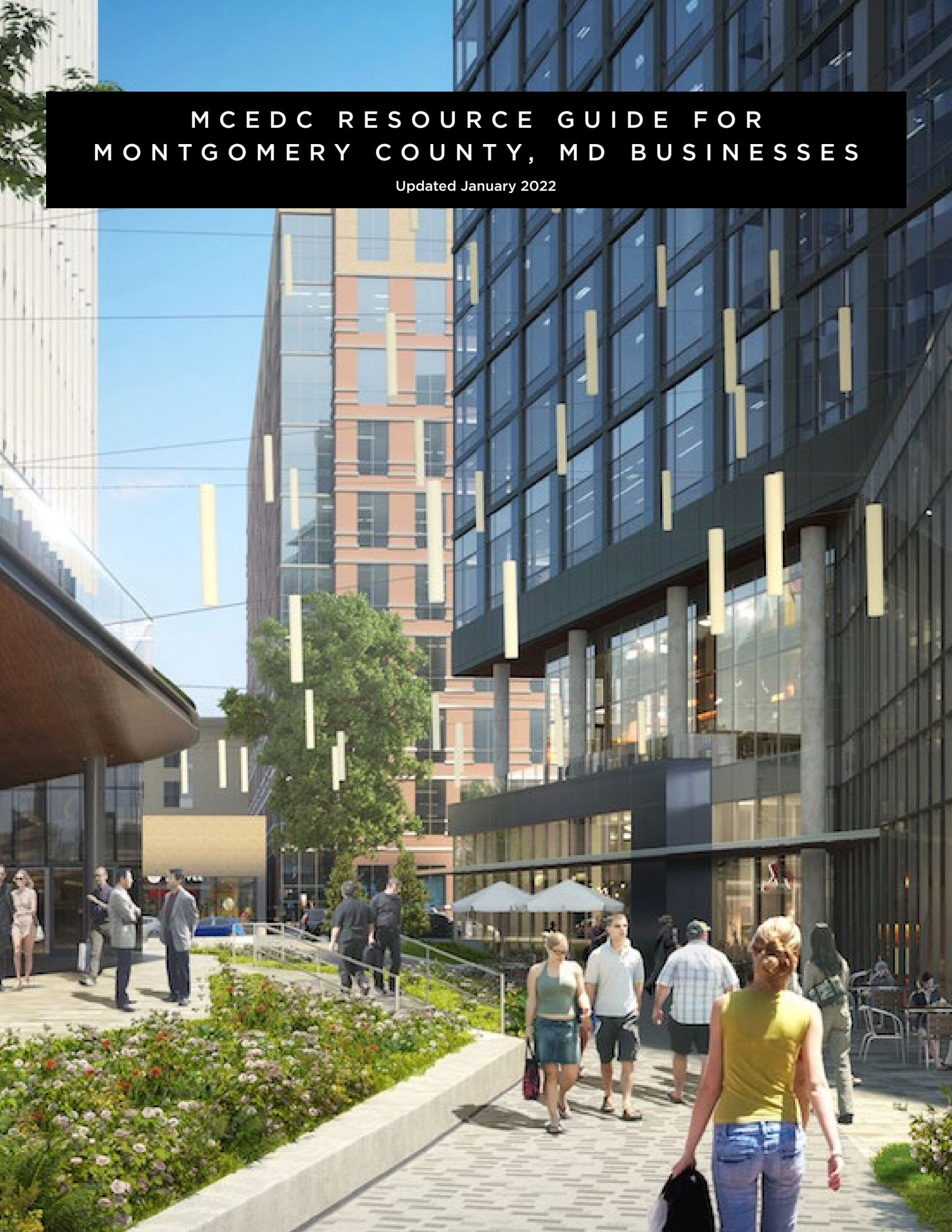

MCEDC RESOURCE GUIDE FOR MONTGOMERY COUNTY, MD BUSINESSES

Updated January 2022

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1. GENERAL

A. Resource Guides and Pages

i. Federal

1. Federal Trade Commission
   Directory to guide small businesses in data protection, developing ecommerce sites and avoiding online scams.
2. Harmonized Tariff Schedule
   Directory listing most products that can be imported along with descriptions, trade restrictions and dutiable rates.
3. Small Business and Self-Employed Tax Center
   Resource guide provided by the IRS to help small business owners learn all they need to know about the Federal tax implications of running a small business.
4. U.S. EXIM Bank
   Helps small and medium U.S. exporters with their international trade needs through finance, insurance, working capital, and loan guarantee products.
5. U.S. Export Solutions
   An International Trade Association database providing export assistance to make worldwide commerce achievable for your small or medium-sized business.
6. U.S. SBA Resource Guide
   Resource guide provided by the Small Business Administration to assist small business owners in starting and growing a business.
7. System for Award Management (SAM)
   The U.S. government site for people who make, receive, and manage federal awards and funding. Contract opportunities are listed for businesses to bid for federal contracts including pre-solicitation notices, solicitation notices, award notices, and sole source notices.

ii. State

1. Maryland Business Express
   Step-by-step guide to state resources for planning, starting, managing, and growing your business.
2. Maryland Department of Commerce
   Resource page describing the various requirements for and resources available to business owners in the State.
3. Maryland Business Rebooted Program
   A free educational program, taught by University of Maryland faculty experts, that informs about the latest business trends and strategies and sharpens key business skills.
4. UMD Smith School of Business Center for Global Business
5. University System of Maryland Resource Guide
   Describes resources available to entrepreneurs through the statewide university system.

iii. Local

1. Montgomery County Business Portal
   The County's Small Business Toolkit, including a dedicated Small Business Navigator and Business Starter Kits.
2. Montgomery County Economic Development Corporation (MCEDC)
   Public/private partnership that helps businesses start, grow, and expand in the County.
3. Visit Montgomery
   Advocates, promotes, and partners with local, county and state organizations and government officials to support tourism and businesses in the County.

iv. Other

1. Google for Small Business
   Personalized recommendations to improve your presence on Google Search and Maps in 5 minutes. Accelerate your digital presence with this digital toolkit.

