

MCEDC RESOURCE GUIDE FOR
MONTGOMERY COUNTY, MD BUSINESSES





MCEDC RESOURCE GUIDE TABLE OF CONTENTS

1. GENERAL	3
A. Resource Guides and Pages	3
i. Federal	3
ii. State	3
iii. Local	3
iv. Other	3
B. Real Estate	3
i. Site Selection	3
ii. Incubators and Shared Space	3
iii. Funding Support Programs	4
C. Chambers and Resource Centers	4
i. Chambers of Commerce	4
ii. Resource Centers	4
D. Entrepreneurial Training	5
E. Workforce Development	5
i. Talent Acquisition and Training	5
ii. Training Funding	5
iii. Government Guides for Employers	6
F. Access to Capital	6
i. Federal	6
ii. State	6
iii. Local	6
2. DIVERSITY, EQUITY, AND INCLUSION ORIENTED RESOURCES	7
A. Entrepreneurs of Color	7
i. Resource Guides	7
ii. Entrepreneurial and Workforce Development and Training	7
iii. Funding	7
iv. Contracting	7
v. Affinity Chambers of Commerce	8
B. Women	8
i. Resource Guides	8
ii. Entrepreneurial and Workforce Development and Training	8
iii. Funding	8
iv. Contracting	8
v. Affinity Chambers of Commerce and Development Centers	9
C. Veterans	9
i. Resource Guides	9
ii. Entrepreneurial and Workforce Development and Training	9
iii. Funding	9
iv. Contracting	9
D. LGBTQ+	9
i. Resource Guides	9
ii. Entrepreneurial and Workforce Development and Training	9
iii. Contracting	10
iv. Affinity Chambers of Commerce	10
E. Those Living with Differing Abilities	10
i. Contracting	10
3. INDUSTRY AND SECTOR SPECIFIC RESOURCES	10
A. Life Sciences and Technology	10
i. Resource Guides	10
ii. Entrepreneurial and Workforce Development and Training	10
iii. Funding	10
iv. Technology Transfer	11
v. Technology Commercialization	11
B. Government Contracting	11
i. Federal	11
ii. State	12
iii. Local	12
iv. Private Sector	12
C. Non-Profits	13
i. Federal	13
ii. State	13
iii. Local	13
iv. Private Sector	13
4. OTHER ECONOMIC DEVELOPMENT AGENCIES AND CENTERS	13
A. Federal	13
B. State	14
C. Local	14
CONTACT US	14



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.

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. [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. [VisitMontgomery](#)
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](#)
Gives personalized recommendations to improve your presence on Google Search and Maps in 5 minutes. Accelerate your digital presence with their digital toolkit.

B. Real Estate

i. Site Selection

1. [MCEDC](#)
Find the best possible space for your business in Montgomery County, whether it's shared office space or through a customized property search.

ii. Incubators and Shared Space

1. [Alexandria LaunchLabs](#)
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. [Bethesda Green](#)
For clean tech, environmental and social enterprise companies.
3. [Germantown Innovation Center](#)
For life science companies looking for wet lab space; academic partnership with Montgomery College available.
4. [GovCon Incubator](#)
Business incubator and training program for government contracting businesses. Operated by OST Global Solutions, Inc.



5. [International Innovation Center](#)
Provides international companies a soft-landing program to grow their U.S. business; operated by BioHealth Innovation, Inc.
6. [Rockville Innovation Center](#)
For technology companies, including international companies, looking for a soft-landing and professional service companies in the advanced technology sectors.
7. [Silver Spring Innovation Center](#)
For advanced technology businesses.

iii. Funding Support Programs

1. [Financial Incentives, Maryland Department of Commerce](#)
State-based programs that include real-estate development support. Please reach out to MCEDC for assistance navigating these programs.
2. Gaithersburg Economic Development
 - a. [Economic Development Toolbox](#)
Funding for 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 with 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](#)
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. [Olney Chamber of Commerce](#)
10. [Poolesville Area Chamber of Commerce](#)
11. [Potomac Chamber of Commerce](#)
12. [Rockville Chamber of Commerce](#)
13. [Wheaton & Kensington Chamber of Commerce](#)

ii. Resource Centers

1. [Business Solutions Group, Montgomery County](#)
County's resource specifically for local small businesses, helping them interacting 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 to low cost counseling and training to assist women and 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.

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. Mentors and protégés in the All Small program can form joint ventures that can qualify for [set-aside contracts](#).

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.

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 business 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 together.

3. [Montgomery College](#)

Connects companies to prospective interns and employees and provides customized workforce training.

4. [Summer RISE, Montgomery County Public School \(MCPS\)](#)

Apply to become a host for students. RISE is a 3-week career exploration program for high school juniors and seniors.

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.

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. 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.
 - 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.

ii. 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 \(VLT\)](#)
Several loan programs. All have targeted service areas, but any company in Maryland is eligible to apply to any program.

2. [Meridian Management Group \(MMG\)](#)

Provides a variety of financing assistance and manages two state small business financing programs.

3. [TEDCO](#)

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

4. [LEDC](#)

iii. 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.



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.

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. [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 \(OSBDU\)](#)

Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSBDU. Search "OSBDU" and the name of the agency that you wish to work with (i.e., HHS, Veteran's Affairs, DOT, USDA, EPA, etc.).

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.

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 to low cost counseling and training to assist women who want to start, grow, and expand their small 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 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. [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 \(OSBDU\)](#)

Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSBDU. Search "OSBDU" and the name of the agency that you wish to work with (i.e., HHS, Veteran's Affairs, DOT, USDA, EPA, etc.).

c. [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.

