



Maryland Extension Entrepreneurial Coaching Directory

PROVIDING ONE-ON-ONE BUSINESS CONSULTATION



UNIVERSITY OF
MARYLAND
EXTENSION
Solutions in your community

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Sustainable Agriculture
Research & Education

Listings in the directory have been compiled by individual coaches and no preferences are intended.

INTRODUCTION

The University of Maryland Extension Agriculture & Rural Entrepreneur Coaches Directory

Entrepreneurs are innovators who assume the risk of organizing and operating a business or non-profit venture. Entrepreneurs question the status quo; they recognize opportunities for addressing needs, problems and wants that others may not see. They are the backbone of every community's economy. It is estimated that 44 percent of new jobs in the U.S. are generated by startup firms with only a few employees. These firms create about 70% of new economic growth in the nation. As the Small Business Administration noted, we are moving into an "entrepreneurial age." If current trends continue it has been estimated that one out of every four rural citizens will be self-employed by 2015.

Entrepreneurs are risk takers. They are no different than farmers who plant crops every year not knowing for sure what the yields will be; not knowing what the weather or the market might do to the year's crops or the family income. But, they differ in that they can manage some of the risks of starting a new business with guidance from other successful farmers and a well vetted business plan. They can benefit greatly from the assistance of a trained and resourceful "coach".

The University of Maryland Extension's Maryland Rural Enterprise Development Center has developed a team of "Ag and Rural Entrepreneur Coaches" that can provide a sounding board for your ideas and dreams and a trustworthy "reality check" in your business planning process to help you avoid wasting time and resources throughout the development and launch of your enterprise. Our Entrepreneurial coaches are well-trained *volunteer* leaders who come from diverse backgrounds including agribusiness, professional services, Extension, community and economic development and education.

If you are an aspiring independent businessman or woman who needs help in developing realistic business plans and to achieve your goal, then you could benefit from some entrepreneurial coaching. The following directory includes the names of our trained coaches, their contact information, and their areas of expertise. Don't hesitate to contact them directly or contact Ginger Myers, the project leader, at 301-432-2767 x338 or gsmyer@umd.edu for more assistance.

This project was created with funding from a NESARE Community Development Grant, in support of programming offered in cooperation with University of Maryland Extension.

The sponsoring agencies' programs are open to all citizens without regard to race, color, gender, disability, religion, age, sexual orientation, marital or parental status, or national origin.

Beale, Ben (301) 475-4481

Cell:

Other:

Fax:

Email: bbeale@umd.edu

Other Email:

Web Site:

Job Title: Extension Educator, AGNR St. Mary's County

Company/Organization: University of Maryland Extension

Services/Expertise: Information and education on farm management, business planning, enterprise selection, and production.

Chen, Molly..... (301) 547-6996

Cell:

Other:

Fax:

Email: mchen@marylandtedco.org

Other Email:

Web Site: www.marylandtedco.org

Job Title: Technical Assistance Specialist

Company/Organization: Maryland Technology Development Corporation (TEDCO)

Services/Expertise: Intensive business assistance, technical assistance, marketing assistance, and funding resource assistance.

Dill, Shannon..... (410) 822-1244

28577 Marys Court, Suite 1
Easton MD 21601

Cell:

Other:

Fax: 410-822-5627

Email: sdill@umd.edu

Other Email:

Web Site: www.talbot.umd.edu

Job Title: Agriculture Educator

Company/Organization: University of Maryland Extension

Services/Expertise: Business planning and enterprise development.

Ernst, Chuck..... (301) 491-7034

13531 Cross Creek Drive
Clear Spring MD 21722

Cell:

Other:

Fax:

Email: cernst@marylandtedco.org

Other Email: cernst277@msn.com

Web Site: www.marylandtedco.org

Job Title: Technical Assistant

Company/Organization: Maryland Technology Development Corporation (TEDCO)

Services/Expertise: Services: technical and business assistance to small technology-based companies, including providing grant support. Expertise: knowledge of funding sources and service providers; background in engineering, technical instruction, quality management systems, and manufacturing management.

