

Welcome!



Small Biz Resource



C O N N E C T I O N S

Resource Partner:

**Business Lending Unit
Maryland Department Housing
& Community Development**

Topic: Business Lending Resources

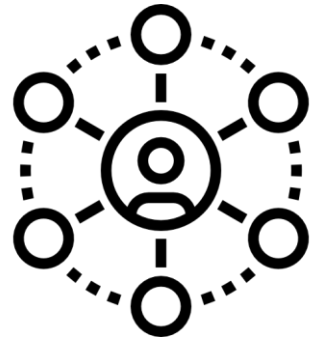
October 4, 2024



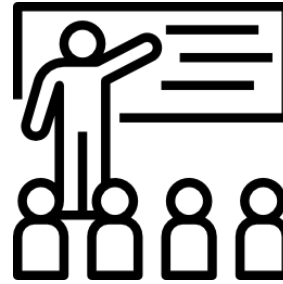
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS



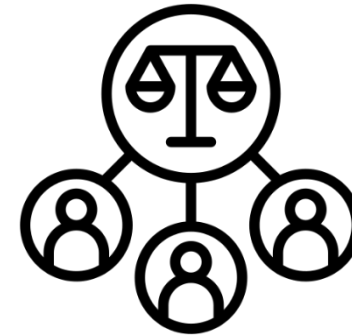
Implement Maryland's 3 socioeconomic procurement programs across 70+ agencies and departments



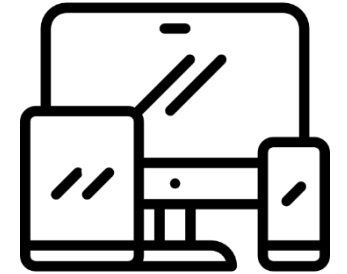
Connect small, minority, women, & veteran business owners to opportunities in the state contracting arena



Conduct free small business webinars, hosts stakeholder engagement events, and participates in outreach programs statewide



Work with MBEs to address issues that may arise during contract performance through the MBE Ombudsman unit



Curate online resources at the federal, state, and local levels for small business growth and development

goMDsmallbiz.maryland.gov

Maryland's Socioeconomic Procurement Programs



- Prime & subcontracting opportunities
- 70+ participating state agencies & departments
- Race & gender specific
- Application-based certification process with MDOT's Office of Minority Business Enterprise



- Prime & subcontracting opportunities
- 50+ participating state agencies & departments
- Veteran specific
- Online certification process in eMaryland Marketplace Advantage



- Prime contracting opportunities
- 60+ participating state agencies & departments
- Race and gender neutral
- Online certification process in eMaryland Marketplace Advantage

No cost to obtain or maintain certification. Annual renewal requirements apply.

Meet Our Guest Speakers



Michael Haloskey III

Director
Business Lending





Neighborhood BusinessWorks

Overview



Intro to Neighborhood BusinessWorks (NBW) program

Maryland DHCD's Small Business Loan Program est. 1995 to help support Small Businesses that face challenges securing funds via traditional channels

