

# Annual Report

October 1, 2021 - September 30, 2022

Come in WE'RE  
**OPEN**

## Business Reboot



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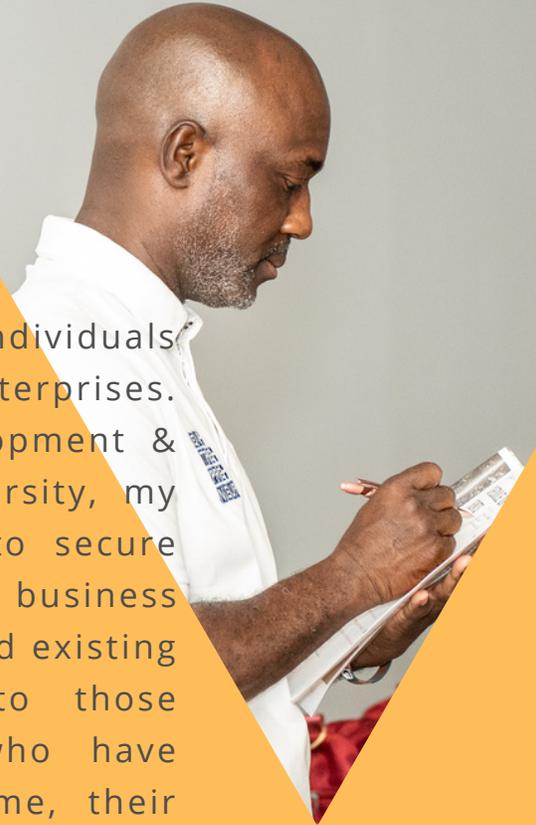
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*a year's overview*

# BUSINESS REBOOT...

The last three years have been challenging for individuals looking to start, operate, and scale their enterprises. Through the work of the Entrepreneurial Development & Assistance Center (EDAC) at Morgan State University, my team (internal and external) and I were able to secure resources to provide much needed educational, business skill attainment, and micro funding for budding and existing entrepreneurs. I am excited and grateful to those organizations, corporations, and individuals who have provided EDAC with financial support, their time, their advisement, and overall encouragement to keep going no matter what. There is a quote that is framed hanging in my home by the late Maya Angelou that reads, *"No matter what happens, or how bad it seems today, life does go on and it will be better tomorrow."* In this year's annual report, you will read about entrepreneurs from students, to alumni, to the community who will share their stories of rebooting their businesses and how their tomorrow became better.

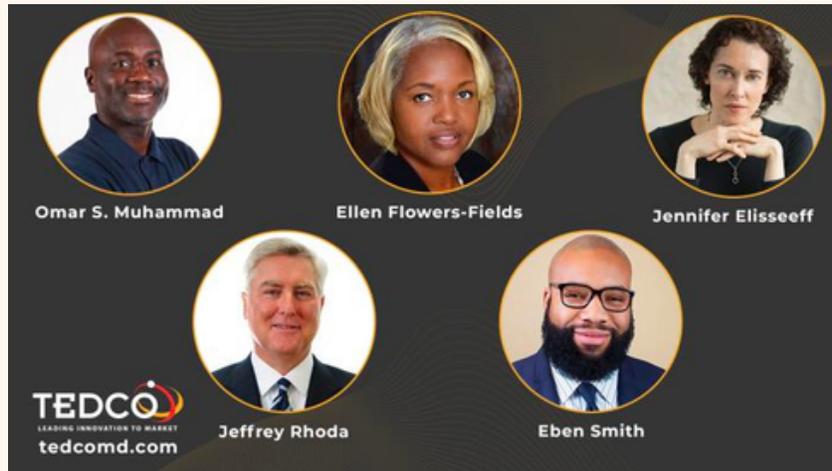


Improve & Progress!

A handwritten signature in black ink that reads "Omar S. Muhammad".

