



## COMMUNITY WEBINAR

**MONTGOMERY COUNTY'S ENTREPRENEURSHIP ECOSYSTEM:  
BUSINESS INCUBATORS AND  
OPPORTUNITIES FOR FEDERAL WORKERS**

**WEDNESDAY, APRIL 23, 2025  
11:30 A.M.**

CONDUCTED ON  zoom





Natali Fani-González is the representative for District 6 on the Montgomery County Council. She brings deep local government experience and a strong background on economic opportunity for all to the Council. Until August of 2021, Natali was the Vice Chair of the Montgomery County Planning Board. During her seven years on the Planning Board, Natali was a key player in supporting the growth of the County's life sciences sector through master plans with a particular focus on addressing the needs of small, local, and immigrant-owned businesses. She also helped steer the County Growth & Infrastructure Policy, Veirs Mills Corridor Master Plan, Montgomery Hills/Forest Glen Sector Plan, the MARC Rail Community Sector Plan, and the Bicycle Master Plan, among many others.

Natali is the Chair of the Economic Development Committee, and a member of the Planning, Housing and Parks Committee.

[www.montgomerycountymd.gov/Fani-Gonzalez/](http://www.montgomerycountymd.gov/Fani-Gonzalez/)







# Montgomery County, MD Entrepreneurship Ecosystem

*Business Incubators and Opportunities for Federal Workers*

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*Judy Costello, Director, Economic Development Special Projects  
Office of the County Executive*





# Montgomery County, MD Entrepreneurship Ecosystem

## *Business Incubators and Opportunities for Federal Workers*

### What is entrepreneurship?<sup>1</sup>

“...the practice of launching, running, and growing a business venture. It requires a combination of innovation, skills, and clear vision to create products, services, or ideas that meet market demands and offer value to a target audience. Those who choose this path are ready to face the risks that come with starting a new business.

Entrepreneurs work hard to make their ventures successful, whether it's a small business or a larger company. This effort **boosts economic development and creates new job opportunities**. Additionally, entrepreneurs contribute to society by solving problems and meeting the needs of the people around them.



<sup>1</sup>[What Is Entrepreneurship? Definition, Meaning, and Tips \(2024\)](#).





# Montgomery County, MD Entrepreneurship Ecosystem

## *Business Incubators and Opportunities for Federal Workers*



[www.MontgomeryCountyMD.gov/Business](http://www.MontgomeryCountyMD.gov/Business)







# Montgomery County, MD Entrepreneurship Ecosystem

## *Business Incubators and Opportunities for Federal Workers*

[www.MontgomeryCountyMD.gov/Business](http://www.MontgomeryCountyMD.gov/Business)



Montgomery County Business Center

Translate

Select Language



Doing Business in Montgomery County

Start a Business

Expand or Move your Business

Business Resources

Contact Us

# Grow Your Business in Montgomery County, Maryland

The Business Center team is here for you!

[Connect Now!](#)





# Montgomery County, MD Entrepreneurship Ecosystem

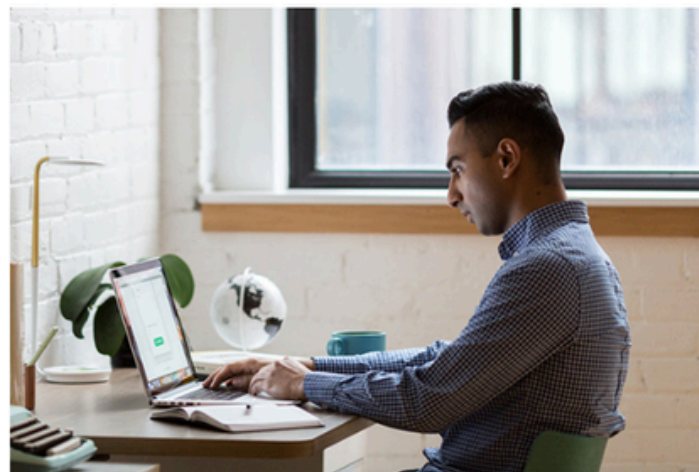
## *Business Incubators and Opportunities for Federal Workers*

