Live Transcription and/or Closed Captioning

- Go to bottom of the screen and select “Live Transcript” option
- Select “Show Subtitle”

- Click on the option of 3 dots/More at the bottom of your screen
- Select “Live Transcript”
- Select “Show Subtitle”

https://gomdsmallbiz.maryland.gov
Things to Consider

• All attendees are in “listen only” mode (automatically muted and cameras are off)
• All communication & questions must be typed & submitted through the Q&A window (find it at the bottom of your screen)
• We will engage in an Exit Poll at the end of the presentation
• We will share information about upcoming workshops, resources, including how to connect with today’s presenter(s) & how to get today’s slide presentation(s)
• We will conduct a Q&A session after each speaker to address as many questions as possible.
GUEST SPEAKER

Caroline Henson
Business Development Specialist & Veteran’s Business Development Officer

U.S. Small Business Administration
GUEST SPEAKER

Danielle Davis
VSBE Compliance Manager
Governor’s Office of Small, Minority & Women Business Affairs

- Connect small businesses to greater economic opportunities

- Oversight, monitoring, and compliance of three 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
<table>
<thead>
<tr>
<th>State Procurement Programs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Small Business Reserve (SBR) Program</strong></td>
</tr>
<tr>
<td>- Prime contracting program</td>
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<tr>
<td>- 15% set-aside</td>
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<tr>
<td>- Race and gender neutral</td>
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<tr>
<td>- State-defined small business eligibility standards apply</td>
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<tr>
<td>- Online certification process (eMMA)</td>
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<tr>
<td>- Annual renewal</td>
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</tbody>
</table>

**MBEs and VSBEs are encouraged to perform as a prime contractor.**
Small, Minority & Disadvantaged Business

Maryland's Official Certification Agency

The Maryland Department of Transportation (MDOT) is Maryland's official certification agency for the Minority Business Enterprise (MBE) Program, the Disadvantaged Business Enterprise (DBE) Program, the Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program, and Small Business Enterprise (SBE) Program. We ensure only bona fide MBE/DBE/ACDBE/SBE firms participate in our program through our comprehensive certification program. Certified firms appear in MDOT's Online Directory of Certified Firms.

Please visit the "Certifications and Forms" page for information on the certification programs and required documentation. Please contact the OMBE office for assistance regarding the certification programs.
Certifications and Required Forms

The Maryland Department of Transportation is the State’s official certification agency for firms seeking status as:

- Minority Business Enterprise (MBE)
- Disadvantaged Business Enterprise (DBE)
- Airport Concessions/Disadvantaged Business Enterprise (ACDBE)
- Small Business Enterprise (SBE)

Steps to Certification

1. Application – Applicant submits a complete application and all required supporting documentation. All applications can be submitted online.
2. Investigation – An investigator reviews documentation submitted by applicant, conducts an on-site/job-site visit and prepares an investigative report.
3. Evaluation – MBE Advisory Committee (MBEAC) reviews the investigative report to evaluate whether the applicant firm meets the MBE/DBE/ACDBE/SBE program requirement.
4. Determination – MBEAC Chair issues a written determination.

Types of Certification

**MBE/DBE/ACDBE/SBE Certification**

OMBE highly recommends applicants complete the Uniform Certification Application for firms seeking both MBE and DBE certification. OMBE will use this single application to evaluate candidates for...

**MBE Only Certification**

MBE-certified firms can fulfill the minority participation goals established on State-funded contracts.
Steps to Submit an Application for MBE Certification

1. Download the MBE Only Application.
   - Print or save to your desktop.
2. Read the instructions for completing the application.
3. Complete all sections of the application.
   - Do not leave blanks on the application.
   - Note “N/A” in areas that are not applicable.
   - For areas marked as “N/A,” include a brief statement about why that information is not applicable.
4. Download and complete the required Personal Net Worth (PNW) Form.
   - Read the PNW Guidelines (Instructions) and PNW Overview for guidance on completion of the PNW.
   - Print PNW form or save it to your desktop.
   - This is the official form to be used for MBE/DBE/ACDBE Certification.
5. Review the appropriate Document Checklist for submitting applications.
   - These are the official checklists to be used for MBE/DBE/ACDBE Certification.
6. Application Submission:
   - Apply for certification here.
7. Retain a copy of the entire application package for your files.
3-Step Certification Process