B. Real Estate

i. Site Selection

1. MCEDC
   Find the best possible space or built-to-suit opportunities for your business in Montgomery County, whether it's shared office space or through a customized property search.

ii. Incubators and Shared Space

1. Bethesda Green Incubator
   For clean tech, environmental and social enterprise companies.
2. GovCon Incubator
   Business incubator and training program for government contracting businesses. Operated by OST Global Solutions, Inc.
3. International Innovation Center
   Provides international companies a soft-landing program to grow their U.S. business; operated by BioHealth Innovation, Inc.
4. The Nonprofit Village
   For nonprofit organizations and supporting industries. Nonprofit village broadens the capacity and increases sustainability of nonprofits through education, collaboration, and operational support within a shared workspace.
5. Maryland Energy Innovation Accelerator (MEIA)
   Virtual program that assists companies in commercializing innovative clean energy and climate-benefitting products via strategic partnerships, executives-in-residence, program management and professional services support.
6. Montgomery County Business Innovation Center Network
   County owned physical and virtual incubator system for emerging technology, cybersecurity and life science businesses.
7. Shared Office Spaces Directory
   Scroll to bottom of webpage.

iii. Funding Support Programs

1. OpenGrants
   Free searchable database of non-dilutive funding.
2. Financial Incentives, Maryland Department of Commerce
   State-based programs that include real-estate development support. Please reach out to MCEDC for assistance navigating.
3. **Gaithersburg Economic Development**
   a. Economic Development Toolbox
      Funding for new and existing businesses in the City that can be used for relocation, expansion, tenant fit-ups, demolition assistance, job training and more.
   b. HUBZone
      Via the Multifamily Investment Loan, the City encourages landlords to reinvest in older rental apartment buildings to create affordable housing opportunities for residents.
   c. Old Towne Enterprise Zone
      Provides real property and state income tax credits for businesses located in a Maryland enterprise zone in return for job creation and investments. Businesses may also qualify for personal property tax credits on new investment in personal property and enhanced income tax credit for creating new jobs.
3. Montgomery County MOVE Program
   Small businesses that occupy their first-class A or B office space or flex space with a wet lab in Montgomery County (<20,000 square feet) may receive a one-time $8/square foot incentive. Contact MCEDC.
4. **Rockville Economic Development**
   a. Rockville MOVE
      The City of Rockville has created programs intended to supplement the County's incentive. New businesses that move into Rockville or expand within the City may take advantage of an additional $4/square foot incentive.
   b. Business Expansion Fund
      Open to businesses currently located in the City looking to expand into a minimum of 1,000 square feet of space. The grant provides up to $5 per square feet for additional space occupied, up to $20,000.

C. Chambers and Resource Centers

i. Chambers of Commerce

1. Asian American Chamber of Commerce
2. **Clarksburg Chamber of Commerce**
   has joined forces with the Gaithersburg-Germantown Chamber to better serve their Upcounty businesses.
3. Gaithersburg-Germantown Chamber of Commerce
4. Greater Bethesda-Chevy Chase Chamber of Commerce
5. Greater Silver Spring Chamber of Commerce
6. Hispanic Chamber of Commerce Montgomery County
7. Maryland Black Chamber of Commerce
8. Montgomery County Chamber of Commerce
9. Montgomery County Small Business Association (MCSBA)
10. Olney Chamber of Commerce
11. Poolesville Area Chamber of Commerce
12. Potomac Chamber of Commerce
13. Rockville Chamber of Commerce
14. Wheaton & Kensington Chamber of Commerce

ii. Resource Centers

1. Business Solutions Group, Montgomery County
   County's resource specifically for local small businesses, helping them interact with County government.
2. Maryland Small Business Development Center (SBDC)
   As part of the U.S. Department of Small Business Administration Center, the Maryland SBDC focuses on advising, counseling, and training small businesses. Montgomery County is part of the Corridor Region.
3. Maryland Women's Business Center†
   Free or low-cost counseling and training to assist women who want to start, grow, and expand their small business.
4. U.S. Commercial Service
   Professionals with the International Trade Administration offer companies a full range of expertise in international trade, including regulation compliance, market research, and exports.
5. Maryland Procurement Technical Assistance Center
   Positions Maryland businesses to fully compete in the federal, state and local government procurement and contracting processes through training, counseling and bid-matching.
6. Consult Your Community†
   University of Maryland student group provides free consulting services to small businesses and startups in areas such as social media marketing, e-commerce transitions, product development, valuation, market research and analysis, and more. Small, minority and women-owned businesses are prioritized.

D. Entrepreneurial Training

i. All Small Mentor-Protégé program, SBA
A small business can learn from an experienced government contractor through the mentor-protégé program.

ii. InBusiness Program, Latino Economic Development Center (LEDC)
Training and 1:1 coaching to help new and existing enterprises with various business needs.

iii. Life Asset Business and Financial Training
Ongoing business and financial training for low-income entrepreneurs.

iv. Maryland SBDC
Offers a comprehensive range of low-cost and no-cost training for Maryland small businesses.

v. Montgomery College
Classes for business owners; the college also creates customized training programs for companies.

vi. SCORE
Mentors to help companies at each business stage.

† Available to women, veterans, LGBTQ+ and/or those living with differing disabilities.

E. Workforce Development

i. Talent Acquisition and Training

1. Career and Internship Services Center, The Universities at Shady Grove
   Connects employers to student applicants for internships or job placement.
2. Hispanic Business Foundation
   a. **ADD Us In**
      Builds cross-sectorial capacity for educational work experiences and jobs for youth and young adults with disabilities.
   b. **BEST**
      The Business Empowerment Center provides emerging and small businesses with the opportunity to network, attend webinars and seminars about marketing, business management, credits and loan education, County resources, labor law, taxes, and social media strategies.
   c. **PYI**
      The Partnership Youth Initiative is a youth mentorship/internship program that brings together business professionals and disadvantaged high school youth.
3. Montgomery College
   Connects companies to prospective interns and employees and provides customized workforce training.
4. Summer RISE, Montgomery County Public Schools (MCPS)
   3-week career exploration program for high school juniors and seniors; apply to become a host for students.
5. 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.
6. Apprenticeship program to train Government Business Development Specialists

ii. Training Funding

1. Maryland Business Works, Maryland Department of Labor
   1:1 matching grants to fund training of current workers. For companies with <500 employees. $4,500/year per employee with a $40,000/year company cap.
2. Partnership for Workforce Quality, Maryland Department of Commerce
   1:1 matching grants to fund up to 50% reimbursement of 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.

iii. Government Guides for Employers

1. **Federal**
   a. SBA
      A guide for hiring and managing employees including federal and state labor laws.
2. **State**
   a. Business Services, Maryland Department of Labor
      The Business and Employment Resource Center connects businesses to the state resources they need.