# Start a Business in Montgomery County

[www.MontgomeryCountyMD.gov/Business](http://www.MontgomeryCountyMD.gov/Business)



Checklist for Before You  
Start a Business



Guide to Starting a  
Business

SCAN







# Montgomery County, MD Entrepreneurship Ecosystem

## *Business Incubators and Opportunities for Federal Workers*



### **Rockville**

23,000 square feet  
Office and Coworking  
33 companies



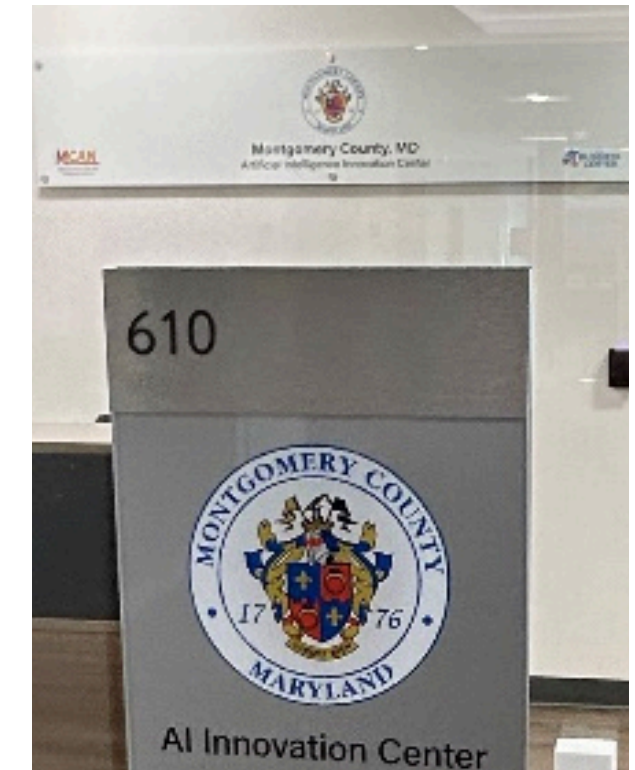
### **Germantown**

32,000 square feet  
Office and Wet Lab  
19 companies



### **Silver Spring**

20,000 square feet  
Office  
22 companies



### **HJF Innovation Labs at Montgomery County**





# Montgomery County, MD Entrepreneurship Ecosystem

## *Business Incubators and Opportunities for Federal Workers*

### Montgomery County Business Innovation Centers

- Affordable, flexible office, co-working, and wet lab space
- A community of fellow entrepreneurs and innovators
- Access to mentors, coaching, education and networking
- Introductions to Community Resource Partners and to other resource providers

[www.MontgomeryCountyMD.gov/Business](http://www.MontgomeryCountyMD.gov/Business)

**SCAN HERE**







# Montgomery County, MD Entrepreneurship Ecosystem

## *Business Incubators and Opportunities for Federal Workers*

[www.MontgomeryCountyMD.gov/Business](http://www.MontgomeryCountyMD.gov/Business)



Business Support  
Organizations



Business Innovation  
Centers



Calendar of Training &  
Education



Small, Minority, Women,  
and Veteran-owned  
Businesses



Business Funding and  
Incentives



Government Contracting  
/ Procurement



Laws & Regulations



Licenses, Permits, &  
Registrations



**Judy Costello, Director**  
**Economic Development Special Projects**  
**Office of the County Executive**  
**Montgomery County, Maryland**

[Judith.Costello@MontgomeryCountyMD.gov](mailto:Judith.Costello@MontgomeryCountyMD.gov)





# MARYLAND WOMEN'S BUSINESS CENTER

*Expert guidance. Real results.*



Funded in part through a  
Cooperative Agreement  
with the U.S. Small  
Business Administration.



