

# BRIDGE Overview

Supporting Businesses Across the Region



# Agenda

1

## About BRIDGE

Overview of the BRIDGE Program mission

2

## BRIDGE Programs

Detailed breakdown of the eight program components

3

## Eligibility & Benefits

Who qualifies and what support is available

4

## Application Process

How to apply and what to expect

5

## TEDCO BRIDGE Team

Meet the team behind the program

6

## Contact & Next Steps

How to get started and where to find more information

# Leading Innovation to Market for 27 years

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## TEDCO's Mission

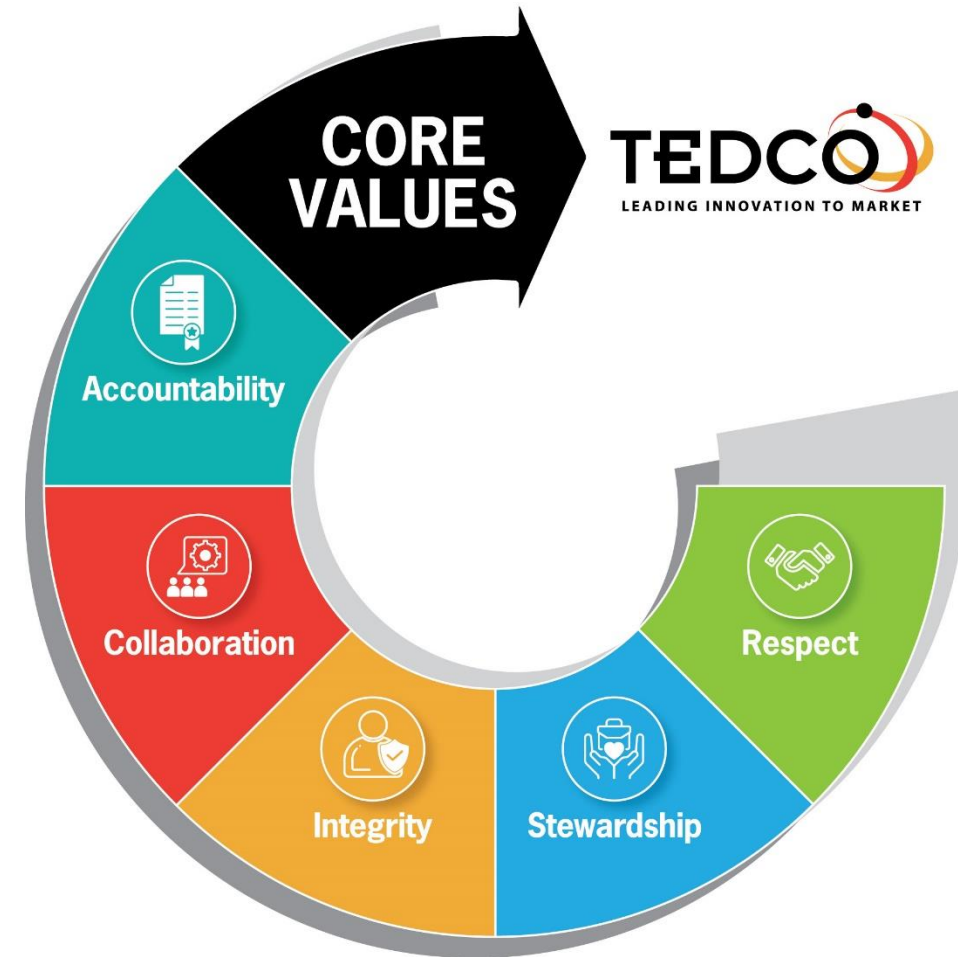
Enhance economic empowerment by fostering an **inclusive and entrepreneurial innovation ecosystem**. *Identify, invest in, and help grow Maryland technology and life science-based companies.*



# Core Values

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- **Accountability:** We will do the right thing and have internal and external measures demonstrating that commitment;
  - **Collaboration:** We are a collection of talented individuals that meet our own and Maryland's goals by doing it together internally and externally;
  - **Integrity:** We will pursue innovation and entrepreneurial success with the highest regard for moral and ethical standards;
  - **Respect:** We value our employees for their individuality and the unique perspectives; and
  - **Stewardship:** We value our ability to create a sense of belonging and to serve our customers in an efficient and fiscally responsible manner.
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# Federal Programs



## Our Goal

Accelerate Maryland Innovation by helping businesses make use of the public investment in science, technology, and innovation available through Federal Labs

## Program to Date



**\$33M**

SBIR Awards



**90**

Maryland  
Federal Labs



**400+**

Companies  
supported

# Federal Programs

- Maryland Defense Technology Commercialization Center (DefTech)
- Federal Labs Leveraging Innovation to Products (FLLIP)
- APEX Accelerator Program
- SBIR/STTR Technical Assistance
- SBIR/STTR Matching Funds
- **Business Resource Information, Development, and Guidance Ecosystem (BRIDGE)**



## **BRIDGE: Supporting Businesses Across the Region**

A comprehensive support system providing legal, accounting, and financial advisory resources to Socially and Economically Disadvantaged Individuals (SEDI)-owned businesses and Very Small Businesses (VSBs).

# Regional Collaborators

- Small Business Development Centers
  - Maryland - University of Maryland College Park
  - Virginia - George Mason University
  - District of Columbia - Howard University
  - Delaware SBDC
- Legal Business Support
  - University of Maryland Francis King Carey School of Law
- State Economic Development Agencies
  - Delaware Division of Small Business
  - Virginia Small Business Financing Authority
- Community Development Financial Institutions
  - Multiple CDFIs across Maryland, Delaware, Virginia, and the District of Columbia participate in the technical assistance program.