STEP 1 - REGISTRATION
Register as a vendor in eMMA; Identify interest in VSBE under “Procurement Programs”
Complete “Vendor Registration”

STEP 2 - VERIFICATION
Verify veteran status through one of the 2 accepted verification units: Maryland Department of Veterans Affairs or US Department of Veterans Affairs (Federal CVE)

STEP 3 - CERTIFICATION
Complete VSBE Application
(Under “Documents,” complete the VSBE Application and entering your valid Veteran Verification number)

Once the vendor is approved, they will be assigned a VSBE Certification Number (VBXX-XXXXXX)
Answer 4 questions in eMMA and select Veteran Verification Type.

- a. CLICK HERE to request Federal Vets First CVE through U.S. Department of Veterans Affairs.
- b. Is at least 51% of this business owned and controlled by one or more veteran(s) or disabled veteran(s)?
- c. Does your company meet the size standards adopted by the United States Small Business Administration?
- d. Is it a for-profit business?
All solicitations over $15,000 must be publicly posted (advertised) on eMaryland Marketplace Advantage (eMMA).
https://emma.maryland.gov/
Answer 4 questions and select Veteran Verification Type.

- Does your company meet the size standards adopted by the United States Small Business Administration? (a)
- Is it a for-profit business? (b)
- Veteran Verification Type (c)
- CLICK HERE to request Federal Vets First CVE through U.S. Department of Veterans Affairs. (d)
**VSBE Application Veteran Verification**

Two options for the Veteran Verification:

Vendors are able to enter either their Federal SAMS UEI # (12 digits)

Vendors are able to be verified with the Maryland Department of Veteran Affairs with the Veteran Verification form and upload their veteran supporting documentation.
Veteran-Owned Small Business Enterprise (VSBE) Program

ATTENTION: Due to a VSBE Program enhancement the week of June 6, 2022, we will not take any new applications from June 6-10, 2022. Check back for more updates. If you have any questions, you may contact the VSBE Program Compliance Manager, Danielle Davis at 443-346-0717.

Overview
Maryland’s VSBE Program provides contracting opportunities on state-funded procurements for qualified veteran-owned small businesses. Designated agencies and departments are directed to spend at least 1% of the dollar value of their procurements contracts with certified VSBE firms. Only the work of a certified VSBE firm, performing as either a prime contractor or a subcontractor, can be counted toward an established VSBE contract goal. There is no cost to obtain certification, and once certified, firms must renew annually.

The number of certified vendors in the VSBE Program, and the diversity of products and services they provide, makes a big impact on how VSBE goals are met on a contract. Increasing the VSBE vendor pool will
Did you know?

Visit [https://commerce.maryland.gov/fund/programs-for-businesses/mpvolp](https://commerce.maryland.gov/fund/programs-for-businesses/mpvolp)

Military Personnel and Veteran-Owned Small Business Loan Program (MPVOLP)

MPVOLP provides no interest loans of up to $50,000, from one to eight years, for businesses owned by military reservists, veterans, National Guard personnel and for small businesses that employ or are owned by such persons.

**Note:** New applications for the program will be accepted from July 1, 2021 through August 16, 2021. The submission of an application is not an assurance of approval.

**Benefits**

No interest loans range from $1,000 to $50,000. Loan maturity will be from one to eight years. The loan repayment period usually will not exceed the useful life expectancy of the equipment to be purchased.

**Eligibility**

Eligible applicants include veteran-owned small businesses, businesses owned by military reservists and National Guard members called to active duty, and small businesses, with fewer than 50 employees that employ them.