MARYLANDWBC.ORG | 301.315.8091 | INFO@MARYLANDWBC.ORG



# About MWBC

- ▶ Maryland Women's Business Center (MWBC) is a signature program of Rockville Economic Development, Inc.
- ▶ MWBC helps entrepreneurs and small businesses owners across Maryland's Capital Region start, sustain, and grow their companies.
- ▶ Through workshops, individual counseling, facilitated peer group support, special resources, and access to capital, MWBC annually helps over 1,500 entrepreneurs gain the skills, connections, and confidence necessary to navigate entrepreneurship.





# Our Team



**Karen Sippel**  
Managing Director



**Martha Jimenez**  
Program Manager  
Montgomery County



**OPEN POSITION**  
Program Manager  
Prince George's County



**Karen Kalantzis**  
Senior Business Consultant  
Frederick County



**Yesenia Cruz**  
Associate Business Consultant



**Mallory Carlson**  
Associate Retail Program Manager



**Zeinna Estrada**  
Marketing & Events Manager



# Areas We Serve



## **Montgomery County**

51 Monroe Street  
PE-20  
Rockville, MD 20850

## **Frederick County**

Office of Economic Development  
118 North Market Street, 2nd Floor  
Frederick, MD 21701

## **Prince George's County**

Bowie Business Innovation Center (BIC)  
14001 Jericho Park Road, A119  
Bowie, MD 20715

## **Howard County**

Economic Development Authority  
6751 Columbia Gateway Drive, #500  
Columbia, MD 21046





# BUSINESS COUNSELING

- Completely **FREE** of charge
- Confidential 1 on 1 meetings
- GrowthWheel Certified counselors
- Available to businesses in our jurisdictions



# TRAININGS & EVENTS



- Educational Business Trainings
- Networking Opportunities
- Signature Workshops & Programs
- Online & In-Person
- Taught by Subject Matter Experts





# SIGNATURE PROGRAMS





APPLY TO JOIN



[mwbcshoplocal.com/join](http://mwbcshoplocal.com/join)



# SIGNATURE PROGRAMS

- Rotating cohort every 6 months
- Cohort members receive:
  - Storefront experience
  - Mentorship & counseling
  - Business training



- 📍 Rockville, MD
- 📍 Savage, MD
- 📍 Bowie, MD (coming soon)





# SIGNATURE PROGRAMS

- Helping new and aspiring childcare providers start and scale their business through:
  - Business Counseling
  - Technical Assistance
  - Trainings & Workshops
  - Access to Capital







# SIGNATURE PROGRAMS

- Exhibitor Hall
- Keynote Speaker
- Panel Discussions
- Headshot & Makeup Lounge
- Networking
- Charity Drive





REGISTER



[marylandwbc.org/eoe](http://marylandwbc.org/eoe)

# SIGNATURE PROGRAMS

- 4-part webinar series made up of:
  - Course 1: Building A Strong Business Foundation
  - Course 2: Creating Your Business Blueprint
  - Course 3: Launch Your Business
  - Course 4: Business Development Strategies
- Webinar series repeated quarterly
- Each course for \$25 or full series for \$80
- Financial assistance available







# PARTNERSHIPS ACROSS MARYLAND

- Rockville Economic Development, Inc.
- City of Rockville
- U.S. Small Business Administration
- Montgomery County
- Montgomery County Economic Development Corporation
- Prince George's County
- City of Bowie
- Bowie State University
- Frederick County Office of Economic Development
- Universities at Shady Grove
- WorkSource Montgomery
- Visit Montgomery
- Association of Women's Business Centers
- Howard County Economic Development Authority