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. [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 \(OSBDU\)](#)
Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSBDU. Search "OSBDU" and the name of the agency that you wish to work with (i.e., HHS, Veteran's Affairs, DOT, USDA, EPA, etc.).
- c. [Service-Disabled Veteran-Owned Small Business Program, SBA](#)
Qualifying businesses are eligible to compete for the program's set-aside contracts.
- d. [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.

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.

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. 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 \(OSBDU\)](#)

Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSBDU. Search "OSBDU" and the name of the agency that you wish to work with (i.e., HHS, Veteran's Affairs, DOT, USDA, EPA, etc.).

c. [Service-Disabled Veteran-Owned Small Business Program, SBA](#)

Qualifying businesses are eligible to compete for the program's set-aside contracts.

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.

3. INDUSTRY AND SECTOR SPECIFIC RESOURCES

A. Life Sciences and Technology

i. Resource Guides

1. [Cybersecurity Association of Maryland](#)

Resource guide provided to assist Cybersecurity companies in learning more about various State resources available to them.

2. [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.

ii. Entrepreneurial and Workforce Development and Training

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.

iii. Funding

1. State

a. [Maryland Department of Commerce](#)

Specific incentives programs for technology-based businesses.

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 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 from the National Institute of Health.
 - iv. **Technology Transfer**
 - 1. [Energetics Technology Center \(ETC\)](#)
Provides assistance with finding and licensing Department of Defense Technologies.
 - 2. [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.
 - 3. [TEDCO](#)
Connect companies to state and federal resources.
 - v. **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. [Institute for Bioscience & Biotechnology Research \(IBBR\), University of Maryland](#)
Partners with companies to solve technical/scientific challenges. Startup space and intellectual property advice. Universities of Shady Grove Campus.
 - 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%. MCEDC supports this program by reviewing applications.
 - 4. [TEDCO](#)
Mentoring for start-up companies working to commercialize their technology.
 - 5. [UM Ventures, University of Maryland](#)
Joint initiative of the MPowering the State Program, bringing the University of Maryland, Baltimore and University of Maryland, College Park together to commercialize discoveries, and create economic impact by engaging partners in industry and social ventures.
- 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 \(OSBDU\)](#)

Counseling and procedures for contracting with federal government agencies. Each agency has their own procedures, and their own OSBDU. Search “OSBDU” and the name of the agency that you wish to work with (i.e., HHS, Veteran’s Affairs, DOT, USDA, EPA, etc.).

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](#)

County departments award 20 percent of their procurements for goods, services and construction to registered and certified local, small businesses. The program allows local, small vendors an opportunity to compete with businesses of similar size and resources.

2. [Minority, Female, and Disabled-Owned Businesses Program, Montgomery County](#)

Official certifying agency for Montgomery County contracting opportunities.

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. Operated by OST Global Solutions, Inc.

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. Non-Profits

i. Federal

1. [IRS Charities and Nonprofits Page](#)

General resource for federal income tax exempt organizations

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.

iii. Local

1. [Volunteer Center](#)

County resources for nonprofits including workshops, toolkits, and volunteer matching.

iv. Private Sector

1. [GuideStar](#)

Informational database for the nonprofit sector.

2. [Maryland Nonprofits](#)

Various resources, training, advisement, and other support services for nonprofits in the State.

3. [NonProfit Montgomery](#)

Leadership development, organizational capacity building, and peer-to-peer networking and board matching.

a. [Financial Reporting and Management Institute \(FIRM\)](#)

Workshops focused on strengthening the partnership between staff and board in managing nonprofit organizations for financial sustainability.

4. [Nonprofit Village](#)

Provides office space, training, and capacity building.

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.

1. [CDFI Banks](#)

Click "certified CDFIs" link to download the spreadsheet.

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 Corporations
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. Prince George's County Financial Services Corporation

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. [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 Economic Development Corporation \(MEDCO\)](#)
Created by the General Assembly to serve as a statewide economic development engine.
- iv. [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](#).
- v. [TEDCO](#)
A variety of advisory services and business and funding resources targeted to technology entrepreneurs.
- vi. [Maryland Women's Business Center](#)
Free to low cost counseling and training to assist women and who want to start, grow, and expand their small business.

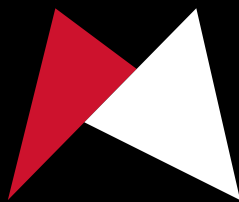
C. Local

- i. [Gaithersburg Office of Economic & Business Development](#)
- ii. [MCEDC](#)
- iii. [Rockville Economic Development, Inc. \(REDI\)](#)
- iv. [Takoma Park Economic Development](#)

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.

Montgomery County Economic Development Corporation ("MCEDC") and Montgomery County, Maryland ("the County"), and their respective officers, employees, and agents, make no representation or warranty and assume no responsibility for the accuracy of the information set forth in this MCEDC Resource Guide for Montgomery County, MD Businesses. While MCEDC makes its best effort to update this guide regularly, MCEDC and the County cannot guarantee the relevance, completeness, accuracy, or timeliness of the information provided on the non-County links. MCEDC and the County do not endorse any non-County organizations' products, services, or viewpoints. MCEDC and the County are not responsible for any materials stored on other non-County web sites, nor liable for any inaccurate, defamatory, offensive or illegal materials found on other Web sites, and that the risk of injury or damage from viewing, hearing, downloading or storing such materials rests entirely with the user.



MONTGOMERY COUNTY
ECONOMIC DEVELOPMENT
CORPORATION MARYLAND