

The Maryland Rural Business Innovation Initiative (RBII) is designed to enhance technology commercialization and provide technical and business assistance to small and early stage companies in rural Maryland.

Assistance to companies is provided by the Maryland Technology Development Corporation (TEDCO) through our local RBII representatives. Each rural region has a dedicated, highly experienced mentor who evaluates potential clients and provides resources, consulting services, and technical management assistance.

Providing technical and general business assistance is a cornerstone of this program that helps small businesses gain access to general business resources and federal laboratory and university research opportunities.

## ABOUT TEDCO

TEDCO, the Maryland Technology Development Corporation, enhances economic empowerment growth through the fostering of an inclusive entrepreneurial innovation ecosystem. TEDCO identifies, invests in, and helps grow technology and life science-based companies in Maryland.

## HOW WE SUPPORT INNOVATION THROUGHOUT MARYLAND

- Supporting current and planned incubator facilities
- Identifying companies seeking development of emerging technologies for commercialization
- Teaming with a network of service providers for local small businesses
- Providing grant and business support through local RBII representatives
- Providing general business assistance to incubation stage companies in:
  - Technology commercialization strategy
  - Market channels
  - Financing options
  - Building a management team
  - SBIR and STTR proposal writing assistance
  - Prototype development
- Identifying funding opportunities for early stage companies



## TYPES OF MARYLAND COMPANIES IN THE PROGRAM

- Agriculture Technology
- Aquaculture
- Biotech
- Biofuels
- Poultry Technology
- Renewable Energy
- Transportation Technology
- Software Developers
- IoT Devices
- Government Contractors
- Nanotechnology
- Water Quality
- Homeland Security Technology
- Unmanned Air Systems
- Educational Software
- Specialty Fabrics
- Marine Equipment
- Environmental Solutions

## REGIONAL MENTORS

### LOWER SHORE

Talbot, Caroline, Dorchester, Wicomico, Somerset, Queen Anne's, and Worcester Counties

#### **Bill Bernard**

bbernard@tedco.md  
443.786.4471

### CENTRAL

Carroll, Upper Baltimore, Cecil, Harford, and Kent Counties

#### **Jack Schammel**

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443.617.7614

### WESTERN

Frederick, Washington, Allegany, and Garrett Counties

#### **Chuck Ernst**

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301.491.7034

### SOUTH CENTRAL

Charles, Calvert, and St. Mary's Counties

#### **Alan Alfano**

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