

Welcome!



Small Biz Resource

C O N N E C T I O N S



Resource Partner:

Department of Housing &
Community Development

**Topic: Business Lending
Resources & Programs**



June 3, 2022

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

- **Connect small businesses to greater economic opportunities**
- **Oversight, monitoring, and compliance of three state socioeconomic procurement programs across 70 state agencies/departments**
- **Conduct statewide outreach and training programs**
- **Host online resources for small business growth and development**

<https://gomdsmallbiz.maryland.gov>

Maryland Socioeconomic Procurement Programs

www.goMDsmallbiz.maryland.gov

Small Business Reserve (SBR) Program

- Prime contracting program
- Based on size. State-defined small business eligibility standards apply
- Online certification process (eMMA)

Minority Business Enterprise (MBE) Program

- Subcontracting program
- Race and gender specific
- Application-based certification process at OMBE under MDOT

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- Based on verified Veteran status & size
- Online certification (eMMA) with a 3 Step Process

MBEs and VSBEs are encouraged to perform as a prime contractor.

Today's Coordinating Team



Alison Tavik

Director of Communications & Outreach

Tanita Johnson

SBR Compliance Manager

Eduardo D. Hayden

Small Business Outreach Manager

RESOURCE PARTNER



TOPIC:

**Business Lending
Resources & Programs**

Guest Speakers:

Roger Campos
Assistant Secretary

Todd Scott
Deputy Director of Business
Development & Strategic
Partnerships



Maryland State Small Business Credit Initiative(SSBCI) Program



Maryland Department of Housing
and Community Development
Secretary Kenneth C. Holt

June Small Biz Resource Connections

DHCD Business Lending

NEIGHBORHOOD BUSINESSWORKS

- Maryland DHCD's Small Business Loan Program est. 1995
- Flexible Financial Support of Small Business
- Broad Range of Financing Tools
- Statutory Changes (HB 326 in 2016 Legislative Session) Enable Growth in Years Ahead

Passage of HB 326

2016 Legislative Session

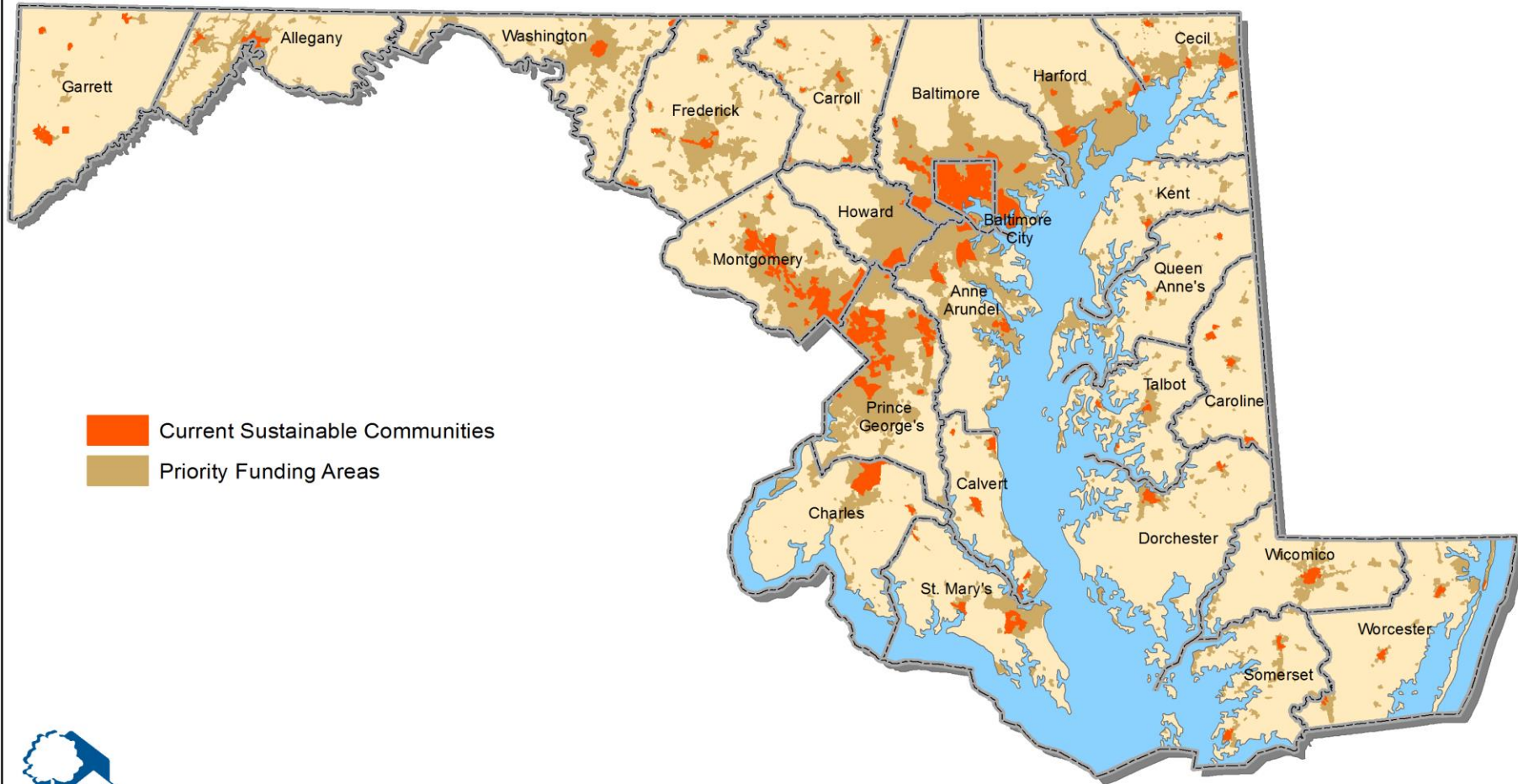
- Sustainable Communities & **Priority Funding Areas**
- Lending volume to grow from \$5 million to **\$50 million** annually by 2019
- Leveraging expertise and experience of Community Development Administration and Maryland Housing Fund
- Seeking input from our financing partners as we plan for growth