F. Access to Capital and Resources

i. Angel Funding

1. Dingman Center Angels
2. Basecamp Fund
   Early stage venture capital fund.

ii. Federal

1. Community Development Financial Institutions (CDFI)
   Promotes access to capital and local economic growth through mission-driven banks, credit unions, venture capital funds, and loan funds (from the U.S. Treasury).
   a. CDFI Banks
      Click “certified CDFIs” link to download the spreadsheet.

2. SBA Funding Resources Page
   Links to SBA's different types of funding assistance.
   a. Lending
      i. 504 Program
      ii. Lender Match
      iii. Lenders in Maryland
   b. Natural Resource Sales Assistance Program
      Program to assist Small Businesses acquire natural resources and surplus property from the Federal Government.
3. Federal Contracting Opportunities
   Search contracting opportunities.

iii. State

1. **Maryland Department of Commerce**
   a. Financial Incentives
      Database of funding programs for small businesses and companies in specific industries.
   b. 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.
   c. Small, Minority and Women-Owned Business Account–Video Lottery Terminal Fund (VLT)†
      Four administrators accept applications from Montgomery County businesses:
      i. FSC First, "Small Business Flex Fund"
      ii. Anne Arundel Economic Development Corporation (AADC), "The VOLT Fund"
      iii. Howard County Economic Development Corporation (HCEDA), "The Catalyst Fund"
      iv. Meridian Management Group (MMG), "Maryland Casino Business Investment Fund"
2. TEDCO
   A variety of advisory services and business and funding resources targeted to technology entrepreneurs.
3. Maryland Economic Development Corporation (MEDCO)
   Collaborates with partners and clients to finance and develop qualified public and private infrastructure projects to enhance the quality of life in Maryland.

iv. Local

1. Montgomery County Economic Development Grant and Loan Fund (Montgomery County Government)
   Financial Assistance to private employers who retain large numbers of jobs or stimulate significant new job creation in Montgomery County.
2. Montgomery County MOVE Program, MCEDC
   The Make Office Vacancy Extinct (MOVE) Program is designed to assist new business attraction and business formation in the County.
3. Montgomery County Green Bank
   Loans to companies for clean energy improvements, including HVAC upgrades that create safer environments for customers and employees.
4. **Debt Funding (Banks and Credit Unions)**
   a. Latino Economic Development Center
      Community Development Financial Institution (CDFI) lender.
   b. FSC First
      Specialized in engineering, food, hospitality, medical, IT, manufacturing and some retail industries; does not service nonprofits or startup biotechs.
   c. NIH Federal Credit Union
      Specialized in healthcare and biotech, but open to other industries.
   d. Skypoint Federal Credit Union
   e. Harbor Bank
   f. Fulton Bank
      Specializes in life sciences and other industries.

† Available to women, veterans, LGBTQ+ and/or those living with differing disabilities.

g. SECU

h. M&T Bank

i. Sandy Spring Bank
Numerous Montgomery County locations.

j. EagleBank
Montgomery County Small Business Plus Lender.

k. PNC Bank
Provides business counseling for entrepreneurs/early-stage businesses to prepare them for financing.

l. Capital Bank
Montgomery County Small Business Plus Lender.

m. Congressional Bank
Montgomery County Small Business Plus Lender.

2. DIVERSITY, EQUITY, AND INCLUSION ORIENTED RESOURCES

A. Entrepreneurs of Color

i. Resource Guides

1. Helping Maryland's Minority Business Owners
A collection of federal resources.

2. SBA

a. Resource Page for Federal Contracting Assistance Programs
Many programs are targeted towards Entrepreneurs of Color.

b. Resource Page for Native American Owned Businesses

ii. Entrepreneurial and Workforce Development and Training

1. Capital Region Minority Business Development Agency Business Center
Works with minority business enterprises to increase access to funding and contracting opportunities.

2. Entrepreneurship Center, Greater Washington Urban League
Offers counseling and training to help business owners start, grow, and expand businesses, with a specific focus on African American owned and operated businesses.

3. Hispanic Business Center
Provides counseling and training to help Hispanic small business owners start, grow, and expand businesses.

4. InBusiness, LEDC
Training and 1:1 coaching to help new and existing enterprises with various business needs.

5. Welcome Back Center of Suburban Maryland
Eliminates barriers for foreign-trained health professionals.

6. Financing Your Business
Assess your financing needs and discover financing options for your business.

iii. Funding

1. 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.

2. Small, Minority and Women-Owned Business Account–Video Lottery Terminal Fund (VLT)
Several loan programs prioritize supporting minority owned businesses.

3. TEDCO Builder Fund
A pre-seed fund and mentorship to support tech enabled businesses created by socially disadvantaged entrepreneurs.

4. Black Angel Tech Fund
Started by successful Black entrepreneurs providing resources to Black-owned startups.

5. DiverseCity Ventures
Invests in startups and focused on socio-economic, environmental, geographic, and cultural diversity.

6. EchoVC Partners
Tech-focused venture capital firm focusing on early-stage VC investing in women, POC and underrepresented/under served markets.