Omar S. Muhammad  
Director & EN-TRE-PRE-NEUR

# History in the Making Part II



## Omar Muhammad selected to chair the board for a second year

TEDCO, Maryland's economic engine for technology companies, held its annual election for the board of directors' executive officers, reaffirming a second term for Chair Omar Muhammad of Morgan State University (MSU). TEDCO's full slate of executive officers are:

- Chair – Omar S. Muhammad
- Vice Chair – Ellen Flowers-Fields
- Secretary – Jennifer Elisseeff
- Treasurer – Jeffrey Rhoda
- Assistant Treasurer – Eben Smith

"I am gratified to continue to lead the board of directors following an incredibly productive year. Our board has been laser focused on TEDCO's mission of enhancing economic empowerment by fostering an inclusive and entrepreneurial innovation ecosystem, and that will continue in my second term," said Omar Muhammad, chair of the board. "I'm particularly proud of the collaborative spirit of the board and the TEDCO team on projects as noteworthy as The Open Institute for Black Women Entrepreneur Excellence and our efforts to support Maryland's leading tech entrepreneurs."

Those efforts include a major infusion of funding—up to \$50 million— from the Treasury Department's State Small Business Credit Initiative, which flows through Maryland's small business relief plan to TEDCO.

The funds will go to support recipients of TEDCO's Venture Equity Fund, Venture Capital Limited Partnership Equity program, the Seeds Funds Equity program and the Social Impact Funds, which are aimed at providing investment and support to economically underserved founders and communities in Maryland.

"We appreciate the experience and talent our board brings to TEDCO, and their commitment to bringing wealth expansion and inclusion to more Marylanders is seen in our work each day," said Troy LeMaile-Stovall, CEO, TEDCO. "We thank last year's executive officers for their service and welcome the new officers, including our board chair. Omar exemplifies TEDCO's values of accountability and integrity; he has been a tremendous support in these uncertain times as we seek to carry out TEDCO's crucial mission."

TEDCO is managed by a 19-member Board of Directors, 14 of whom are appointed by the Governor, two appointed by the President of the Maryland Senate; and two appointed by the Speaker of the Maryland House of Delegates - each to staggered 4-year terms. The 19th member is the Maryland Secretary of Commerce, who serves ex officio. Each member appointed by the Governor is confirmed by the Senate.

Read more at:

The Entrepreneurial Development & Assistance Center (EDAC) has played a major role in introducing entrepreneurship across campus and within the community for over 18 years. EDAC was established to offer entrepreneurship education to the Morgan community while providing resources to help individuals within the community start, operate and scale a business. Serving about 1,000 individuals each year with workshops, one on one business counseling, specialty training, live events, and media exposure through its varied podcasts. The mission of the Entrepreneurial Development and Assistance Center (EDAC) is to connect budding and existing entrepreneurs to resources for venture management and growth. EDAC is a unit of the Office of the Provost at Morgan State University.

## Strategic Priorities

-  Filling the academic pipeline
-  Collaboration with other schools on campus
-  Raising funds for initiatives
-  Evaluating EDAC's impact
-  Impactful initiatives for community economic development
-  Develop public, private, academic relationships

## IN SUPPORT OF...

The above strategic priorities are in line with the objectives of Title III, the University, and Division of Academic Affairs.

### Title III

Creation of an entrepreneurship across campus committee to support university wide entrepreneurial activities.

### Office of the Provost

The Division of Academic Affairs, through dynamic leadership, creates transformative opportunities that advance knowledge, foster learning, and engage urban communities.

More information at [www.morgan.edu/academicaffairs](http://www.morgan.edu/academicaffairs)

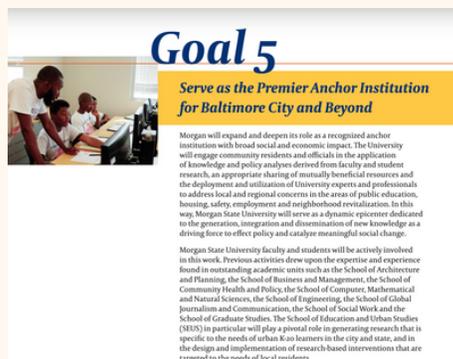
## University



### Goal 1

**Enhance Student Success and Well-Being**

Morgan strives to create an educational environment that enhances student success by offering new academic programs and holistic co-curricular activities in a welcoming, diverse and inclusive campus community. The goal here is to provide students with a comprehensive educational and transformative experience that actualizes their full potential and empowers them to emerge as confident and competent global citizens and dynamic leaders in their selected careers and communities. This broadly stated goal encompasses student enrollment and retention functions. Thus, primary and cross-sectional responsibility for all of these functional areas is jointly shared by the Provost & Senior Vice President, the Vice President for Enrollment Management and Student Success (EMASS) and the Vice President for Student Affairs.