Program's Mission

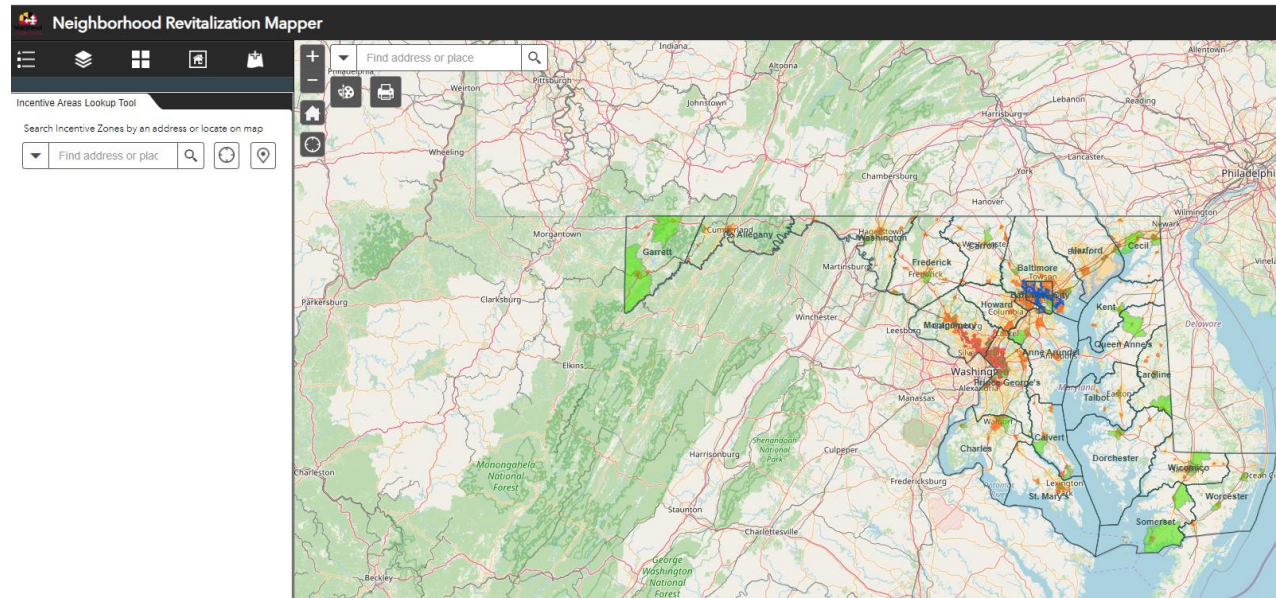
The purpose of the **Neighborhood BusinessWorks (NBW)** program is to provide financing to small businesses that cannot otherwise gain access to sufficient and affordable private capital. Small businesses with talented entrepreneurs and worthy business plans often have difficulty in accessing affordable and sufficient financing capital. NBW investments help small businesses contribute to the recovery and health of local economies through new jobs and services.



What is the NBW Program

Neighborhood BusinessWorks loan program solves the problem of limited access to flexible financing for new or expanding small businesses and nonprofit organizations in **Sustainable Communities** and **Priority Funding Areas** throughout Maryland.

- **Link:** <https://portal.dhcd.state.md.us/GIS/revitalize/index.html>



NBW Eligible Applicants

- Mixed-Use Projects
- Commercial Property Owners
- Commercial Property Tenants
- Developers
- Retail, Manufacturers, including franchises

Eligible Uses of Funds

- Real estate acquisition
- New construction or renovation
- Leasehold improvements
- Purchase of equipment & machinery
- Purchase of inventory
- Working capital

INELIGIBLE PROJECTS

- Residential or transient living facilities
- Facilities such as community halls, fire stations, hospitals, colleges, or universities
- Adult bookstores, adult video shops, other adult entertainment facilities, gambling facilities, gun shops, liquor stores, massage parlors, pawn shops, tanning salons, or tattoo parlors
- A business engaged in activities that are prohibited by federal law or applicable law in the jurisdiction where the business is located or conducted. (Included in these activities is the production, servicing, or distribution of otherwise legal products that are to be used in connection with an illegal activity, such as selling drug paraphernalia or operating a motel that knowingly permits illegal prostitution)



Financing: General Terms

- **\$200K to \$5 million** per project
- Flexible Loan terms from **5 – 30 years** (if real estate is involved)
- Interest rates based on underwriting and market conditions (**Currently 5 - 10%**)
- Borrower contribution required (**Minimum 10%**)
- Collateral and personal guarantees required
- Minimum credit score **640**

State Small Business Credit Initiative Program (SSBCI)

- The **State Small Business Credit Initiative (SSBCI)**, which is a federally funded program under the American Rescue Plan Act of 2021, which allocates **\$10 billion**. Aimed at aiding small businesses in their post-pandemic recovery
- Provides financing (loans and investments) to small businesses with a focus on underserved areas and socially & economically disadvantaged individuals (**SEDI**)
- Funds provided through **8 existing state programs** co-lending with banks and CDFIs and co-investing with venture funds and other private investors

MD 1st state to apply and 1st group of states approved

Co-Deployment with DHCD, COMMERCE and TEDCO

Closed ~\$35.7M in funding

\$198M

Potential
Funding

\$7.5M

1st Tranche
Funding

\$25M / year

Estimated 8 years of funding

SSBCI Eligible Applicants:

- Small businesses < 500 employees
- For profit and nonprofit businesses
- With a Focus on:
 - Businesses owned and controlled by socially & economically disadvantaged individuals **(SEDI)**
 - Businesses located or locating in a Community Development Financing Institution (CDFI) Investment Area.