For reservists or National Guard members called to active duty, Program funds must be used for payment of identifiable costs of the business, including general business expenses, which result from the call to active duty. The loan may be made at any time from the date of the call to active duty through the period ending six months after the end of the individual’s active duty.
DID YOU KNOW?

https://milspousechamber.org/
CANDIDATE ELIGIBILITY

* Veteran (Broad Definition includes active duty and reserve personnel)
* Need to have specific business venture for startup in mind, not an exploratory course
* Veteran small business owner struggling or looking to expand
* Military Spouse (Separate Course)

APPLICATION PROCESS

* Complete online registration form on website (www.project-opportunity.com)
* Attend Orientation Session
* Complete Candidate Screening Assessment
* Participate in telephone screening process
Military Spouse Fall 2022 Class- Wednesday evenings starting on September 14th, 2022 thru November 9th, 2022, 6:00 PM to 9:00 PM at the Anne Arundel Workforce Development Career Center (Patapsco Room) located at 613 Global Way, Linthicum Maryland

Baltimore Fall 2022 Class- Thursday Evenings starting on September 8, 2022 thru November 17, 2022, 6:00 PM to 9:00 PM at the City of Refuge Training Center located at 3501 7th Street Baltimore MD 21225

“Launching Your Veteran-Owned Small Business”
MILITARY WELLNESS

DID YOU KNOW?

The Fort Meade Alliance (FMA) is proud to introduce the Military Wellness Community Connection, a new initiative designed to support the unique needs of our veteran and active military service personnel and their families.

Building a Stronger Community
The five pillars of resiliency are critical to the health and success of our military:

- Emotional
- Physical
- Social
- Family
- Spiritual

Because May is Mental Health Awareness Month and June is National PTSD Awareness Month, we’d like to connect the holistic needs of the Fort Meade community with the services available in the region.

<table>
<thead>
<tr>
<th>MAY</th>
<th>JUN</th>
<th>JUL</th>
<th>DEC</th>
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<tbody>
<tr>
<td>Mental Health Awareness Month</td>
<td>National PTSD Awareness Month</td>
<td>Services that support Military Wellness Community Connection</td>
<td>New services that support Military Wellness Community Connection added to rolling list</td>
</tr>
<tr>
<td>Promotion for Military Wellness Community Connection begins</td>
<td>New services that support Military Wellness Community Connection continues to roll out</td>
<td>Promotion for Military Wellness Community Connection continues to roll out</td>
<td></td>
</tr>
</tbody>
</table>

Examples of demanded services include free or discounted services/programs, demonstrations, open houses, etc., that would promote wellness in our military community.

FMA’s Military and Family Committee has identified you as a potential participant in the new Military Wellness Community Connection initiative. Would you like to join our efforts to support the unique needs of the Fort Meade region?

Questions? Contact Lisa B. Terry, Mgr. HeCo Office of Veterans and Military Families, veterans@howardcountymd.gov.
GUEST SPEAKER

Dawn Tucker
WVE Lead Coordinator
President
Lord and Tucker Management Consultants, LLC (LTMC)
The W.O.M.E.N. W.V.E. Program is funded through a grant from Truist.
SERVICES

Program Coordinators and Partners
Activities/Calendar
Resources
Visit: https://www.edacmorgan.com/

Questions: email omar@edacmorgan.com
or info@ltmctraining.com;
call 443-532-4531
OVERVIEW

W.O.M.E.N. is a Morgan State University (MSU) Entrepreneurial Development and Assistance Center (EDAC) Small Business Platform addressing the need of helping Maryland-based Black and Brown women veterans, Black and Brown military spouses, and Black and Brown women seeking contracting opportunities with government agencies and the private sector.
PROGRAM COORDINATORS

PRINCIPAL PROGRAM COORDINATORS

Omar S. Muhammad  
EN-TRE-PRE-NEUR & Director  
Morgan State University  
Enterprising Development & Assistance Center (EDAC)

Dawn Tucker  
WVE Lead Program Coordinator  
President  
Lord & Tucker Management Consultants, LLC (LTMC)

Kamalia Blunt  
WVE Program Coordinator  
Senior Analyst  
Lord & Tucker Management Consultants, LLC (LTMC)

Yvette Racks  
Administrative Assistant  
Morgan State University  
Enterprising Development & Assistance Center (EDAC)
PARTNERS

Advisory Board, Mentors, Consultants, Corporations, Public Officials and Federal, State, and Local Government entities such as the U.S. Small Business Administration and the Maryland Governor’s Office of Small and Women Business Affairs!

