

Resources for Small Business

MDTA Small Business Workshop 2023

AGENDA...

- **About Commerce**
- **Capital and Incentive Opportunities**
- **How to Engage**

Maryland Department of Commerce

Maryland's primary economic development agency

- Encourage the expansion and retention of Maryland companies for job creation and growth
- Convenient local Business Specialists equipped to assist business of all sizes with a broad range of business needs, from identifying sources of funding, customer/supplier connections and networking, to accessing Commerce programs and resources, workforce and technical resources
- Focusing today on resources for small and veteran owned businesses

Access to Capital Opportunities

Maryland Economic Adjustment Fund (MEAF)

- MEAF assists small businesses with upgrading manufacturing operations, developing commercial applications for technology, or enter into and compete in new economic markets. Eligible businesses include manufacturers, wholesalers, retail, service companies, technology firms and skilled trades. Funds can be used for working capital machinery and equipment, building renovations, real estate acquisitions and site improvements.

Small, Minority and Women-Owned Business opportunities

- Small, Minority and Women-Owned Business Account - Video Lottery Terminal Fund (VLT)
- (VLT) Fund uses proceeds from video lottery terminals (slots) to assist small, minority, and women owned businesses located in targeted areas surrounding six Maryland casinos.

Military Personnel and Veteran-Owned Small Business Loan Program

- No interest loans for businesses owned by military reservists, veterans, National Guard personnel and for small businesses that employ or are owned by such persons.

Maryland Small Business Development Financing Authority (MSBDF)

- Provides financing for small businesses that are not able to qualify for financing from private lending institutions or owned by socially and economically disadvantaged persons.

Access to Incentive Opportunities

- **Small Business Relief Tax Credit**
 - Created to help small businesses provide paid sick and safe leave to their employees
- **Buy Maryland Cybersecurity Tax Credit**
 - Provides incentives for the purchase of cybersecurity technologies and services from a qualified Maryland cybersecurity seller
- **Job Creation Tax Credit**
 - Promotes the employment of qualified veterans

SMALL BUSINESS RELIEF TAX CREDIT

BENEFITS

- Provides refundable State income tax credit to a small business providing paid sick and safe leave to qualified employees
- Tax credit is equal to the accrued annual paid sick and safe leave, up to \$500 per employee

REQUIREMENTS

- “Small business” means employing 14 or fewer employees
- “Qualified employee” earns up to 250% of annual federal poverty guideline in a single-person household (\$32,000 in 2021)
- Employee must earn 1 hour of paid sick and safe leave for every 30 hours worked; sick and safe leave must be paid at the same rate as the employee's normal hourly wages

BUY MARYLAND CYBERSECURITY TAX CREDIT

BENEFITS

- Buyers may receive an annual income tax credit equal to 50% of the net purchase price of cybersecurity technologies and services provided by qualified sellers
- Tax credit are awarded on a first-come, first- served basis
 - Buyers may receive up to \$50,000 in tax credits in a single year
 - Sellers limited to \$400,000 in sales in a single year

REQUIREMENTS

- Buyers must have fewer than 50 employees and must file an income tax return
- Seller must be certified by Commerce (see [seller list](#))
- Eligible purchases limited to cybersecurity technology and cybersecurity services

JOB CREATION TAX CREDIT

BENEFITS

- Small business may receive an income tax credit equal to \$2,500 per qualified veteran employee working at least 12 months.
- Approvals of the tax credit are on a first-come, first-served basis
- Unused tax credit may be carried forward

REQUIREMENTS

- “Small business” means employs 50 or fewer full-time employees
- “Qualified Veteran Employee” means:
 - Served in the active Armed Forces and honorably discharged or released from service, and
 - Served on active duty (not including training) for more than 180 days, or released from active duty for a service-connected disability, and
 - Considered a “Qualified Veteran” for purposes of the Federal Work Opportunity Tax Credit

How to Engage...

Contact a Maryland Commerce Business Specialist in your area:

- Anne Arundel - [Carrie Long](#) | 443-799-3856
- Baltimore City - [Melanie Koorey](#) | 443-994-5189
- Baltimore County - [Tim Murphy](#) | 410-736-3925
- Calvert, Charles & St Mary's - [Steve Wall](#) | 301-274-9138
- Frederick & Carroll - [Tamar Osterman](#) | 443-902-4487
- Garrett, Allegany & Washington - [Andrew Sargent](#) | 443-447-4999
- Harford & Cecil - [Brigitte Peters](#) | 443-890-4440
- Howard - [Lori Ratzburg](#) | 410-350-4242
- Montgomery - [Carla Merritt](#) | 410-458-2326
- Prince George's - [Lori Ratzburg](#) | 410-350-4242
- Queen Anne's, Talbot, Caroline & Kent - [Nancy LaJoice](#) | 443-930-0753
- Wicomico, Worcester, Somerset & Dorchester - [Mindie Burgoyne](#) | 410-718-0094