SSBCI Eligible Uses of Funds:

- Working capital
- Equipment purchases
- Owner occupied real estate acquisition
- Leasehold improvements

SSBCI Ineligible businesses:

- Lender and financing businesses where half of the income is from relending
- Ponzi businesses and gambling businesses
- Projects using public funds (i.e NMTCS, HTC, SBA funding)*
- Businesses engaged in activities that are prohibited by federal laws (marijuana, etc.)

SSBCI Ineligible Uses of Funds:

- Nonowner occupied commercial development
- Refinancing of existing loans
- Distributions to owners or equity holders
- Projects using public funds (i.e NMTCS, HTC, SBA funding)*

SSBCI Financing: General Terms

- **Private lender match required (minimum \$1 private lender : \$1 SSBCI funds)**
- **Up to \$5 million** per project; aggregate project financing < \$20,000,000
- Flexible Loan terms from **5 – 30 years** (if real estate is involved)
- Interest rates based on underwriting and market conditions (**Currently 5 - 10%**)
- Borrower contribution required (**Minimum 10%**)
- Collateral and personal guarantees maybe required
- Minimum credit score **640**

Application Process

- Online application
<https://apps.dhcd.state.md.us/nbwapplication>
- Required Documentation Checklist
- \$250 **non-refundable** application fee

NEIGHBORHOOD BUSINESS WORKS

Login

Email Address

Password

Login

[Forgot Password](#)

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Looking for under \$200K...

Intermediary Microloan Partners (CDFIs)



W: <https://www.cfenterprises.org/>

Baltimore Community Lending (serving Baltimore City)
P: 410-727-8590 | W: <https://bclending.org>

Enterprise Development Group - Arlington, VA (Serving Anne Arundel, Baltimore, Charles, Frederick, Howard, Montgomery, Prince George's, St. Mary's counties and Baltimore City)
P: 703-685-0510 | W: <https://www.ecdcus.org>

Latino Economic Development Center - Washington, DC (Serving Anne Arundel, Baltimore, Charles, Frederick, Harford, Howard, Montgomery, Prince George's counties and Baltimore City)
P: 202-540-7412 | W: <https://www.ledcmetro.org>

Maryland Capital Enterprises, Inc. – Salisbury MD (Serving Anne Arundel, Baltimore, Caroline, Dorchester, Kent, Queen Anne, Somerset, Talbot, Wicomico, Worcester Counties and Baltimore City)
P: 410-546-1900 | W: www.marylandcapital.org

Prince George's Financial Service Corporation – Largo MD
(Serving Prince George's County)
P: 301-883-6900 | W: fscfirst.net



W: <https://lendistry.com/ssbci-lp/>

Small Business seeking Grant Funds?

\$20,000 to \$50,000



Business Boost Microgrant Funding Available NOW!

Provides Maryland-based small businesses with the financial support they need to grow, innovate, and thrive. Whether you're looking to expand operations, invest in new equipment, or hire more employees, this grant offers crucial funding to help your business reach new heights. Empower your business today with the resources to succeed in Maryland's vibrant economy

Currently accepting applications - close on Monday, October 14, 2024, at 5 PM

Link: <https://dhcd.maryland.gov/Business/Pages/Microgrant.aspx>

Business Boost Eligible Applicants

- Businesses within a Sustainable Communities area.
- Innovative small businesses that drive innovation or technology advancements.
- Businesses that are growing new industries.
- Businesses focused on regional strengths to grow local economies.
- Businesses that leverage partnerships between local school districts, community colleges, and other higher education institutions in Maryland.
- Minority Business Enterprise (MBE).



Who Can Apply?