Escobar, Enrique

2139 Richard A. Henson Center
Princess Anne MD 21853

Cell:

Other:

Fax:

Email: enescobar@umes.edu

Other Email:

Web Site:

Job Title: Assistant Professor-Small Ruminant Production and Management

Company/Organization: University of Maryland-Eastern Shore

Services/Expertise: Small Ruminant production and management.

Ferguson, Colby (301) 600-3037

Cell:

Other:

Fax:

Email: cferguson@frederickcountymd.gov

Other Email:

Web Site: www.discoverfrederickmd.com

Job Title: Business Development Specialist - Agriculture

Company/Organization: Frederick County Office of Economic Development

Services/Expertise: Agriculture expertise, ag-business knowledge, business development, Frederick County Land Use policies, Health Department policies.

Growden, Alice..... (301) 797-0327

Cell:

Other:

Fax:

Email: amgrowden@frostburg.edu

Other Email:

Web Site: www.westernmdsbdc.org

Job Title: Business Consultant

Company/Organization: Small Business Development Center-Washington County

Services/Expertise: Business consulting with start-up and existing businesses, assistance with business plan development, loan packaging, market research assistance, training, referral to other available resources.

Haggerty, Lois (410) 548-4505

Salisbury University, Perdue School of Business
1101 Camden Avenue
Salisbury MD 21801

Cell:

Other:

Fax:

Email: ljhaggerty@salisbury.edu

Other Email:

Web Site:

Job Title: Business Counselor

Company/Organization: Maryland Small Business Development Center - Eastern Region

Services/Expertise: Provide free, one-on-one counseling services for current and aspiring entrepreneurs, including loan package assistance and identification of potential lenders, business and market plan development, cash flow projections, management and operations improvements. Over 22 years experience assisting small businesses in evaluating new and expansion business opportunities and developing effective customer-focused strategies.

Hart, Leslie (301) 432-4782

Cell: (301) 573-7039

Other:

Fax: (240) 420-1713

Email: lhart@washco-md.net

Other Email: lhart@umd.edu

Web Site: www.washco-agmarket.net

Job Title: Washington County Agriculture Marketing Specialist

Company/Organization: Washington County Agricultural Marketing Department

Services/Expertise: Leslie and the Agricultural Marketing Office are responsible for developing, marketing, and managing economic development strategies and implementing marketing programs to attract, retain, preserve, and grow agricultural enterprises and related industries in Washington County. In a nut shell, Leslie's role is to connect local residents and consumers to agriculture and agriculture to local residents and consumers. Leslie specializes in development of business, marketing, strategic and economic plans. Leslie has 20 + years focusing on customers and employees and methods to improve businesses through merchandising, customer identification, and employee development. Outreach, branding and advertising media is a strength. Leslie is dedicated to taking plans and making them work on the ground. Leslie is a life long resident of Washington County Maryland and attended Mountain State University and holds a Masters of Science in Strategic Leadership.

Hickman, John (410) 548-4419

Franklin P. Perdue School of Business, Salisbury University ECC/PP 215

1101 Camden Avenue

Salisbury MD 21801

Cell:

Other:

Fax:

Email: jnhickman@salisbury.edu

Other Email:

Web Site: www.salisbury.edu/Community/SBDC

Job Title: Regional Director

Company/Organization: Maryland Small Business Development Center

Services/Expertise: Training and consulting services for existing and new entrepreneurs.

Howard, Alison..... (410) 490-7038

Cell:

Other: (410) 758-1671 x121

Fax:

Email: Alison.howard@baybroadband.net

Other Email: Alison.Howard@md.nacdn.net

Web Site: www.freshorganicvegetables.com

Job Title: Owner; Outreach Specialist

Company/Organization: Homestead Farms, Inc.; Queen Anne's Soil Conservation District

Services/Expertise: Practical organic growing and marketing for vegetables and poultry; QASCD offers technical expertise for landowners and ag producers; the outreach specialist focuses on small farm profitability and organic transition.