7. MaC Venture Capital
   Supports early-stage startups and focused on minority-owned startups.
8. Harlem Capital Partners
   Focused on early stage minority-owned startups that aim to enhance financial, marketing and operational experiences.
9. Basecamp
   Early stage venture capital fund.
10. Funding Circle
    Online small business lender.
11. Racial Equity Capital Fund (RECF)
    Exelon Foundation partnership, which expands access to capital to minority businesses so they can create more jobs, grow their companies, and reinvest in their neighborhoods and communities.
12. **Venture Capital**
    - The MIDAS List
      Forbes Best VC Investors List 2021.
    - W Fund
    - RareBreed VC
    - Backstage Capital
    - BBG Ventures
      Invests in women-owned companies.
    - Operator Collective
      Invests primarily in b2b companies where the leadership team can be helped to accelerate, grow, and scale.
    - Techstars
      Accelerators and investors.
    - Black Girl Ventures
      A monthly pitch competition for minority female entrepreneurs.
    - Beta Boom
      Funds tech entrepreneurs from overlooked communities. Investment and mentorship.
    - 51 VCs Who Want to Invest in Women, Black and Latinx, and LGBTQ+ Founders
13. **Lawyers with Small Business/Women Focus**
    - Legal Services Assistance, Latino Economic Development Center
      Program to provide legal consultation.

iv. Contracting

1. **Federal**
   a. Disadvantaged Business Enterprise (DBE) Program, Department of Transportation†
      Offers small businesses owned and operated by socially and economically disadvantaged individuals the opportunity to compete for federally funded highway, transit, and airport contracts.
   b. Office of Small and Disadvantaged Business Utilization (OSDBU)†
      Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSDBU. Search "OSDBU" and the name of the agency that you wish to work with (i.e., HHS, Veteran's Affairs, DOT, USDA, EPA, etc.).
   c. **SBA**
      i. 8(a) Business Development Program
         Certified businesses can compete for set-aside and sole-source government contracts.
      ii. Historically Underutilized Business Zone (HUBZone) Program
         Federal contracting certification program for companies operating in designating HUBZones.
      iii. Resource Page for Federal Contracting Assistance Programs
         Many programs are targeted towards Women and Minority Entrepreneurs.
2. **State**
   a. Office of Minority Business Enterprise, State of Maryland
      Official certifying agency for Maryland contracting opportunities.
   b. Maryland Procurement Technical Assistance Center
      Positions Maryland businesses to fully compete in the federal, state and local government procurement and contracting processes through training, counseling and bid-matching.

† Available to women, veterans, LGBTQ+ and/or those living with differing disabilities.

3. **Local**

   a. Minority, Female, and Disabled-Owned Businesses Program, Montgomery County
   Official certifying agency for Montgomery County contracting opportunities.

4. **Private Sector**

   a. MBE Certification Program, National Minority Supplier Development Council (NMSDC)
   NMSDC connects certified minority-owned suppliers with corporate members looking for MBEs to work with for vending needs.

v. Affinity Chambers of Commerce

1. **African American Chamber of Commerce**
2. Asian American Chamber of Commerce
3. Capital Region Minority Supplier Development Council
4. Hispanic Chamber of Commerce-Montgomery County
5. Maryland Black Chamber of Commerce
6. Maryland Hispanic Chamber of Commerce
7. U.S. Guatemala Chamber of Commerce
8. U.S. Minority Chamber of Commerce

B. Women

i. Resource Guides

1. **SBA**

   a. Resource Page for Federal Contracting Assistance Programs
   Many programs are targeted to Women and Minority Entrepreneurs.

   b. Resource Page for Women Owned Businesses

ii. Entrepreneurial and Workforce Development and Training

1. Maryland Women's Business Center
   Free or low-cost counseling and training to assist women who want to start, grow, and expand their small business.
2. The Power Conference
   Montgomery County's largest and most established annual women's business conference.
3. View from the E-Suite Women's Entrepreneur Conference
   Annual conference with an entrepreneur track.

iii. Funding

1. 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.
2. Small, Minority and Women-Owned Business Account Video Lottery Terminal Fund (VLT)
   Several loan programs with a priority to support minority owned businesses. All have targeted service areas, but any company in Maryland is eligible to apply to any program.
3. TEDCO Builder Fund
   A pre-seed fund and mentorship to support tech enabled businesses created by socially disadvantaged entrepreneurs.

iv. Contracting

1. **Federal**

   a. Women-Owned Small Business Federal Contracting program, SBA
   Programs are targeted towards Women Entrepreneurs.

2. **State**

   a. Office of Minority Business Enterprise, State of Maryland
   Official certifying agency for Maryland contracting opportunities.

3. **Local**

   a. Minority, Female, and Disabled-Owned Businesses Program, Montgomery County
   Official certifying agency for Montgomery County contracting opportunities.

4. **Private Sector**

   a. Women's Business Enterprise Program, Women's Business Enterprise National Council (WBENC)
   Facilitates partnerships between certified WBEs and corporate partners.

v. Affinity Chambers of Commerce and Development Centers

1. Maryland Women's Business Center
2. U.S. Women's Chamber of Commerce
3. Women Business Owners of Montgomery County

C. Veterans

i. Resource Guides

1. Resource Guide, Maryland Department of Veterans Affairs
   Lists programs and resources available to veterans through the state of Maryland.
2. Resource Page for Veteran-Owned Businesses, SBA
   Offers support and resources for veterans through funding programs, training, and contracting opportunities.
3. Buy Veteran
   One-stop shop to find Veteran-Owned Businesses in your area. Search our directory of members to find and support Veteran-Owned Businesses across the country!

ii. Entrepreneurial and Workforce Development and Training

1. Veterans Business Outreach Center
   Provides entrepreneurial development services and referrals for eligible veterans owning or considering starting a small business.

iii. Funding

1. **Federal**
   a. 7(a) Veterans Advantage Loan Program, SBA
2. **State**
   a. Military Personnel and Veteran-Owned Small Business Program (MPVOLP)
   The state offers loans to businesses owned by military reservists, veterans, National Guard personnel.

iv. Contracting

1. **Federal**
   a. Service-Disabled Veteran-Owned Small Business Program, SBA†
   Qualifying businesses are eligible to compete for the program's set-aside contracts.
   b. Vets First Contracting Program, U.S. Department of Veterans Affairs
   Allows veteran and service-disabled veteran controlled firms the opportunity to apply for earmarked and sole source contracts with the Federal Government.
2. **Local**
   a. Minority, Female Disabled-Owned Businesses Program (MFD)
   The Office of Procurement accepts the Veteran Administration's Service-Disabled Veteran Owned Small Business certification in the MFD program.