Questions: email omar@edacmorgan.com or info@ltmctraining.com; call 443-532-4531

CONTACTS

Maryland Women's Business Center: (marylandwbc.org)
Baltimore Metro WBC (baltmetrowbc.org)
Women's Business Center / Maryland Capital Enterprise

CONTRACTS CAPITAL

Truist
Morgan State

Lord and Tucker Management Consultants, LLC

Maryland Women's Business Center

Baltimore Metro WBC

Maryland Capital

Women’s Business Center / Maryland Capital Enterprise
Questions: email omar@edacmorgan.com
or info@ltmctraining.com;
call 443-532-4531

SERVICES AND ACTIVITIES
SERVICES AND ACTIVITIES
ACTIVITIES

Morgan State’s Entrepreneurial Development & Assistance Center (EDAC)
THE WOMEN VETERAN ENTREPRENEURS OF COLOR (WVE) INITIATIVE

EVENTS & OPPORTUNITIES 2022-2023

https://tinyurl.com/WVE202223Flyer

Don’t Forget to Connect With Our Partners and Local Resource Providers by Clicking on the Logos Below!

The Morgan State University Entrepreneurial Development & Assistance Center (MSU EDAC) in Baltimore, Maryland has launched the Women Owned and Managed Enterprise Network (WOMEN) initiative to meet the growing demand of Black and Brown women veteran, military spouses and women seeking contracting opportunities with government agencies and the private sector. In addition to business services, knowledge as well as access to resources to develop and retain competitive enterprises are offered to women business owners and managers. Thanks to funding from TRUIST, the leaders of this initiative as well as our partners have the means to directly support the businesses of the women who have served our country, and we strive to function as powerful liaisons of knowledge, network and resources between their businesses and their inevitable success.

For any inquiries or comments, please reach out to Dawn Tucker at info@ltmctraining.com and Kamalia Blunt at kblunt@ltmctraining.com

NOTE: ALL Opportunities for Small Businesses, EXCEPT for the Annual Conference and Webinars, are directed specifically toward Maryland-based Women Veterans of Color and Military Spouses and Women of Color both with entrepreneurial interests related to government and corporate contracting.

To View the Post April 2022 Conference Content: https://jbcconsultin.gkartra.com/page/postevent

We are planning for next year’s WVE April 2023 Conference and want to know what you would like to see and what agencies or organizations you would like to see!

- LET YOUR VOICE BE HEARD!

Our 4 Week (6-9PM EST) Boot Camp Sessions held during the months of July 2023. September 2023, November 2023, and February 2024. The Government Procurement Training Series (GPTS), will provide participants with the tools and tips necessary to accomplish ownership and growth of a small business.

- REGISTER TODAY!

The Women’s Business Certification Initiative on State & Federal Small Business Certification Program Women-Owned and Women-Veteran Owned Small Businesses will be offered again this year! Program Date is Forthcoming!

- ALERT ME WHEN THE PROGRAM BEGINS!

Room to Grow: This initiative is about helping solo entrepreneurs grow their resources so that they can be in position to take advantage of business opportunities. The initiative will last for six months (June, 2022 through April, 2023). For now, all activities are virtual. Advance notice and safety precautions will be provided for face-to-face events.

- SIGN ME UP!

Podcasts: We are having some fun this year with our podcasts! As we prepare to connect with eligible speakers and resource providers, be prepared for a new, incredible series this year.

Interested in potentially being a podcast speaker? REGISTER HERE!

Want to see our Previous Podcasts? TAKE ME THERE!

WVE Webinars on small business matters and resources will continue this year!