Kays, Jonathan (301) 432-2767 x323

University of Maryland Extension

18330 Keedysville Road

Keedysville MD 21756

Cell:

Other:

Fax: (301) 432-4089

Email: jkays@umd.edu

Other Email:

Web Site: www.naturalresources.umd.edu

Job Title: Extension Specialist-Natural Resources

Company/Organization: University of Maryland Extension

Services/Expertise: Assistance with natural resource based enterprises related to forestry, forest product utilization, wildlife management and hunting, and outdoor recreation. Variety of publications and resources available on my website and on the Maryland Rural Enterprise Development Center website as well.

Myers, Ginger (301) 432-2767 x338

Western Maryland Research and Education Center
18330 Keedysville Road
Keedysville MD 21756

Cell:

Other:

Fax: (301) 432-4089

Email: gsmyers@umd.edu

Other Email:

Web Site: www.mredc.umd.edu , www.agmarketing.umd.edu

Job Title: Director, Maryland Rural Enterprise Development Center, Marketing Specialist Ag and Natural Resources

Company/Organization: University of Maryland Extension

Services/Expertise: Myers brings over 30 years of experience in production agriculture, agribusiness and consulting to her approach for coaching entrepreneurs. In her current position with the University of Maryland Extension, she works with agricultural entrepreneurs, develops new markets and networking opportunities, works with new and beginning farmers, and assists with business development and business planning.

Rhodes, Jenny (410) 758-0166

Cell:

Other:

Fax:

Email: jrhodes@umd.edu

Other Email:

Web Site: www.queenannes.umd.edu/Ag/index.cfm

Job Title: Extension Educator, Agriculture and Natural Resources

Company/Organization: University of Maryland Extension, Queen Anne's County

Services/Expertise: Information about crops, livestock, vegetables and much more; Annual Agronomy Day - First Friday of March; Grain Marketing Club - Every other Tuesday morning at 6:30 a.m.; Harvest Breakfast; Poultry Production - Commercial and Back yard flocks; Quarterly Commercial Poultry Production Workshops; Organic Grain and Hay; Nutrient Management; Pesticide Certification; Integrated Pest Management; Risk Management; Annie's Project - Women in Agriculture; Queen Anne Farmer Newsletter & Listserv.

Robinson, Kristen..... (410) 267-6807

1410 Forest Drive, Suite 28
Annapolis MD 21403

Cell: (516) 816-3856

Other:

Fax: (410) 267-6809

Email: krobinson@marbidco.org

Other Email:

Web Site: www.marbidco.org

Job Title: Financial Programs Officer

Company/Organization: Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO)

Services/Expertise: MARBIDCO is a State economic development entity established to promote the continued viability of Maryland's agriculture, forestry, and seafood industries. MARBIDCO's core programming involves the making of low-cost loans for land, equipment and working capital (working in conjunction with commercial lenders), as well as grants for specialized rural business development assistance. MARBIDCO also assists State and county land preservation agencies in facilitating installment easement sale purchases, as well as, a new "Next Generation" young farmer land purchase assistance and farmland preservation program.

Saul, Pam..... (443) 745-9977

Cell: (443) 745-9977

Other:

Fax:

Email: saul@breslinandyoung.com

Other Email:

Web Site: www.breslinandyoung.com

Job Title: Accountant

Company/Organization: Breslin & Young Financial Consultants, LLC

Services/Expertise: Business plans for the equine industry, equine business structure and evaluation, financial counseling, business plan review, and budget analysis.

Wills, Keith (410) 838-4242

Cell: (410) 409-2219

Other:

Fax:

Email: kwills@mafc.com

Other Email:

Web Site: www.mafc.com

Job Title: Loan Officer

Company/Organization: MidAtlantic Farm Credit, ACA

Services/Expertise: Business plans for the equine industry, loan underwriting for the agriculture entities, business plan review, budget analysis.