



The **Maryland's Small Business Development Center Network (SBDC)** offers expertise and keen insight essential to helping small businesses address their concerns today, and design solid long-range plans to secure their vision for tomorrow.

**SBDC Technology Program** The SBDC High Tech Program serves seed, early stage and start-up companies in the information technology, biotechnology, cyber technology, and renewable energy. SBDC clients are those that have developed or are in the process of developing products, services or processes that may have intellectual property (IP) or the potential for IP.

**Export Assistance Program** In 2011, the export of U.S. goods and services totaled \$2.1 trillion. Exports are a growing and substantial part of the U.S. economy, accounting for 13.8 percent of our nation's GDP. In 2012 the SBDC created the Maryland Export Assistance Program (EAP) to educate and assist Maryland small businesses in exporting their products or services. The EAP program consists of expert consulting, training and industry research. In 2014, the SBDC signed an MOU with the Korean International Trade Association which established a relationship to help Maryland businesses compete internationally.

**Business Lifecycle Training** The SBDC has developed a series of training programs designed for businesses in various stages of the business life cycle including: New Venture Series, Growth Accelerator and CEO Accelerator. In addition to face-to-face training, the SBDC also offers no cost online training via our virtual classroom. There are 25 courses available in both English and Spanish.

**Hispanic Business Center** In March 2013, the SBDC launched the Hispanic Business Center to address a growing but underserved market. Maryland has over 25,000 Hispanic owned businesses and the center will provide a comprehensive "in-language" business program to provide assistance. It is staffed by industry experts who can assist businesses in all phases of development.

**Small Town & Merchant's Program (STAMP)** The Small Town and Merchant Program (STAMP) is a statewide program that was developed as part of the Maryland SBDCs commitment to helping communities and business owners survive and thrive. STAMP utilizes concepts from the mainstreet model and collaborates with community resource partners to leverage local assets. STAMP provides training, insight, targeted strategies and emerging technologies designed to help entrepreneurs weather local economic conditions and emerge into the New Economy.

**GATEway** The SBDC's Green Assistance Training & Education (GATEway) program, which is a video series designed to provide content related to "Green" business practices, incentives and opportunities, was launched in 2013.

**Procurement Technical Assistance Program (PTAP)** Managed by the SBDC, the PTAP mission is to maximize the number of capable U.S. companies participating in the state, local and government marketplace by providing businesses with an understanding of the requirements of government contracting and the market know-how they need to obtain and successfully perform contracts. Services include one-on-one consulting, training and outreach. This is a statewide program with representation in all 6 of the SBDC's regional offices. In FY2012, the PTAP served 873 clients and assisted them in obtaining \$83,532,298 in federal and state contract awards.

**Branch Avenue in Bloom** Branch Avenue in Bloom (BAIB) is a partnership between the SBDC and the Maryland National Capital Park and Planning commission. It is a program designed to support main street and small town entrepreneurs. The program is modeled after the National Historic Trust's Main Street Four-Point Approach: Organization, Promotion, Design and Sustainability which seeks to enliven the designated area and attract new businesses and shoppers.