## MARYLAND WOMEN'S BUSINESS CENTER

*Expert guidance. Real results.*

### LEARN MORE



MarylandWBC.org



(301) 315-8091



Info@MarylandWBC.org

### FOLLOW US



maryland.wbc



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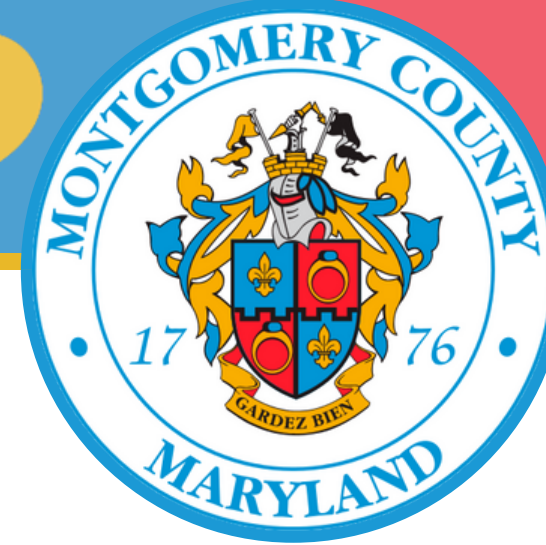
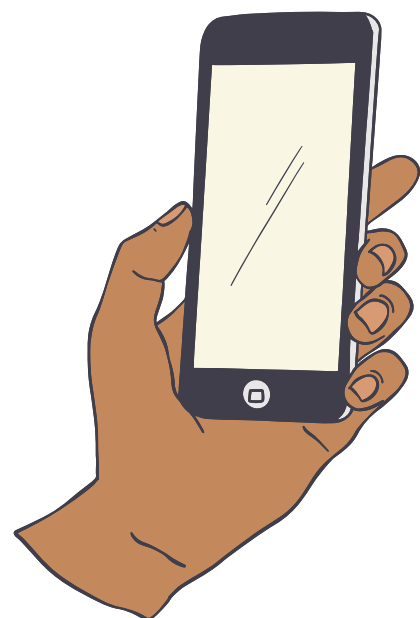
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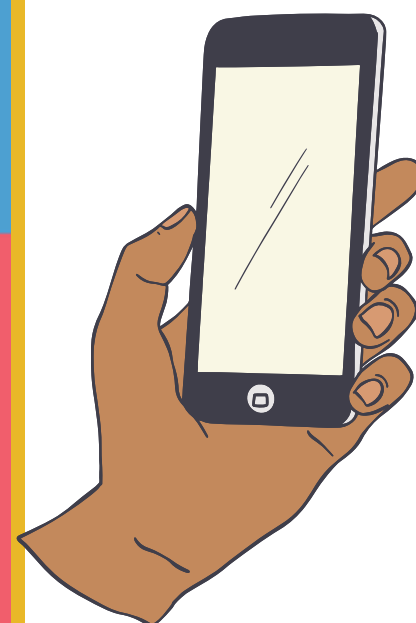
**For information about  
resources available in  
Montgomery County, visit the  
following resource page:**

**<https://bit.ly/MocoResources>**



**Para información sobre  
recursos disponibles en el  
Condado de Montgomery,  
visite la siguiente página web:**

**<https://bit.ly/MocoResources>**





# UPCOMING CAREER WORKSHOP SERIES



CAREER CATCHERS

The ignITe Hub in partnership with Career Catchers, Inc. will provide individualized career coaching and monthly career workshops. Each month an in-person workshop will be presented with a different job readiness topic or skill. These services are **free and open to the general public** who are interested in pursuing a tech career.