# BRIDGE Program Goals

## Improve Access to Capital

Help businesses better position themselves for funding from SSBCI Capital Program and other federal opportunities

## Promote Inclusivity

Ensure that SEDI-owned businesses and VSBs can participate fully in economic opportunities



## Provide Specialized Support

Deliver targeted legal, accounting, and financial advisory services to underserved businesses

## Foster Business Growth

Equip entrepreneurs with the tools, knowledge, and resources needed to scale their businesses

## Program Overview

Led by the Small Business Development Centers (SBDCs), this program provides consulting services to help business owners improve their credit profiles and financial literacy.

## Key Benefits:

- One-on-one financial consulting
- Credit assessment and improvement strategies
- Financial management education
- Better positioning for loan and debt capital

# CDFI Technical Assistance & Back-Office-In-A-Box

## CDFI Technical Assistance

CDFIs provide financial services and technical assistance to underserved communities and businesses that might not qualify for traditional banking services.

## Back-Office-In-A-Box

TEDCO's suite of partner organizations offer accounting, bookkeeping, and other administrative support.

This program helps businesses establish proper financial systems essential for growth and funding readiness.

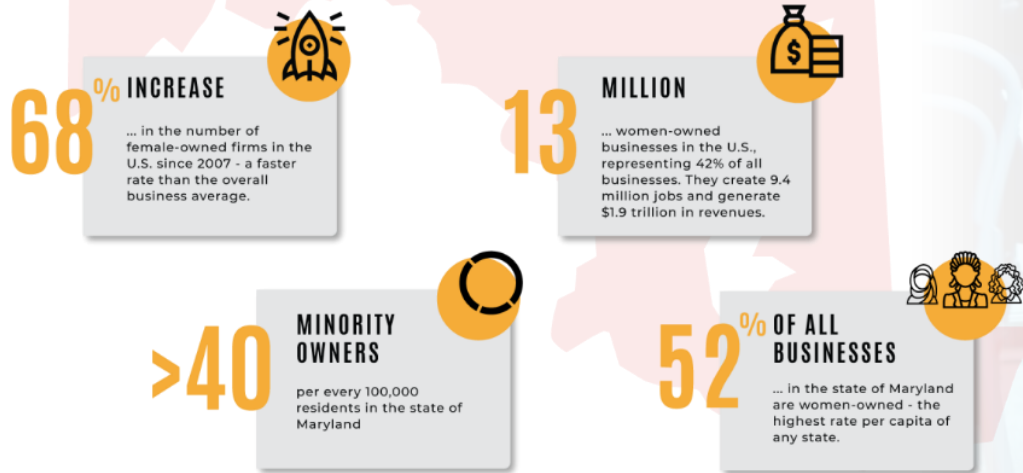


# Institute for Women Entrepreneur Excellence, Inc.

A cohort-based program breaking down barriers for women entrepreneurs by equipping them with the knowledge, strategies, and resources to thrive.

Powered by Maryland's four HBCUs and TEDCO, currently expanded by BRIDGE funding to serve more women entrepreneurs.

## THE STATE OF WOMEN ENTREPRENEURS



Source: census.gov

# Rural and Urban Business Innovation Initiatives (R/UBII)

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BRIDGE funding supports the expansion of TEDCO's existing R/UBII program, ensuring businesses across the state have the support needed to thrive.

## Program Focus

- Targeted support for businesses in both rural and urban underserved areas
  - Customized mentoring from experienced venture advisors
  - Connections to resources specific to geographic needs
  - Guidance on navigating regional economic development opportunities
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# BRIDGE Proposal Lab

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## Program Identification

Identify relevant federal funding opportunities from the Bipartisan Infrastructure Law, CHIPS and Science Act, the Inflation Reduction Act, and others

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## Review & Refinement

Get expert feedback and assistance in refining proposals to increase chances of success

## Proposal Development

Guidance in developing competitive proposals for government contracts

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## Submission & Follow-up

Support through the submission process and follow ups

## Free Legal Services

This funding supports an expansion of the Carey Law School's legal clinic which provides pro bono legal services to entrepreneurs – especially for corporate formation and related business matters.

Services include entity formation, contract reviews, compliance assistance, and intellectual property guidance.



## Loaned Executive Program

BRIDGE funds expand TEDCO's Loaned Executive Program by providing funds to increase services to more entrepreneurs.

This program pairs businesses with experienced executives who provide mentorship, strategic guidance, and specialized expertise to help overcome specific challenges.





# Who Qualifies for BRIDGE?

## Socially and Economically Disadvantaged Individuals (SEDI)-owned Businesses

- Businesses owned by individuals who have faced prejudice or cultural bias
- Businesses in communities that have historically lacked access to capital
- Entrepreneurs from underrepresented backgrounds

## Very Small Businesses (VSBs)

- Businesses with fewer than 10 employees
- Businesses with less than \$1 million in annual revenue

The BRIDGE Program is designed to *level the playing field* and provide resources to businesses that have historically faced barriers to accessing capital and support services.

- Complete an online application
  - Visit <https://tedco.my.site.com/s/> to access the application
- Application Assessment
  - The TEDCO BRIDGE Team will review your application
- Complete the online **BRIDGE Assessment**
  - NOT the Investment Assessment!
- Initial Consultation
  - Assess your business needs and receive guidance from Advisors
- Program Enrollment
  - Get connected to the specific resources your business needs

- Required Information:

- Business legal name
- Business address
- Industry
- Owner demographics/background
- Business stage & challenges
- Specific support needs & goals
- Financial information





## Contact Information

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- Apply today!

