & Continuing Education](#)

Creates customized training programs for companies.
  - **Montgomery College Business Information/Technology**

Identifies potential employee candidates across multiple disciplines including networking, programming, computer support, web development, and project management (PMP certifications). [Steve.Greenfield@montgomerycollege.edu](mailto:Steve.Greenfield@montgomerycollege.edu)
- [Welcome Back Center of Suburban Maryland](#)

Eliminates barriers for foreign-trained health professionals.

## TRAINING

- [Maryland Women's Business Center](#)

Training on business plan writing, marketing, finance and more; one on one counseling.
- [Maryland Small Business Development Center \(SBDC\)](#)

Variety of training and counseling. Accelerator program focuses on increasing profit by 61% and build equity of \$10 million. Note that SBDC is currently being reorganized, so some services may be decreased.
- **Maryland Department of Commerce Small Business Resources**

Jan Walker-Emeogo, [janice.walker1@maryland.gov](mailto:janice.walker1@maryland.gov)
- [Montgomery College Workforce Development and Continuing Education](#)

Classes for business owners; creates customized training programs for companies.

## TRAINING FUNDS

- [Maryland Business Works](#)

1:1 matching grants to fund training of current workers. For companies with <250 employees; \$4,500/year per employee with at \$40,000/year company cap.
- [Partnership for Workforce Quality](#)

1:1 matching grants to fund training of current workers. For companies with at least 10 employees; priority to manufacturing and IT companies. Minimum grant award \$10,000; \$200,000/year company cap.

## FUNDING/ACCESS TO CAPITAL

- [StartRight! Women's Business Plan Competition](#)

Business must be at least 51% women owned, less than 3 years old, and located in Maryland. Cash prizes and critique of plan.
- **Credit Worthiness Coaching**

Work with a lender from PNC Bank to improve your credit worthiness. [Emmyrich.Vincente@pnc.com](mailto:Emmyrich.Vincente@pnc.com)
- [Life Asset Microloans](#)

Nonprofit that loans entrepreneurs very small amounts, \$700 - \$5,000.
- [Maryland Department of Commerce/Financial Incentives](#)

A variety of funding programs for small businesses, as well as companies in specific industries, or that are growing quickly.
- [Small, Minority and Women-Owned Business Account-Video Lottery Terminal Fund \(VLT\)](#)

Several loan programs. All have targeted service areas, but any company in Maryland is eligible to apply to any program.

  - [VOLT Fund](#)

All types of businesses; for working capital, real estate, equipment. \$25,000-\$500,000.
  - [BOOST Fund](#)

All types of businesses. \$50,000-\$250,000 for startup, gap, building improvement, equipment or real estate funding; working capital.



- **[Maryland Small Business Development Financing Authority \(MSBDFA\)](#)**  
Loans for economically and socially disadvantaged entrepreneurs for working capital, obtaining bid and performance bonds for contracts, equipment, real estate, and more.
- **[Latino Economic Development Center](#)**  
Loans between \$5,000 and \$50,000 for all kinds of business owners.
- **[FSC First](#)**  
Small and minority business financing between \$5,000 and \$1,000,000. Shelly M. Gross-Wade, [Smgross-wade@fscfirst.com](mailto:Smgross-wade@fscfirst.com)
- **[TEDCO](#)**  
Variety of programs that fund startups and early stage technology companies.
- **SBA Guaranteed Loans**  
Various types of loans for business acquisition, real estate, leasehold improvements/buildouts, equipment/furniture/fixtures, exporting, working capital. Access is through local lending institutions.
  - **[EagleBank](#)**  
Melissa H. Fischer, [mfischer@eaglebankcorp.com](mailto:mfischer@eaglebankcorp.com)
  - **[M&T Bank](#)**  
Afreen Husain, [ahusain2@mtb.com](mailto:ahusain2@mtb.com)
  - **[Sandy Spring Bank](#)**
  - **[Old Line Bank](#)**  
Salisha Khan, [skhan@oldlinebank.com](mailto:skhan@oldlinebank.com)

#### **FUNDING/ACCESS TO CAPITAL FOR TECH COMPANIES**

- **[TEDCO](#)**  
Variety of programs that fund startups and early stage technology companies.
  - **[Minority Business Pre-Seed Fund \(MBPF\)](#)**  
For early stage companies, up to \$40,000 to develop a tech-based concept towards commercialization.
  - **[Life Science Investment Fund](#)**  
For pre-revenue companies with <16 employees developing a product that requires FDA approval. Montgomery County companies that receive LSIF investment may also receive an additional amount from Montgomery County.