Tuesday, May 13, 2025, 12 p.m. – Job Search Strategies

East County Education Center  
Room 122

Montgomery College  
2221 Broadbirch Drive  
Silver Spring, MD 20904

<https://bit.ly/CareerWorkshops2025>

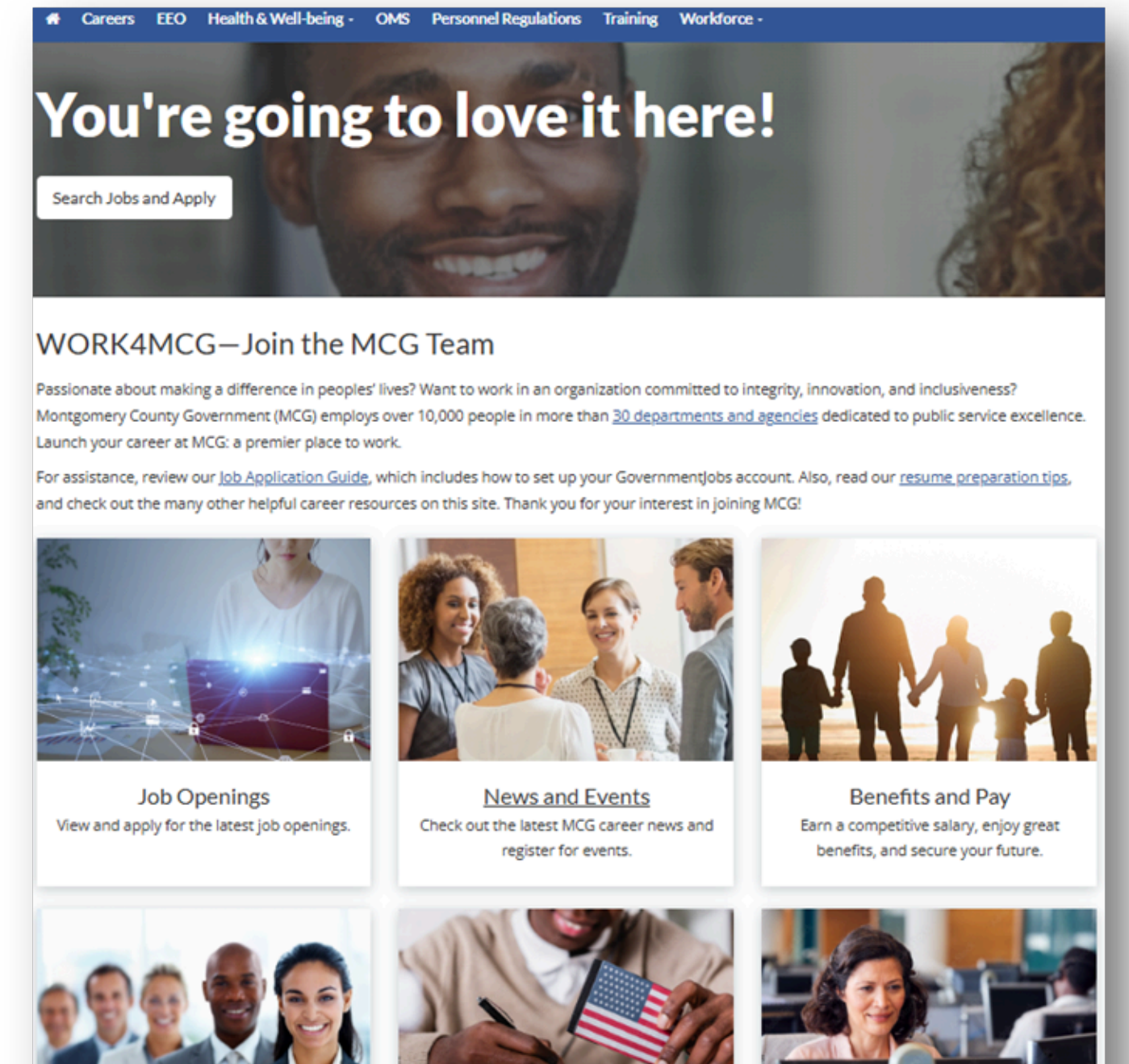
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## Montgomery County (MCG) Careers Site

- **Quick Link:** [Work4MCG.com](https://www.work4mcg.com)
- Search current job openings
- Find the career fairs where you can meet a recruiter from MCG
- Explore our employee benefits packages
- Search our executive positions
- Learn about our employment initiatives for specialized populations; interns, individuals with disabilities, and veterans
- Find resources like our County [Job Application Guide](#)




Office of *Human Resources*



Apply Today: GovernmentJobs.com

- Quick Link: [MCG Jobs Board](#)
- Search current job openings
  - Updated daily
- Sign up for [Job Alerts](#)
- [Application Guide](#)
  - Create an account
  - Applying for a job
  - Checking application status
- Follow us on [LinkedIn](#)
- Follow us on [Twitter](#)