### Goal 5

**Serve as the Premier Anchor Institution for Baltimore City and Beyond**

Morgan will expand and deepen its role as a recognized anchor institution with broad social and economic impact. The University will engage community residents and officials in the application of knowledge and policy analyses derived from faculty and student research, an appropriate sharing of mutually beneficial resources and the deployment and utilization of University experts and professionals to address local and regional concerns in the areas of public education, housing, safety, employment and neighborhood revitalization. In this way, Morgan State University will serve as a dynamic epicenter dedicated to the generation, integration and dissemination of new knowledge as a driving force to effect policy and catalyze meaningful social change.

Morgan State University faculty and students will be actively involved in this work. Previous activities drew upon the expertise and experience found in outstanding academic units such as the School of Architecture and Planning, the School of Business and Management, the School of Community Health and Policy, the School of Computer, Mathematical and Natural Sciences, the School of Engineering, the School of Global Journalism and Communication, the School of Social Work and the School of Graduate Studies. The School of Education and Urban Studies (SEUS) in particular will play a pivotal role in generating research that is specific to the needs of urban K-12 learners in the city and state, and in the design and implementation of research based interventions that are targeted to the needs of local residents.

**C**

**APITAL**

Work with area financial institutions (Community Reinvestment Act) to educate our audience on capital and banking services available for their business.

**E**

**VENTS**

Conferences, providing tools to help the internal & external community of Morgan launch, operate, and grow their enterprise.

**N**

**ETWORKING**

Actively participating in the entrepreneurial ecosystem to help expand the number of African American and women-owned businesses. In addition, garner resources to impact the entrepreneurial ecosystem at the university.

**T**

**RAINING**

Developing tools/training to help entrepreneurs scale their enterprise. In some cases, specialized training for specific demographics.

**E**

**COMMUNITY**

Creating an online community of entrepreneurs to utilize tools from the center to launch, operate, and grow their enterprise.

**R**

**RESEARCH**

In constant communication with the entrepreneurial community, to identify challenge areas where the various units at the university can offer recommendations and solutions.

# THE FIGURES

**OCTOBER 2021 -  
SEPTEMBER 2022**

THE NUMBERS BELOW REPRESENT THE NUMBER OF MORGAN--STUDENTS, STAFF, FACULTY, COMMUNITY INDIVIDUALS, ALUMNI, STUDENTS (IN PUBLIC SCHOOLS), BUSINESS OWNERS AND BUDDING ENTREPRENEURS RECEIVING SERVICES FROM EDAC VIA WORKSHOPS, CONFERENCES, SPEAKING ENGAGEMENTS, PODCASTS, ACCESS TO CAPITAL, MANAGEMENT SUPPORT, PRINT MEDIA AND ONE ON ONE COUNSELING.



**FY 2022  
Goal: 900**

**MORGAN  
STUDENTS**



**BUSINESS  
DEVELOPMENT**



**YOUTH  
OUTREACH**

\*The change in numbers from year to year reflect COVID-19 impact on EDAC's activities.

# MORGAN STUDENT



## MONIQUE ROMAN

### Amor Fit

Started April 2022

[www.amorfitness.us](http://www.amorfitness.us)

Social Media: IG @niqueeamor  
or @amorxfit

Major: Business Administration

Classification: Sophomore



### Why did you start your business?

Amor Fit was founded by me, Monique Roman also known as, Nique Amor. After becoming depressed from being overweight, I decided it was finally time to make a change. After losing over 120 pounds, trying different waist trainers, and fitness wear...Amor Fit was born. I wanted to create a platform that was a safe space for EVERYONE, while also encouraging women to embrace themselves. Every woman deserves to look and feel gorgeous every day! The most rewarding result of Amor Fit is being able to see our customers gain confidence and feel ready to conquer everything. We embrace and strengthen the beauty of every customer.

### How did the EDAC internship program help you now and in the future?

My internship with EDAC has helped me tremendously! On days I didn't feel like doing work or I wanted to take a break, I had one of my mentors texting me the agenda for the week, or we had an event planned we had to host as a group. EDAC has helped me by not allowing me to procrastinate. EDAC created a family environment that allowed me to feel comfortable enough to talk about the highs and lows of running a business and granted me the opportunity to connect with like-minded people within my age range. I'll be able to use all the fundamental skills and lessons provided by EDAC forever in my everyday life as well as my business. Thank you EDAC!

