

## Omar S. Muhammad

Omar S. Muhammad is an “Entrepreneur” & Director of the **Entrepreneurial Development and Assistance Center (EDAC)** located at the Earl G. Graves School of Business & Management on the campus of Morgan State University. He is responsible for developing, fundraising, and managing innovative entrepreneurial initiatives. This is accomplished through his continuous interaction with the Morgan State University community and surrounding organizations primarily located in Maryland, Washington D.C. and Virginia. Omar has played a role in assisting technology companies across the nation with strategic planning in bringing technology to market, identify funding sources and certification. He serves as a resource to the entrepreneurial community and has been requested to make presentations on youth entrepreneurship, nonprofit management, loan fund development & implementation, technology and innovation initiatives, starting a business, and other topics to help entrepreneurs at all ages & levels improve & progress.

Prior to becoming the Director of **EDAC**, Omar was an instructor and counselor for **Women Entrepreneurs of Baltimore, Inc.** (WEB). As an instructor, he was responsible for assisting over 150 students in developing business plans and providing additional resources for starting, operating, and growing small businesses. Prior to WEB, Omar served as Vice President and Director of the Community Lending Group, an affiliate of the Development Credit Fund, Inc. He carefully managed \$4.0 million in an Empowerment Zone revolving loan fund for the federally funded Empower Baltimore Management Corporation. This experience gave him the opportunity to review business plans and loan packages to determine the feasibility for financing a particular business. Many of the companies that Omar assisted were considered micro enterprises.

Omar serves on Maryland Department of Housing & Community Development Neighborhood Business Works Program loan committee, Diversitech (nonprofit assisting tech entrepreneurs of color), Greater Baltimore Technology Council and an alumnus of the Greater Baltimore Committee Leadership Program (2006). Omar received the United States Small Business Administration’s *Minority Business Champion of the Year Award in 2006 and Small Business Journalist Award in 2008*. Mr. Muhammad is an authorized local expert for Constant Contact where he delivers presentations on email marketing to help organizations and small businesses with customer acquisition and retention

He has been involved in entrepreneurship since the age of 12. He currently operates IP Collaborations, *an entrepreneurial idea lab that focuses on media resources for entrepreneurs and building opportunities around innovative technologies*. He promotes entrepreneurship through his weekly radio workshops on a National Public Radio station, social media properties, and as a columnist for the Baltimore Business Journal. Omar is married (wife is also an entrepreneur) and has 4 daughters (3 who are entrepreneurial minded). He lives by the mantra improve & progress.