MONTGOMERY

A Great Place To

Montgomery County Government Careers

Welcome to the Montgomery County Government (MD) jobs board. We invite you to view and apply for our available jobs. Be sure to check out the resources on the menu (top left of this page) and explore our wide variety of exciting career paths, outstanding employee benefits, and helpful job seeker resources. **Success tip:** Become one of the first to be notified when we post a job in your field. Take time today to set up your job alerts: [Job Alerts Signup](#)

Q

92 Jobs found ☰ ☰ Sort Filter

Job Title	Job Type	Salary	Closing	Posted	Department	Location	Job Number
<a href="#">African Community Liaison (Community Outreach Manager), Grade N28</a>	Term	\$92,075.00 - \$130,886.00 Annually	04/04/25	03/21/25	Community Engagement Cluster	1401 Rockville Pike Rockville MD 20852 USA	2025-00176
<a href="#">Animal Services Officer, Lead (Grade 21)</a>	Permanent	\$65,551.00 - \$93,756.00 Annually	Continuous	10/10/24	Office of Animal Services	7315 Muncaster Mill Rd Derwood MD 20855 USA	2024 - 00278
<a href="#">Assets Manager (Program Manager II) - Grade 25</a>	Permanent	\$81,122.00 - \$130,181.00 Annually		09/11/24	Department of Housing and Community Affairs	1401 Rockville Pike Rockville MD 20852 USA	2024 - 00174



Office of *Human Resources*



# WORKSOURCE MONTGOMERY



WorkSource Montgomery (WSM) is the county's fiscal agent responsible for local administration of the Workforce Innovation & Opportunity Act (WIOA) and coordination of the local workforce development system in Montgomery County.

To put it simply, WSM connects jobseekers to employers and employers to jobseekers.



## Support for Federal Workers Resource Hub

This page provides resources to help federal workers and contractors find new opportunities, refine their job search, and advance their careers with confidence.

<https://worksourcemontgomery.com>

**Germantown : (240) 406-5485**

**Wheaton : (301) 929-6880**

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## Displaced Federal Workers Support

Displaced from a federal job? Montgomery College is here to help!

Losing a job is stressful—but you don't have to navigate it alone. Montgomery College (MC) offers fast, affordable training, career support, and direct connections to local employers to help you transition into a high-demand career quickly and confidently.

## Free Career Services to Help You Land Your Next Job

<https://bit.ly/MCinformation> 



### UPCOMING CAREER FAIR:

- **April 25:**  
**Rockville  
Campus**
- **51 Mannakee**  
**St. Rockville,**  
**MD 20850**



# MOBILIZE MONTGOMERY



An Initiative Supporting the Federal Workforce in Montgomery County, Maryland

A coalition to support employers and employees affected by the federal government budget cuts.

Our goal is to centralize resources, information, and events taking place within the county and to offer an opportunity for the community to inform how we can best support them.



Mobilize Montgomery | [Mobilize-Montgomery.com](https://Mobilize-Montgomery.com)



# MOBILIZE MONTGOMERY



## Available Resources

#MobilizeMontgomeryMD

### For Job Seekers:

- Career Opportunities & Job Listings
- Career Development, Training & Resume Building Tools
- Employee Rights, Protections & Financial Assistance
- Starting a Business & Entrepreneurship
- Health, Support & Advocacy

### For Employers:

- Funding & Incentives
- Upskilling & Training
- Procurement Opportunities
- Data, Business Strategy & Continuity
- Start-ups

Mobilize Montgomery | [Mobilize-Montgomery.com](https://Mobilize-Montgomery.com)



# MOBILIZE MONTGOMERY



An Initiative Supporting the Federal Workforce  
in Montgomery County, Maryland

#MobilizeMontgomeryMD | [Mobilize-Montgomery.com](https://Mobilize-Montgomery.com) 

**SCAN  
ME!** 





# UPCOMING WEBINARS



## United in Service & Support

Next ZOOM webinar:

**Wednesday, May 7, 2025, 7:00 p.m.**

**How to Fight Back: Effectively Engaging  
in Federal Advocacy and Know Your  
Rights**

**<https://bit.ly/United-In-Service>**

Scan me







# THANK YOU!

## United in Service and Support

ONLINE INFORMATIONAL SERIES