D. LGBTQ+

i. Resource Guides

1. Resource Page for LGBTQ+ Owned Businesses, SBA

ii. Contracting

1. **Federal**
   a. 8(a) Business Development Program, SBA
   Certified businesses can compete for set-aside and sole-source government contracts.
   b. Disadvantaged Business Enterprise (DBE) Program, Department of Transportation†
   Offers small businesses owned and operated by socially and economically disadvantaged individuals the opportunity to compete for federally funded highway, transit, and airport contracts.
2. **Private Sector**
   a. Certified LGBT Business Enterprise Program
   Run by the National LGBT Chamber of Commerce and connects certified suppliers with allied business owners.

† Available to women, veterans, LGBTQ+ and/or those living with differing disabilities.

iii. Affinity Chambers of Commerce

1. Maryland LGBT Chamber of Commerce
2. National LGBT Chamber of Commerce

E. Those Living with Differing Abilities

i. Contracting

1. **State**
   a. Office of Minority Business Enterprise, State of Maryland
   Official certifying agency for Maryland contracting opportunities.
2. **Local**
   a. Minority, Female, and Disabled-Owned Businesses Program, Montgomery County
   Official certifying agency for Montgomery County contracting opportunities.

3. INDUSTRY AND SECTOR SPECIFIC RESOURCES

A. Life Sciences and Technology

i. Resource Guides and Organizations

1. Cybersecurity Association of Maryland
   Resource guide provided to assist Cybersecurity companies in learning more about various State resources available to them.
2. Maryland Tech Council
   Sign up here for their newsletter. Mentoring with MD Tech Council.
3. University System of Maryland
   Resource guide provided by the University System of Maryland to assist individuals with understanding what resources are available to entrepreneurs through the System.
4. Visit Montgomery
   Customized Montgomery County meeting accommodations planning for life science companies.

ii. Incubators and Shared Space

1. Germantown, Rockville and Silver Spring Innovation Centers
   - **Rockville Innovation Center**
     For technology companies, including international companies, looking for a soft- landing and professional service companies in the advanced technology sectors. Virtual space available
   - **Silver Spring Innovation Center**
     For advanced technology businesses. Virtual space available
   - **Germantown Innovation Center**
     For life science companies looking for wet lab space; academic partnership with Montgomery College available. Virtual space available For life science companies looking for move-in ready lab/office modules, one-year lease agreements, and access to market research databases. Operated jointly by Alexandria Real Estate Equities and BioHealth Innovation.
2. Alexandria LaunchLabs
   For life science companies looking for move- in ready lab/office modules, one-year lease agreements, and access to market research databases. Operated jointly by Alexandria Real Estate Equities and BioHealth Innovation.

iii. Entrepreneurial and Workforce Development, Training, Training Grants and Incentives

1. Advisory Services, TEDCO
   A set of services, initiatives, and resources provided by the State of Maryland to accelerate the development and growth of technology-based startups.
2. Maryland Technology Internship Program
   Administered by UMBC and funded by the State of Maryland, the program offers financial assistance to technology-based businesses, as well as state and local agencies, to hire more interns.
3. Pathfinder Innovation Program
   A series of education sessions and 1:1 consulting hours held throughout the County by BioHealth Innovation and Launch Workspaces.
4. Venture Mentoring Services, Maryland Tech Council
   Team mentoring for tech product companies using the MIT model. MCEDC funds this program and provides mentors.
5. Universities at Shady Grove Translational Life Sciences and Technology Program
6. Montgomery College Biotechnology Programs

7. Bio-Trac Training Program
8. University of Maryland Medical School Postdoctoral Scholars
9. University of Maryland Postdoctoral Scholars
10. Johns Hopkins University Phutures
11. Johns Hopkins University Hire Hopkins
12. NIH Office of Intramural Training and Education
13. Towson University Career Center
14. Workforce Genetics
15. BioBuzz Job Board
16. SciPhD
17. Maryland Apprenticeship and Training Program
18. Partnership for Workforce Quality Training Grants
    A matching training grant program for manufacturers and technology companies.
19. Maryland Business Works
    An incumbent worker training program.
20. Maryland Technology Internship Program (MTIP)
21. Worksource Montgomery
    Montgomery County's workforce agency, providing free or low-cost services to employers including job fairs and employee searches.

iv. Funding

1. **State**
   a. Maryland Department of Commerce
      Specific incentives programs for technology-based businesses. View Maryland BioHealth Directory.
   b. Maryland Momentum Fund
      For early-stage companies associated with the University System of Maryland. This equity financing requires a 1:1 match from a third-party investor.
   c. TEDCO
      Variety of programs that funds that invest in tech-enabled startups and early stage companies.
   i. Investment Readiness Assessment Tool
      This is a tool to help entrepreneurs gauge what their business needs are, and which TEDCO resources are best for them.
2. **Local**
   a. Biotechnology Investor Incentive Program
      Supplemental grant available to investors of biotechnology companies located in Montgomery County that received tax credits from the Maryland Biotechnology Investment Incentive Tax Credit Program.
   b. Cybersecurity Tax Credit Supplement Program
      Supplemental grant available to investors of biotechnology companies located in Montgomery County that received tax credits from the Maryland Cybersecurity Tax Credit Program.
   c. SBIR/STTR Matching Grant Program
      Matching grant program for Montgomery County based companies who have been awarded a Phase 1 or 2 SBIR or STTR grant for projects in the life sciences, biotech and medical research sectors.
3. **Private**
   a. Asahi Kasei Pharma Open Innovation Program
      Open innovation platform to recruit candidates for research collaborations with Asahi Kasei Pharma related to drug discovery.
   b. Hibiscus Capital Management
      Invests in biotech companies that advance novel therapeutic and diagnostic approaches for patients who currently have no therapeutic options.
   c. Johns Hopkins University Turner MIINT Team
      Annually sources mission-driven businesses with a measurable, beneficial social or environmental impact alongside a financial return and a lead investor for a potential $50K investment.