The for-profit business must demonstrate plans for growth and meet ALL of the following criteria:

- ✓ Be in a Sustainable Communities area;
- ✓ Have a matching contribution equal to or greater than the grant request amount;
- ✓ Be located in an eligible location in Maryland;
- ✓ Have greater than 2 employees and 50 or fewer employees (full-time equivalent) as of March 13th, 2024;
- ✓ Have an annual revenue greater than \$50,000 but less than \$1 million;
- ✓ Be in good standing with the Maryland Department of Assessments and Taxation (SDAT);
- ✓ Be in good financial and legal standing, i.e., no past due amounts, liens, or judgments due to legal or financial defaults or delinquencies;

Professional services and sales based businesses, including Insurance, Accounting, Real Estate, Legal, Finance and other similar structured businesses are not eligible. Also, non-profit organizations, cannabis-based businesses, pawn shops, gun shops, massage parlors, adult video/book shops, adult entertainment facilities, tanning salons, check-cashing facilities, gambling facilities, tattoo parlors, and liquor stores are not eligible.



NBW Results in FY 2023

- Funded **28** small business projects for **\$34.6 million**
- Leveraged over **\$72.6 million** in private capital
- **341** created and preserved jobs

B&B BALTIMORE

Baltimore, MD – Baltimore City



Subject Front



Subject Front



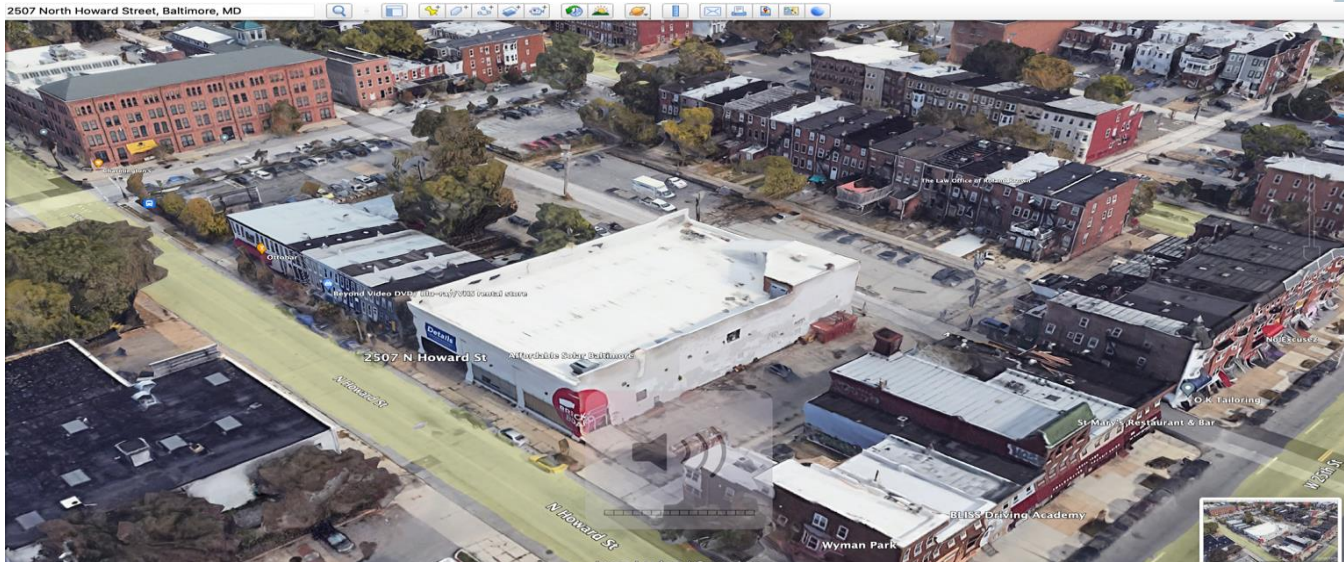
SARVIS EMPOWERMENT CAFE

Riverdale, MD – Prince George's



Coming soon... THE SERVICE CENTER

Baltimore, MD – Baltimore City



For More Information:

Visit: <https://dhcd.maryland.gov/Business/Pages/default.aspx>



CONTACT: Business Lending Team

E: dhcd.businesslending@maryland.gov

P: 301-429-7408

Mining Public Data Techniques



Videos & Slide Decks

[eMaryland Marketplace Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

KEEP LEARNING

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

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T.I.P.S.
SMALL BUSINESS
WEBINAR SERIES

TRAINING & INSIGHTS FOR
PROCUREMENT SUCCESS

 2 WEBINARS MONTHLY

 9AM-12PM

 CLASSES LED BY SUBJECT
MATTER EXPERTS

TO REGISTER VISIT:
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 **Maryland**
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS
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UPCOMING WEBINARS & WORKSHOPS

Thursday

October 10, 2024

9:30 a.m.