### What advice would you give collegiate entrepreneurs?

Work Hard!! Don't get discouraged by outside opinions on your goals. Don't worry about the number of people doing the same thing you are, because your lane is uniquely yours. Your goals are just that...YOUR GOALS. There will be hard and trying times, just remember you are stronger than any obstacle in your way. Keep pushing even when you're feeling at your lowest. It will pay off in the long run.

# Morgan Students

## Speaking

- Nontraditional students (Clayton Lewis)
- Organizational Behavior (Dr. Karen Proudford)
- College students from CCBC, Morgan, Anne Arundel Community College
- Young CEO event
- ...Other on campus events



## One on One

Providing guidance to Morgan students interested in entrepreneurship.



## Events

- Students attending community events
- Clothing Manufacturing Experience (Family & Consumer Sciences)
- Young CEO (Second Year Experience)
- W.O.M.E.N.
- Real Estate Workshop



## Internships

Morgan students working with local entrepreneurs to scale their business



# MORGAN STUDENTS

Activities associated with Morgan State University students. Below are a few highlights...



Resource advisors for the Young CEO event.



Student leaders for the Young CEO event.



Intern attending the MBDA Manufacturing event.



Interns bringing exposure to entrepreneurial activities on campus



Morgan student entrepreneur in the community



Morgan student entrepreneur in the community

**HBCUFI PRE-ACCELERATOR**

Seeking Morgan State **ENTREPRENEURS** ready to validate a problem and build an MVP to join us for an 8-week Pre-Accelerator Program.

**PROGRAM BENEFITS:**

- Access to mentors and advisors
- Funding opportunities
- Join a cohort of startup founders
- Pitch to potential investors

**TOPICS COVERED:**

- Validating the Idea
- Building a Prototype
- Marketing & Branding

A new initiative focus on helping students create an enterprise



Interns working on Blackstone LaunchPad activities

**PITCH:** YOUR IDEA TO WIN FUNDING & OTHER RESOURCES FOR YOUR BUSINESS!

**EVERYTHING STARTS WITH A DREAM**

August 18th & 25th  
September 8th & 15th  
6 p.m. until 8 p.m.

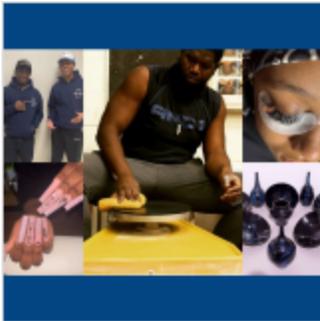
**Orion**  
1101 Fillmore Street,  
Baltimore, MD 21218

Registration:  
edacmorgan.com

2 winners each day

Morgan students participating in Room to Grow Pitch Competition

# THE SPOKESMAN



## Student-owned businesses on the rise for Gen Zers at Morgan State

Many young entrepreneurs or small business owners are going to school and pursuing a degree while also running a business on the...

