



Entrepreneur-in-Residence (EIR) Program – Frequently Asked Questions

1. What are the expected minimum activity levels (e.g., number of startups mentored, events hosted, engagements)?

There are no prescribed minimum activity levels. Applicants should propose a scope of work and engagement approach that they believe will have the greatest impact on entrepreneurs within the target region.

2. Is there a required or preferred model for EIR engagement (e.g., 1:1 mentoring, cohort-based programming, workshops, advisory services)?

No. TEDCO is intentionally allowing flexibility in program design. Applicants may propose the engagement model they believe is most appropriate for serving entrepreneurs in their region.

3. Can the EIR be part-time, or is full-time engagement expected?

The EIR role is expected to be performed under the scope of work proposed by the applicant. There is no requirement that the individual serve in a full-time capacity.

4. What defines the "EIR Plan"?

The EIR Plan should outline how the organization and EIR intend to engage and support startups throughout the program period. This may include outreach strategies, founder engagement, mentorship approaches, ecosystem partnerships, programming, office hours, referral strategies to TEDCO resources, and any proposed goals, milestones, or impact metrics.

5. Are there minimum qualifications or prior experience expectations for the EIR?

Please refer to the qualifications and evaluation criteria outlined in the RFP. TEDCO will evaluate proposals based on the applicant's experience, qualifications, regional knowledge, and ability to effectively support entrepreneurs.

6. Is the EIR required to reside in the region they will serve?

No. The EIR is not required to reside in the region they will serve. However, strong connections to and active engagement within the regional entrepreneurial ecosystem will be important evaluation factors.

7. What does "demonstrated connection to and impact within Baltimore City or Prince George's County" mean? Does this apply to the EIR, the ESO, or both?

Ideally, the EIR will already have strong connections and networks within Baltimore City or Prince George's County. However, the ESO's network and demonstrated impact within the region are also important, particularly if the organization can effectively extend those relationships and ecosystem connections to support the EIR's work.

8. May an employee or executive of the applicant organization serve as the Entrepreneur-in-Residence, or must the EIR be an independent contractor or external individual?

The RFP does not require the EIR to be an independent contractor or external to the applicant organization. Applicants may propose an employee or executive of the organization to serve as the EIR, provided the proposal clearly describes the individual's qualifications, role, and anticipated impact.

9. Can an organization propose more than one EIR?

Organizations may propose more than one EIR; however, applicants should identify a primary EIR who will be responsible for fulfilling the requirements outlined in the RFP. We are primarily seeking individuals with strong entrepreneurial ecosystem connections and the ability to support and engage early-stage startups while connecting founders to relevant resources, mentors, networks, and TEDCO programs.

10. Given the need for multilingual support, is it possible to include several EIRs or support personnel with different backgrounds and language capabilities?

Yes. While the proposal should identify a primary EIR, applicants are encouraged to describe additional staff, mentors, advisors, volunteers, or partners who will support program delivery, including individuals who can provide multilingual support and specialized expertise.

11. Would student ventures be considered relevant to the program's purpose of supporting early-stage startups through mentorship, outreach, and ecosystem engagement?

Yes. Student ventures would be considered relevant to the program's purpose. However, the overall expectation is that the EIR will engage with and support the broader entrepreneurial ecosystem, including founders and startups beyond the university

12. What percentage of the \$25,000 award can be used for administrative or operational costs versus direct EIR compensation?

TEDCO has not established a specific percentage allocation. Applicants should propose a reasonable budget that supports successful execution of the program.

13. Are matching funds encouraged or required?

Matching funds are encouraged but not required.

14. Can funds be used to support program delivery infrastructure, such as technology, convenings, or founder stipends?

Reasonable expenses that directly support the proposed EIR activities may be included in the budget. Applicants should clearly explain how proposed expenses contribute to achieving the objectives of the program.

15. Can applicants provide organizational capability statements, resumes, or CVs for team members?

Yes. Applicants should include the CV or resume of the proposed EIR as required by the RFP. Applicants may also include additional supporting materials that demonstrate the qualifications, experience, and capacity of the organization and team.

16. What is the application deadline?

The current application deadline is June 19, 2026.