PRIORITY FUNDING AREAS

- Priority Funding Areas are existing communities and places where local governments want State investment to support future growth.
- The 1997 Priority Funding Areas Act capitalizes on the influence of State expenditures on economic growth and development.
- Funding for projects in municipalities, other existing communities, industrial areas, and planned growth areas designated by counties receive priority State funding over other projects.



Priority Funding Areas and Sustainable Communities in Maryland



Maryland Department of Housing
and Community Development
Secretary Kenneth C. Holt

Pub. Date - 02/09/2016

Department of Housing
and Community Development
Kenneth C. Holt

NBW ELIGIBLE APPLICANTS

- Lending Partners and Intermediaries
- Nonprofit Organizations
- Commercial Property Owners
- Commercial Property Tenants
- Developers
- Retail, Manufacturers, Service, Mixed Use Projects

NBW ELIGIBLE USES OF FUNDS

- Real estate acquisition
- New construction or renovation
- Leasehold improvements
- Purchase of equipment & machinery
- Purchase of inventory
- Working capital
- Guarantees, credit enhancement and other forms of credit support

NBW FINANCING: GENERAL TERMS

- Up to \$5 million per project
- Loan terms from 5 – 20 years
- Interest rates based on underwriting and market conditions (Currently 4 - 8%)
- Borrower contribution required (Minimum 10%)
- Collateral and personal guarantees required
- No prepayment penalties unless part of Bond Portfolio



NBW RESULTS: SINCE INCEPTION

- Funded \$131 million
- Participated in 700+ projects
- Created/sustained 14,000+ jobs across Maryland
- Leveraged \$490 million in private investment

FRANKLINS 2004
HYATTSVILLE, MD – PRINCE GEORGE'S COUNTY



MINISTRY OF BREWING

Baltimore, MD – Baltimore City



BEFORE

LILLIE MAY CARROLL JACKSON CHARTER SCHOOL

Baltimore, MD – Baltimore City



AFTER

THANK YOU

For More Information Contact:

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Aisha Taylor, Business Lending Programs, Loan Underwriter

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Todd Scott, Deputy Director of Business Development and Strategic Partnerships

Phone: 301-429-7673

Email: todd.scott@maryland.gov

Technical Training Classroom Webinars



Tuesday June 28, 2022

10 a.m.

Proposal Writing 1:
Reading a Solicitation

Thursday, June 30, 2022

10 a.m.

Proposal Writing 2:
Developing An Outline

Registration opens approximately 3 weeks in advance.

www.goMDsmallbiz.maryland.gov

Upcoming Webinars and Outreach Workshops

Veteran & Military Spouse Program and Resources (Virtual)

[June 7, 2022 - Veteran Federal & State Small Business Program Overview](#)

[June 14, 2022 - Women Veteran & Military Spouse Owned Small Business Resources](#)

Ready, Set , GROW! Procurement Connections Workshops (Virtual)

[Wednesday, June 15, 2022 @ 10 a.m.](#)

Doing Business with Maryland Casinos (In-person)

[June 21, 2022 – MGM National Harbor](#)

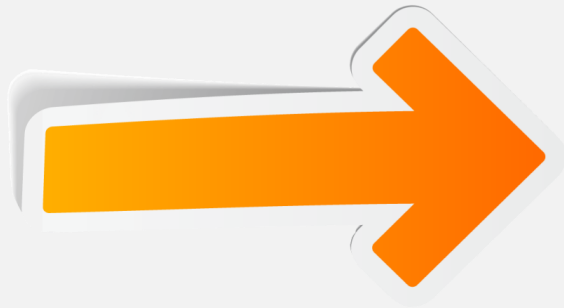
[June 22, 2022 – Live! Casino](#)

[June 23, 2022 – Horseshoe Casino](#)

REGISTER NOW



To register to receive our notices of all upcoming classes, workshops and monthly bulletin go to www.goMDsmallbiz.maryland.gov.



-STAY CONNECTED-

Sign up to receive news and notifications affecting the small business community.

*Email Address

Submit



Resources & Partners

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 Small Business Development Center (SBDC)

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

Maryland Procurement Technical Assistance Center (PTAC)

<https://www.mdptac.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/>

Thank You!

www.goMDsmallbiz.maryland.gov



Small Biz Resource



C O N N E C T I O N S

Maryland **OPEN** for Business!

June 3, 2022