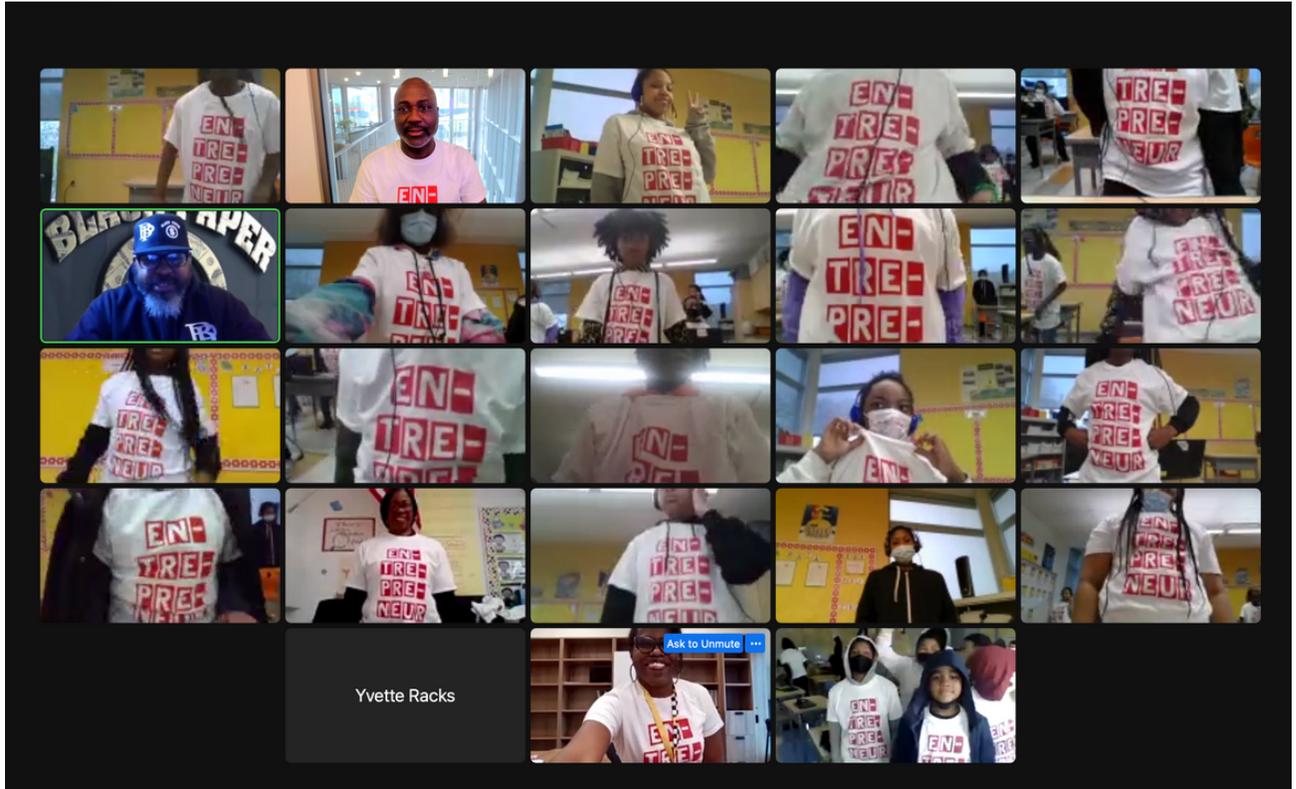
 The Spokesman / Mar 3

EDAC team added their voice...

<https://themsuspokesman.com/13306/campus-news/student-owned-businesses-on-the-rise-for-gen-zers-at-morgan-state/>

# YOUTH OUTREACH

*Our annual youth entrepreneurship conference was held virtually again. During the year, we worked within the community to offer resources for youth interested in entrepreneurship.*



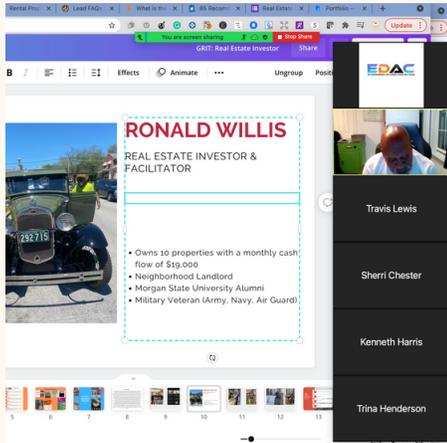
*Youth from the summer business academy at the Cube Cowork and selling their goods in the community*



*Youth from a summer enrichment program (Banner Neighborhoods program) visited Morgan and received a workshop on entrepreneurship*

# BUSINESS DEVELOPMENT

Throughout the year, team EDAC connected entrepreneurs to resources to further help them manage and grow their enterprise. Below are a few highlights...



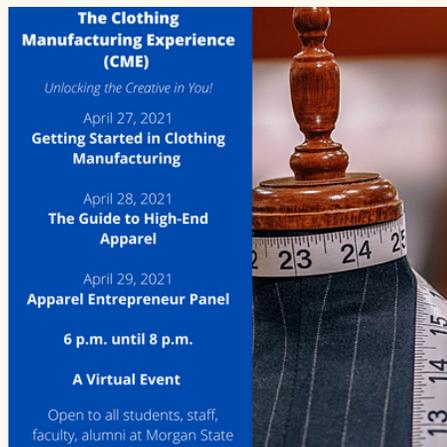
Real Estate Investing workshop for students and the community