4. **Non-Dilutive Funding**

   a. The AIM-HI Accelerator Fund
   An independent 501(C)(3) nonprofit organization, established with an initial grant from the National Foundation for Cancer Research with the vision to accelerate the translation of cancer drug discoveries by investing in seed-stage companies.

   b. TEDCO Maryland Stem Cell Research Fund
   Six programs (Launch, Discovery, Validation, Commercialization, Clinical and Post-doctoral Fellowships) to accelerate research and commercialization of human stem cell-based technologies. For eligibility and to apply visit MSCRF funding opportunities.

   c. The Small Business Innovation Research (SBIR)
   Early stage capital to commercialize technology that aligns with NIH's health missions.

5. **Dilutive Funding**

   a. Panoramic Ventures

6. **Investment Capital**

   a. Epidarex Capital

   b. Canaan Partners

   c. Catalio Capital Management

   d. Hatteras Venture Partners

   e. RA Capital

   f. Town Hall Ventures

v. Technology Transfer

1. MCEDC
   Many government agencies including NIST, NIH, NCI, and the U.S. Army Research Lab (ARL) 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.

2. TEDCO
   Connect companies to state and federal resources.

3. Federal Lab Consortium (FLC)
   Information about the federal tech transfer process, technology search tools, and agency contacts.

4. BioHealth Innovation

5. Maryland Tech Council Venture Mentoring Services (MTCVMS)

6. Healthworx

7. University of Maryland, NIST, Institute for Bioscience & Biotechnology Research

8. Maryland International Incubator (MI2)

vi. Technology Commercialization

1. DefTech Commercialization Center, Maryland Department of Commerce
   Helps license the technology and/or access the expertise, facilities, and equipment available through the DoD research labs.

2. Federal Lab Consortium (FLC)
   Information about the federal tech transfer process, technology search tools, and agency contacts.

3. Maryland Industrial Partnerships Program (MIPS)
   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%.

4. TEDCO
   Mentoring for start-up companies working to commercialize their technology.

5. UM Ventures, University System of Maryland
   Initiative to commercialize university discoveries, and create economic impact by engaging partners in industry and social ventures.

6. BioNeex
   Exchange platform to facilitate codevelopment of drug candidates.

vii. Conferences and Trade Shows

1. BIO International Conference
   Largest life science conference in the world. Maryland and Montgomery County partner to provide opportunities for County companies at BIO; contact MCEDC for details.

2. Maryland Life Sciences Bio Innovation Conference
3. BioHealth Capital Region Forum

viii. Other

1. NEXT by Shulman Rogers
   Fixed-price legal service packages and fixed monthly pricing to specifically designed for entrepreneurs and startups.

ix. University/Community College Assets

1. Universities at Shady Grove
2. Montgomery College Biotechnology Program

x. Women in Bio

1. Women in Bio (WIB)
   Membership organization for women in life sciences companies, academic institutions, government agencies and support firms.

xi. Supply Chain

1. BioPharm Guy
   a. 640 Antibody Companies—Research & Therapeutic
   b. Explore our Biotech Company Database by Business Type, Region or Start-up Year

xii. Life Science Real Estate Contacts

1. Scheer Partners
2. JLL Life Sciences
3. Alexandria Real Estate
4. CBRE
5. Coakley & Williams Construction
6. **Facility Design and Project Management**
   - CRB
   - Facility Logix

xiii. Service Providers

1. **CRO's in MoCo**
   - Amarex
   - Navitas
   - Emmes
   - DLH Corp
   - DP Clinical
   - ABL, Inc.
   - Maxim Biomedical, Inc.

2. **Law Advice**
   - IP Law Advice
     "Why you need an IP strategy in place before listing an IPO."
   - FITCH EVEN
     Fitch, Even, Tabin & Flannery LLP
     kcolton@fitcheven.com

B. Government Contracting

i. Federal

1. Capital Region Minority Business Development Agency Business Center
   Works with minority business enterprises to increase access to funding and contracting opportunities.
2. Disadvantaged Business Enterprise (DBE) Program, Department of Transportation
   Offers small businesses owned and operated by socially and economically disadvantaged individuals the opportunity to compete for federally funded highway, transit, and airport contracts.
3. Maryland Procurement Technical Assistance Program (MDPTAC)
   Provides technical assistance to businesses that want to sell products and services to federal, state, and/or local governments.
4. Office of Small and Disadvantaged Business Utilization (OSDBU)
   Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSDBU. Search "OSDBU" and the name of the agency that you wish to work with (i.e., HHS, Veteran's Affairs, DOT, USDA, EPA, etc.).
5. **SBA**
   a. 8(a) Business Development Program
      Certified businesses can compete for set-aside and sole-source government contracts.
   b. Historically Underutilized Business Zone (HUBZone) Program
      Federal contracting certification program for companies operating in designating HUBZones.

c. Resource Page for Federal Contracting Assistance Programs
Many programs are targeted towards Women and Minority Entrepreneurs.

d. Service-Disabled Veteran-Owned Small Business Program, SBA
Qualifying businesses are eligible to compete for the program's set-aside contracts.

e. Women-Owned Small Business Federal Contracting program, SBA
Programs are targeted towards Women Entrepreneurs.

6. Vets First Contracting Program, U.S. Department of Veterans Affairs
Allows veteran and service-disabled veteran-controlled firms the opportunity to apply for earmarked and sole source contracts with the Federal Government.

ii. State

1. Financial Incentives, Maryland Department of Commerce
Database of funding programs for small businesses and companies in specific industries.

2. Office of Minority Business Enterprise, State of Maryland
Official certifying agency for Maryland contracting opportunities.

iii. Local

1. Local Small Business Reserve Program, Montgomery County (LSBRP)
County departments award 25 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.