- **[Maryland Momentum Fund](#)**  
For early-stage companies associated with the University System of Maryland. Equity financing. David Wise, [dwise@umaryland.edu](mailto:dwise@umaryland.edu)

#### **GOVERNMENT CONTRACTING**

- **[Local Small Business Reserve Program](#)**  
Montgomery County departments award 20 percent of their procurements for goods, services and construction to registered and certified local, small businesses. The program allows local, small vendors an opportunity to compete with businesses of similar size and resources.
- **[GovCon Incubator](#)**  
Business incubator and training program for government contracting businesses.
- **[Employer Security Clearance Costs Tax Credit](#)**  
Tax credits for expenses related to federal security clearance costs, construction of Sensitive Compartmented Information Facilities (SCIFs) and first-year leasing costs for small businesses doing security-based contract work.
- **[Office of Small and Disadvantaged Business Utilization \(OSBDU\)](#)**  
Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSBDU. Search “OSBDU” and the name of the agency that you wish to work with (i.e., HHS, Veteran’s Affairs, DOT, USDA, EPA, etc.)
- **[8\(a\) Business Development Program](#)**  
Broad scope of assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals. Participants can receive sole-source contracts, up to a ceiling of \$4 million for goods and services and \$7.0 million for manufacturing. Firms are also able to form joint ventures and teams to bid on contracts.
  - **[8\(a\) Mentor-Protégé Program](#)**  
Successful government contracting firms provide various forms of business development assistance to 8(a) BD Program Participants
- **[Maryland Defense Diversification Assistance Program \(MDDA\)](#)**  
Marketing and other programs to help defense contractors diversify their business.



## NON-PROFITS

- [NonProfit Montgomery](#)  
Leadership development, organizational capacity building, and peer-to-peer networking and support. Board matching.
  - [Financial Reporting and Management Institute](#)  
Various workshops focused on strengthening the partnership between staff and board in managing nonprofit organizations for financial sustainability.
- [Nonprofit Village](#)  
Office space, training, capacity building.

## TECHNOLOGY TRANSFER

- **NIST, NIH, NCI, US Army Research Lab (ARL) and more**  
Many government agencies have programs that allow companies to commercialize technology developed by the agency, or to partner with the agency to use its resources. Contact MCEDC for referrals.

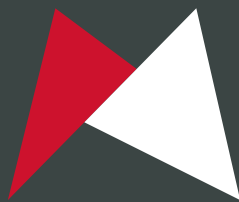
## TECHNOLOGY COMMERCIALIZATION

- [Institute for Bioscience & Biotechnology Research \(IBBR\)](#)  
Partners with companies to solve technical/scientific challenges. Startup space and intellectual property advice. Universities of Shady Grove Campus.
- [Maryland Industrial Partnerships Program](#)  
Team up with a University of Maryland academic researcher to perform a project that leads to commercialization of a product; the State of Maryland subsidizes project costs up to 90%. MCEDC supports this program by reviewing applications.
- [Maryland Entrepreneurs Resource List \(MERL\)](#)  
Mentoring for start-up companies working to commercialize their technology.

## OTHER ECONOMIC DEVELOPMENT AGENCIES

MCEDC can refer you to the appropriate people at these organizations.

- [Rockville Economic Development, Inc. \(REDI\)](#)
- [Gaithersburg Office of Economic & Business Development](#)
- [Maryland Department of Commerce](#)



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