[2024 Maryland Women's
Small Business Month
Celebration](#)

Tuesday

October 22, 2024

10 a.m.

[Maryland
MBE Rights &
Responsibilities](#)

Thursday

October 24, 2024

10 a.m.

[A.I. in Government
Acquisitions & Contracting](#)



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T.I.P.S. Webinar Series - The Governor's Office ...

StateMaryland
 Playlist · 41 videos · 3,435 views

Governor's Coordinating Offices - The Governor's Office of Small, Minority & Women Business Affairs

▶ Play all

- Doing Business with the State of Maryland - July 25, 2024**
 StateMaryland · 108 views · 1 month ago
- Crafting A Compelling Capability Statement - July 23, 2024**
 StateMaryland · 43 views · 1 month ago
- Anatomy of a Bid - June 27, 2024**
 StateMaryland · 14 views · 1 month ago

T.I.P.S. Webinar Series Playlist

Governor's Office of Small, Minority & ...

StateMaryland
 Playlist · 26 videos · 1,361 views

Governor's Coordinating Offices

▶ Play all

- Federal and State of Maryland Veteran-Owned Small Business Cer**
 StateMaryland · 7 views · 6 months ago
- Small Biz Resource Connections: Business Banking Relationships**
 StateMaryland · 8 views · 6 months ago
- Latinos In Tech - October 13, 2023**
 StateMaryland · 9 views · 11 months ago

Governor's Office of Small, Minority & Women Business Affairs Playlist

Partners

Maryland APEX Accelerators
<https://www.marylandapex.org/>

Greater Baltimore SCORE
<https://greaterbaltimore.score.org/>

Maryland Women's Business Center
(MWBC)
<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center
(Balt-Metro WBC)
<https://www.baltmetrowbc.org/>

Maryland Small Business Development
Center (SBDC)
<https://www.marylandsbdc.org/>

Resources

Governor's Office of Small, Minority & Women Business
Affairs
<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)
<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>

Maryland Department of Commerce
Maryland Financial Incentives for Business
<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB
<https://marylandentrepreneurhub.com/>

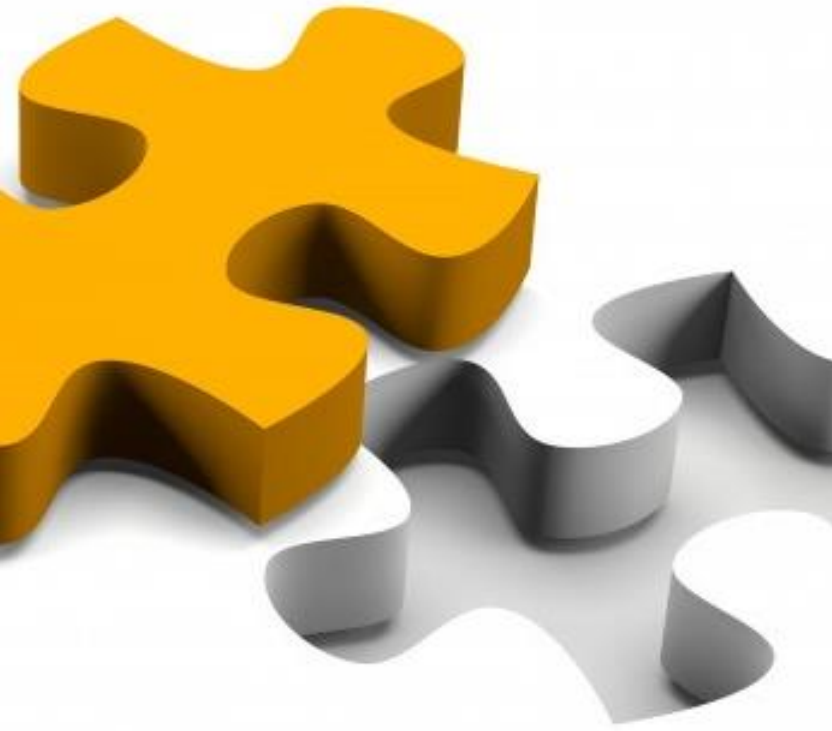


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THANK YOU

For Choosing

Maryland!



Small Biz Resource

CONNECTIONS

