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 gsmyers@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 University of Maryland Extension programs are open to all and will not discriminate against anyone because of race, age, sex, color, sexual orientation, physical or mental disability, religion, ancestry, or national origin, marital status, genetic information, or political affiliation, or gender identity and expression.
Beale, Ben
Phone: (301) 475-4481   Extension:
Fax:

Address:  
City:    State:     Zip Code: 
E-Mail: bbeale@umd.edu  
Alternative E-mail: 
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.

BhaduriHauck, Sara Meagher
Phone: (410) 638-3255   Extension: 
Fax: (410) 638-3053

Address: 2335 Rock Spring Road, P.O. Box 663  
City: Forest Hill    State: MD     Zip Code: 21050  
E-Mail: sbh@umd.edu  
Alternative E-mail: 
Web Site: extension.umd.edu/horses;  extension.umd.edu/harford-county 
Job Title: Agriculture Faculty Extension Assistant  
Company/Organization: University of Maryland Extension - Harford County 
Services/Expertise: Expertise focuses on livestock operations, particularly horse and pasture-based operations, but provides advice and resources to producers in north-central Maryland on a variety of enterprises.
Bowen, Gregory A.

Phone: (301) 274-1922  Extension: 1
Fax:

Address:
City:    State:     Zip Code:
E-Mail: gbowen@smadc.com
Alternative E-mail:
Web Site: www.marylandfarmlink.com

Job Title: Maryland FarmLINK Program Director
Company/Organization: Southern Maryland Agricultural Development Commission
Services/Expertise: Advice on seeking farmland to purchase or lease, zoning and land preservation advice, and mentor match coordinator

Dill, Shannon

Phone: (410) 822-1244  Extension:
Fax: 410-822-5627

Address: 28577 Mary’s Court, Suite 1
City: Easton    State: MD    Zip Code: 21601
E-Mail: sdill@umd.edu
Alternative E-mail:
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

Phone: (301) 491-7034  Extension: 
Fax: 

Address: 13531 Cross Creek Drive
City: Clear Spring  State: MD   Zip Code: 21722
E-Mail: cernst@tedco.md
Alternative E-mail: cernst277@msn.com
Web Site: www.tedco.md

Job Title: Business Mentor - Western Maryland
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 Nelson

Phone:  Extension: 
Fax: 

Address: 2139 Richard A. Henson Center
City: Princess Anne  State: MD   Zip Code: 21853
E-Mail: enescobar@umes.edu
Alternative E-mail: 
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.
Flores, Jessica
Phone: (410) 632-1972   Extension:
Fax: (410) 632-3023

Address: P.O. Box 219, 305 Bank Street
City: Snow Hill   State: MD   Zip Code: 21863
E-Mail: jflores@umd.edu

Job Title: Agriculture Faculty Extension Assistant
Company/Organization: University of Maryland Extension- Wicomico, Worcester, and Somerset Counties
Services/Expertise: Equine, Small Flock, Livestock, Pasture, Forage, and Business Planning

Haggerty, Lois
Phone: (410) 548-4505   Extension:
Fax:

Address: 1101 Camden Avenue
City: Salisbury   State: MD   Zip Code: 21801
E-Mail: ljhaggerty@salisbury.edu

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
Phone: (301) 432-4782   Extension:
Fax: (240) 420-1713
Address: 7303 Sharpsburg Pike
City: Boonsboro   State: MD   Zip Code: 21713
E-Mail: lhart@washco-md.net
Alternative E-mail:
Web Site: www.hagerstownedc.org
Job Title: Business Development Specialist, Agriculture
Company/Organization: Washington County Department of Business Development
Services/Expertise: Assistance for the agricultural community with developing, marketing, and managing economic strategies and implementing marketing programs to attract, retain, preserve and grow agricultural enterprises and related industries, networking strategies, business plan development and implementation.

Hickman, John
Phone: (410) 548-4419   Extension:
Fax: (410) 548-5389
Address: 1101 Camden Avenue
City: Salisbury   State: MD   Zip Code: 21801
E-Mail: jnhickman@salisbury.edu
Alternative E-mail:
Web Site: http://marylandsbdc.org/eastern/index_eastern.php
Job Title: Regional Director
Company/Organization: Maryland Small Business Development Center
Services/Expertise: Training and consulting services for existing and new entrepreneurs.
Howard, Alison

Phone: (410) 490-7038  Extension:  
Fax: 

Address:  
City:  
State:  
Zip Code:  
E-Mail: alisonphoward@gmail.com  
Alternative E-mail:  
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

Phone: (301) 432-2767  Extension: 323  
Fax: (301) 432-4089 

Address: 18330 Keedysville Road 
City: Keedysville  
State: MD  
Zip Code: 21756  
E-Mail: jkays@umd.edu  
Alternative E-mail:  
Web Site: http://extension.umd.edu/woodland  

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
Phone: (301) 432-2767   Extension: 338
Fax: (301) 432-4089

Address: 18330 Keedysville Road
City: Keedysville   State: MD   Zip Code: 21756
E-Mail: gsmyers@umd.edu
Alternative E-mail:

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, agribusiness 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
Phone: (410) 758-0166   Extension:
Fax:

Address:
City:   State:   Zip Code:
E-Mail: jrhodes@umd.edu
Alternative E-mail:
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.
Saul, Pam

Phone: (443) 745-9977  Extension:
Fax:

Address:
City: State: Zip Code:
E-Mail: saul@breslinandyoung.com
Alternative E-mail:
Web Site: www.breslinandyoung.com

Job Title: Accountant
Company/Organization: Breslin & Young Financial Consultants, LLC
Services/Expertise: Business plans for the agricultural industry, also specializing in plans for the equine industry, equine business structure and evaluation, financial counseling, business plan creation and/or review, marketing and budget analysis.

Wills, Keith

Phone: (410) 838-4242  Extension:
Fax:

Address:
City: State: Zip Code:
E-Mail: kwills@mafc.com
Alternative E-mail:
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.