- Want to attend and have a say in what our topics should be? YES, I DO!
- Want to see our Previous Webinars? TAKE ME THERE!
- Attend these Upcoming Webinars hosted by the MD Governor’s Office of Small, Minority, and Women Affairs:
  - 6/7/2022 from 10AM-11:30AM EST: Federal & State Veteran Small Business Program Overview
  - 6/14/2022 from 9AM-11AM EST: Women Veteran & Military Spouse Owned Small Business Resources

Questions: email omar@edacmorgan.com or info@ltmctraining.com; call 443-532-4531
Truist Bank, Guest Speakers, Government Officials, and Subject Matter Experts will discuss:

- **Week #1** - Government Procurement Marketplace Insider Strategies for Success
- **Week #2** – Government Procurement Winning Proposals
- **Week #3** - How to Maximize Contract Vehicles and Certifications to Close the Deal
- **Week #4** - Pricing and Contract Administration

Register To Be in Our Next Cohort! [https://tinyurl.com/WVEBootCamp2022](https://tinyurl.com/WVEBootCamp2022)
ALL ARE WELCOME TO ATTEND!

Put your business in line for further greatness and a wealth of resource and knowledge with our upcoming 2022 event!

REGISTER TO WIN EITHER A FREE GSA SCHEDULE OR A FREE BUSINESS ASSESSMENT!

CONTRACTS
Learn about what regulations will impact contracting efforts and how to find, obtain, and manage procurement opportunities

CONTACTS
Gain the advantage to network with small business liaisons and fellow entrepreneurs

CAPITAL
Discern what type of capital your business needs as well as where and how to find them

Text WVE to 410-881-6697 or scan the QR code for event updates and when registration launches!

The Women Veteran Entrepreneurs of Color (WVE) Initiative of Morgan State University EDAC’s W.O.M.E.N. Presents

BECOME A BUSINESS TRIPLE THREAT!
SECURE THE 3 C’S: CONTRACTS, CONTACTS, AND CAPITAL

28 APRIL 2022
8:00 AM - 4:30 PM EST
VIRTUAL BUSINESS SUMMIT

Questions: email omar@edacmorgan.com or info@ltmctraining.com; call 443-532-4531
CONTRACTS, CONTACTS & CAPITAL RESOURCES

Questions: email omar@edacmorgan.com or info@ltmctraining.com; call 443-532-4531

To View the Post April 2022 Conference Content: https://jbconsulting.kartra.com/page/postevent.

Next Conference April 2023!
Government Contracting Guide Resource


Questions: email omar@edacmorgan.com or info@ltmctraining.com; call 443-532-4531
QUESTIONS

Presented By:  Dawn L. Tucker, Program Coordinator
Morgan State University
Entrepreneurial Development and Assistance Center
W.O.M.E.N. WVE Initiative
info@ltmctraining.com
443-532-4531
https://www.edacmorgan.com/
Recipient of a Governor’s Citation, for her & her company’s contribution to Maryland’s economic growth as a Women Veteran Entrepreneur.
Laurie Sayles is an accomplished, cultured and disciplined executive that is an influencer in her community, personally and professionally. The energetic and motivating Chicago native served as a Staff Non-Commissioned Officer in the United States Marine Corps (USMC), which has infused various teachings into her lifestyle and profession.

Subsequent to her military career, Laurie Sayles began a civilian career within the non-profit and corporate arenas for over 20 years and diligently worked her way up the ranks by acquiring leadership positions. As a Program / Project Manager she earned the respect of her peers, staff and stakeholders.

