



# Maryland Extension Entrepreneurial Coaching Directory

PROVIDING ONE-ON-ONE BUSINESS CONSULTATION



UNIVERSITY OF  
MARYLAND  
EXTENSION  
*Solutions in your community*

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](mailto: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](http://extension.umd.edu/horses); [extension.umd.edu/harford-county](http://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](mailto:jflores@umd.edu)

**Alternative E-mail:**

**Web Site:** <http://www.extension.umd.edu/worcester-county/agriculture-worcester-county/>; <https://www.facebook.com/WicoExtension>

**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](mailto:ljhaggerty@salisbury.edu)

**Alternative E-mail:**

**Web Site:**

**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](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:**

**Web Site:** [www.mredc.umd.edu](http://www.mredc.umd.edu) , [www.agmarketing.umd.edu](http://www.agmarketing.umd.edu)

**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, agri-business 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](mailto:jrhodes@umd.edu)

**Alternative E-mail:**

**Web Site:** [www.queenannes.umd.edu/Ag/index.cfm](http://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.