



# Maryland Extension Entrepreneurial Coaching Directory

**PROVIDING ONE-ON-ONE BUSINESS CONSULTATION**



UNIVERSITY OF  
**MARYLAND**  
EXTENSION  
*Solutions in your community*

**NORTHEAST  
SARE**  
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](mailto: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.nacdnet.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, agri-business 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.