2. Minority, Female, and Disabled-Owned Businesses Program, Montgomery County
Official certifying agency for Montgomery County contracting opportunities.

3. Local Business Subcontracting Program
The County established a subcontracting goal for local businesses in large procurement contracts.

4. Local Business Preference Program
LBPP is a local program that means Montgomery County-based businesses will receive an extra 10% preference points on proposals.

iv. Private Sector

1. Certified LGBT Business Enterprise Program
Run by the National LGBT Chamber of Commerce and connects certified suppliers with allied business owners.

2. GovCon Incubator
Business incubator and training program for government contracting businesses.

3. MBE Certification Program, National Minority Supplier Development Council (NMSDC)
NMSDC connects certified minority-owned suppliers with corporate members looking for MBEs to work with for vending needs.

4. Women's Business Enterprise Program, Women's Business Enterprise National Council (WBENC)
Facilitates partnerships between certified WBEs and corporate partners.

C. Nonprofits

i. Federal

1. IRS Charities and Nonprofits Page
General resource for federal income tax exempt organizations.

2. National Council of Nonprofits

a. Tools & Resources

b. Fundraising

c. Employment & HR

d. Audit Guide

3. ASAE: The Center for Association Leadership
Organization of Trade Association Executives.

ii. State

1. Nonprofit Registration and Exemptions
   Resource guide prepared by the Maryland Secretary of State's office to guide nonprofits on legal and regulatory processes for incorporation, solicitation registration, and obtaining various tax exemptions.
2. Maryland Nonprofits
   Various resources, training, advisement, and other support services for nonprofits in the State.
3. Maryland Economic Development Corporation (MEDCO)
   Collaborates with partners and clients including nonprofit organizations to finance and develop qualified public and private infrastructure projects to enhance the quality of life in Maryland.

iii. Local

1. Volunteer Center
   County resources for nonprofits including workshops, toolkits, and volunteer matching.
2. NonProfit Montgomery
   A membership organization of leaders of nonprofit organizations serving or doing business in Montgomery County, MD. Administers "Montgomery Moving Forward"—to define community problems and work as a community to solve them.
   a. Financial Reporting and Management Institute (FIRM)
      Workshops focused on strengthening the partnership between staff and board in managing nonprofit organizations for financial sustainability.
3. Nonprofit Village
   An affordable coworking and collaborative environment specifically for nonprofits and their supporting industries. Provides assistance via capacity building, educational workshops and seminars, referrals to resources, and back office service discounts. Also runs the SOAR incubation program for start-up nonprofits that often recently attained or will soon attain charitable status.
4. Nonprofit Development Center (NDC)
   Assistance for early-stage nonprofits including 1 on 1 coaching from experts, educational resources, customizable templates, and development/fundraising assistance.

iv. Other

1. GuideStar
   Informational database for the nonprofit sector.

v. Funding

1. Maryland State Grants
   A comprehensive list of grants offered by the state of Maryland. These are offered by various departments ranging from the Maryland Higher Education Commission, State Arts Council, Department of Commerce, Department of Natural Resources, and more.
2. Maryland Grants Available from Government and Foundation Sources
   List of grants offered by both public and private sources in Maryland. This database is also searchable by grant interest category such as disabilities, scholarship, domestic violence, environment, and more.
3. Foundation Grants
   A list of grants offered exclusively by private foundations. These include family foundations, corporate foundations, association foundations, and other private foundations.
4. Montgomery County Community Services Grants Program
   Grants of up to $10,000 are available to support health and human service projects that promote a safe, healthy, and self-sufficient community.
5. Greater Washington Community Foundation
   a. Community Impact Funds
      - Children's Opportunity Fund: Public-private-partnership with Montgomery County Government and Schools to improve the lives of low-income children and families in the county.

- Sharing Montgomery: Provides grants to 501(c)(3)s serving low-income children, youth, adults, families, and/or seniors living in Montgomery County.
- Fund for Children, Youth, and Families: Fund initiatives that address stable homes and stable families, foster care and adoption, and academic and career success.
- Catalyst Fund: Support for partners focused on wealth-building and entrepreneurship among low-income residents of color through microloans, small business training, and support for micro-enterprise development.
- Environmental and Preservation Fund: Support nonprofits with a track record in preserving, protecting, or encouraging sustainable use of natural or built environments in the DC region particularly those affecting low-income communities. This includes preserving historic places and neighborhood diversity, equitable access to natural resources, conservation, or education and advocacy for environmental issues.
- Workforce Development Collaborative: Fund programs and policies that enable people to increase their skills, credentials, employment and wages with an emphasis on eliminating income gaps based on race and gender. Also work to expand benefits for low-income families such as paid family and medical leave, affordable childcare, and minimum wage increase.

b. **Open Grant Opportunities**
One-time grant funds available multiple times a year. There are about three or four funds available each year and each with their own unique purpose.

c. **Maryland Nonprofit Interest-Free, Micro Bridge Loan (NIMBL)**
This interest free micro bridge loan program and fund supports the operations of nonprofit entities.

D. Hospitality and Hospitality Tech

i. State

1. **Foodservice and Hospitality Training with Restaurant Association of Maryland**
   a. ServSafe® is a nationally recognized food safety training and certificate program.
   b. RAM Alcohol is Maryland specific responsible alcohol awareness certification.
   c. Hazard Analysis Critical Control Point (HACCP) plans are required for all foodservice facilities in Maryland.
2. AHLA Foundation
   Hiring portal, assistance with diversity and inclusion initiatives and more.

ii. Local

1. **Education Tracks from Montgomery County School System**
   a. Foundation for Hospitality and Restaurant Management
   b. Hospitality Management

iii. Hospitality Tech Funds

1. JetBlue Technology Ventures
   The venture capital arm of JetBlue Airways with a growing portfolio of startups innovating in the travel industry.
2. Revolution Ventures
   Focuses on early-stage venture capital investments in technology-enabled businesses that disrupt existing, multi-billion dollar industries.