Laurie acquired great knowledge in contracting with the government as she managed up to 128 staff nationally within 8 agencies totaling up to $11.5 million in contracts for a Women, HUBZone, 8(a) small business in Washington, DC. After experiencing major success in her corporate position, she inevitably established her liberating career in Federal Government Contracting.
In 2012 Laurie Sayles founded CivilityMS professional consulting firm. They are certified as a Small Disadvantaged, Service-Disabled Veteran, Woman Owned Business, offering professional services to the Federal, State, Local and Commercial entities in the areas of:

- Program/Project/Financial and Grants Management
- Conference and Facilities Logistics
- Administrative
- Acquisition
- Human Capital Training

**Awarded and Recognized:**

- Washington Business Journal “2020 Veterans in Business” award
- 2019 Maryland Women Veteran Entrepreneur of the Year and VIB Network’s “Above and Beyond” Award;
- 2018 selected as 1 of 100 Minority Businesses in the Maryland, DC, and Virginia area, and “Compassionate Business Leader” due to her advocacy on behalf of Veterans business owners.

CivilityMS participated in many pilot programs:

- Department of Veteran Affairs, OSBDU program for Women Service Disabled Veterans “VetBizLady”;
- Bowie University, BowieBic as an 8(a) accelerator program for SBA certified 8(a) programs in Prince George’s County, MD;
- Baltimore, MD Cohort 1 Goldman Sach’s 10,000 Small Business Program with Babson Entrepreneurship Training at Johns Hopkins University.
- Most recent, recognized as being #2504 in Inc 5000 list for 2020.
Please write & submit questions through the Q&A window (find it at the bottom of your screen)
Upcoming Webinars and Outreach Workshops

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

Technical Training Classroom Webinars (Virtual)
June 28, 2022 – Proposal Writing 1: Reading A Solicitation
June 30, 2022 – Proposal Writing 2: Developing An Outline
Business Events

Stay connected to the many opportunities for training, networking, and business development that are taking place across Maryland and on virtual platforms. Here is a highlight of some of the events coming up this month.

06/03/2022 - Business Lending Unit - MD Department of Housing & Community Development
06/07/2022 - MBE/DBE Application Assistance Workshop
06/07/2022 - Veteran Federal & State Small Business Programs Overview
06/09/2022 - 36th Annual Small Business Week Awards
06/13/2022 - Federal Proposal Development - A Focus on the Technical Proposal
06/14/2022 - Fast Cash Strategies for Small Businesses
06/15/2022 - Ready, Set, GROW! Procurement Connections Workshop
06/21/2022 - Introduction to Entrepreneurship (in Spanish)
06/23/2022 - Developing Financial Projections for Your Small Business
06/28/2022 - Proposal Writing Part 1 - Reading a Solicitation
06/30/2022 - Proposal Writing Part 2 - Developing an Outline

Check out the full listing of small business events online at goMDsmallbiz.maryland.gov.
Resources and 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)

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

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/
Financial Resources and Partners

Maryland Department of Housing & Community Development (DHCD)
Business Lending

https://dhcd.maryland.gov/Business/Pages/default.aspx

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

https://dhcd.maryland.gov/Business/Pages/SmallBusinesses.aspx
Maryland’s State Small Business Credit Initiative (SSBCI) Program

**Financial Resources and Partners**

- **Maryland’s State Small Business Credit Initiative (SSBCI) Program**
  - *$198 Million*
  - For new and ongoing statewide investments in small businesses
  - **$103 Million**
  - Neighborhood BusinessWorks
  - Loan funding for:
    - Small businesses
    - Owner/Operator-occupied development projects
    - Nonprofit organizations
  - **$50 Million**
  - Maryland Technology Development Corporation (TEDCO)
  - For various venture capital and startup programs
  - **$45 Million**
  - Maryland Small Business Development Financing Authority (MSB DFA)
  - Loan and equity funding for:
    - All small businesses unable to obtain adequate business financing on reasonable terms
    - Early-stage tech & life science companies
    - Economically underserved founders and communities
Financial Resources

Maryland’s State Small Business Credit Initiative (SSBCI) Program

Expression of Interest Form
The state of Maryland expects to open applications in the summer of 2022. Complete our Expression of Interest Form to get notified when funding is available and applications are being accepted.

Small Business   Lender

For more information
Contact: dhcd.ssbci@maryland.gov or 866-266-3558

https://dhcd.maryland.gov/Business/Pages/SSBCI.aspx
https://gomdsmallbiz.maryland.gov