E. Real Estate

i. Federal

1. Corenet–Mid Atlantic Chapter
   Industry association representing executives with strategic responsibility for the real estate assets of large corporations. Composed of real estate professionals based in the Greater Washington area.
2. International Council of Shopping Centers (ICSC)
   Membership organization serving retail real estate professionals.

3. Building Owners and Managers Association International (BOMA)
4. NAIOP
   Commercial real estate development association.
5. Urban Land Institute (ULI)
   Network of cross-disciplinary real estate and land use experts.
6. African American Real Estate Professionals
   Career building, mentorship and community outreach as well as education on the real estate profession.

ii. State

1. Greater Capital Area Association of REALTORS
   Real estate industry association.
2. The Maryland Association of Realtors Inc.
   Real estate industry association.
3. Maryland Real Estate Commission
   State of Maryland real estate license examinator and regulator.
4. Apartment and Office Building Association of Metropolitan Washington
   Industry association providing advocacy, professional development and information exchange.
5. Maryland Building Industry Association
   Industry association representing home builders, remodelers, developers and affiliate professional and service providers in Maryland.

iii. Local

1. Montgomery County Department of Housing and Community Affairs
   Licensing, registration and other information for Rental Housing businesses.

iv. Real Estate Tech Funds

1. NFX Capital
   NFX Capital is a seed stage venture fund.
2. Fifth Wall
   Fifth Wall is the largest venture capital firm focused on the global real estate industry and property technology.

F. Defense

i. Federal

1. System for Award Management (SAM)
   The US government site for businesses that receive, manage, and make federal funding and awards. Contract opportunities are listed for businesses to bid for federal contracts including pre-solicitation notices, solicitation notices, award notices, and sole source notices.
2. **Small Business Programs for Military Contractors (OSDBU)**
   Provide small businesses with maximum opportunity to participate in prime contract and subcontract levels.
   a. Defense Contract Management Agency (DCMA)
   b. Defense Information Systems Agency (DISA)
   c. Defense Logistics Agency (DLA)
   d. Air Force
      Small Business Specialists
   e. Army
   f. Department of Defense
      - Army
      - Navy
      - Air Force
      - NAVSEA Small Business Industry Day slides
      - NASA
      - Department of Homeland Security
      - Comprehensive list of contacts for OSDBUs
   g. Maryland Small Businesses Development Center
      Free individualized consulting fromfor startups to established businesses.
   h. Women-Owned Small Business Federal Contracting Program
      Contracts for specific industries where women-owned small businesses are underrepresented. Some contracts are restricted further to economically disadvantaged women-owned small businesses.

i. Maryland's Veteran Institute for Procurement (VIP)
A veteran entrepreneurship program that specifically addresses federal procurement and veteran-owned small businesses (VOSB) seeking to enter or expand their business to the federal market. VIP offers 4 accelerator programs for veteran owned small businesses at no cost to participants.

- VIP Aerospace: Certification program for VOSBs to increase their ability to win government contracts in the aerospace industry.
- VIP International: Certification program for VOSBs to diversity for expand federal and commercial contracting opportunities overseas.

j. Defense Contract Management Agency (DCMA)
The Agency provides contract administration services for the Department of Defense, other federal organizations and international partners, and is an essential part of the acquisition process from pre-award to sustainment.

k. SBA Small Business Resource Guide
Provides funding programs, contracting assistance, and local business assistance.

4. OTHER ECONOMIC DEVELOPMENT AGENCIES AND CENTERS

A. Federal

i. Capital Region Minority Business Development Agency Business Center
Works with minority business enterprises to increase access to funding and contracting opportunities.

ii. Community Development Financial Institutions (CDFI)
Promotes access to capital and local economic growth through mission-driven banks, credit unions, venture capital funds, and loan funds.

iii. Maryland Procurement Technical Assistance Program (MDPTAC)
Provides technical assistance to businesses that want to sell products and services to federal, state, and/or local governments.

iv. SBA

1. Certified Development Companies
Nonprofit corporations certified and regulated by the SBA which work with participating lenders to provide financing to small businesses-particularly around the 504 program. Local CDC's Include
   a. Business Finance Group Inc.
   b. Chesapeake Business Finance Corporation
   c. FSC First

v. SCORE
Mentors to help companies at each business stage.

vi. U.S. Commercial Service
Professionals with the International Trade Administration offer companies a full range of expertise in international trade, including regulation compliance, market research, and exports.

vii. U.S. Bureau of Economic Analysis
BEA's economists produce some of the world's most closely watched statistics, including the U.S. gross domestic product (GDP), state, local, foreign trade, investment and industry data.

viii. Veterans Business Outreach Center
Provides entrepreneurial development services and referrals for eligible veterans owning or considering starting a small business.

B. State

i. Maryland Agricultural and Resource Based Industry Development Corporation (MARBIDCO)
Helps Maryland agricultural businesses through financial services, business planning and resources.

ii. Maryland Department of Commerce
Business resources, funding opportunities, and tax incentives to help your business.

1. Funding and Incentives
2. General Business Resources
3. 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.

iii. Maryland Small Business Development Center (SBDC)
As part of the U.S. Department of Small Business Administration Center, the Maryland SBDC focuses on advising, counseling, and training small businesses. Montgomery County is part of the Corridor Region.

iv. TEDCO
A variety of advisory services and business and funding resources targeted to technology entrepreneurs.

v. Maryland Women's Business Center
Free or low-cost counseling and training to assist women and who want to start, grow, and expand their small business.

C. Local

i. Gaithersburg Office of Economic & Business Development

ii. MCEDC

iii. Rockville Economic Development, Inc. (REDI)

iv. Takoma Park Economic Development

v. Montgomery County Office of Procurement

To learn more about growing your business in Montgomery County, reach out to us: connect@thinkmoco.com.

To be added as a resource to the MCEDC Resource Guide for Montgomery County, Maryland Businesses or for edits to current resources, contact us: connect@thinkmoco.com.

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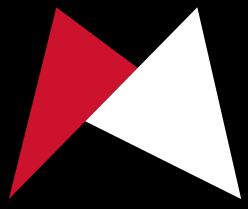

MONTGOMERY COUNTY
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