Resources for women veteran entrepreneurs



Resource for helping women entrepreneurs grow their business



Sharing strategies on how to get into the clothing industry



Connecting entrepreneurs to the manufacturing industry



Facilitated funding resources for entrepreneurs



Alumni, students and business owners supporting our students



Annual Women Conference



Room to Grow Pitch Competition

# Cardin Announces Virtual Guests for President Biden’s First State of the Union Address

March 1, 2022

(Washington, D.C.) – U.S. Senate Committee on Small Business & Entrepreneurship Chair Ben Cardin (D-Md.) today announced that his virtual guests for President Joe Biden’s first State of the Union Address will be Spencer Jones, owner of Chick & Ruth’s Dely in Annapolis; Omar Muhammad, Director of the Entrepreneurial Development Assistance Center (EDAC) at Morgan State University; and Lisa Smith, Executive Director of Bowie Business Innovation Center (Bowie BIC). Earlier this afternoon, Cardin hosted a virtual meeting with his guests to discuss what they hope to hear from the president.

“President Joe Biden’s first year in office has been focused on building a better America with a bottom-up economy that works for everyone, and I am proud to attend his first State of the Union address with guests who are on the frontlines of that effort in Maryland,” Cardin said. “I am using this opportunity to reflect on President Biden’s and Senate Democrats’ efforts to enact policies to empower underserved entrepreneurs. I am also using this opportunity to hear directly from Spencer, Omar, and Lisa about what more can be done to help underserved entrepreneurs reach their full potential.”



Top Row: Omar Muhammad; Spencer Jones  
 Bottom Row: Lisa Smith; Senator Cardin



Golf outing with entrepreneurs supporting youth entrepreneurship

**We like the youth & golf!**



Golf outing with entrepreneurs supporting collegiate entrepreneurship



Sponsorship of community event



Supporting women entrepreneurs in the community



Morgan alum showcasing his business at a community event

# MENTOR PROTEGE PROGRAM

The Department of Defense (DoD) is proud to announce the fiscal year 2021 Nunn-Perry Awards winners, recognizing excellence in the DoD Mentor Protégé Program.

Program participants deliver capabilities across major defense programs in support of the warfighter. Recipients of the Nunn-Perry Award excel in protégé growth and development.

“Our office is excited to recognize this year’s Nunn-Perry Award winners,” said Ms. Kasey Diaz, Director of the Mentor-Protégé Program within the Office of Small Business Programs. “As the program grows to meet the challenges faced by today’s warfighter and small business industrial base, we thank the program offices, mentors, proteges and supporting offices that continue to establish a strong base on which to build.”

The Mentor-Protégé program will celebrate the accomplishments of the winners, listed below, at an award ceremony next year.

- Defense Intelligence Agency: Invictus (Mentor); BlueSky (Protégé); Bowie State University; Mason Small Business Development Center (SBDC)
- Missile Defense Agency (MDA): Tech-Masters, Inc. (Mentor); Beshenich Muir & Associates, LLC (BMA) (Protégé); Oakwood University; The Catalyst Women’s Business Center
- **Navy: CACI (Mentor); CDIT (Protégé); Morgan State University**

The DoD Mentor Protégé Program was established in 1990 in response to concerns raised by DoD prime contractors regarding their inability to meet Small Disadvantaged Business (SDB) subcontracting goals.

The award is named for the contributions of Senator Sam Nunn and former Secretary of Defense William Perry, who both played critical roles in the implementation of the DoD Mentor Protégé Program.

The program has since expanded, providing developmental assistance to Women-Owned Small Businesses, Service-Disabled Veteran-Owned Small Businesses and others.

More information on the DoD Mentor Protégé Program can be found online at [business.defense.gov](http://business.defense.gov).

## Learn more about the Department of Defense Mentor Protege Program

[bit.ly/mentordod](http://bit.ly/mentordod)



### Dod Mentor Protege Program

#### Mentors collaborated with:

CACI, IBM

#### Proteges (small businesses):

CDIT

Expansia

Mayvin

Platinum Technologies

KAPS Solutions

Ignite Fueling Innovation

### Services Performed

- Provided interns to support corporations
- CMMI Training/Implementation
- ISO 27001:2013 Implementation
- Strategic Planning
- Marketplace Analytics and Alignment Support Services
- Enterprise Management

# ALUMNI HIGHLIGHT

## Ashley Tate

Award Winning Author  
and Entrepreneur  
CEO of Queens Just  
Wanna Have Funds

Business Started:  
2019  
Graduated from  
Morgan:  
BS in  
Entrepreneurship  
2017



### Were you an entrepreneur while attending college? If so, what type of businesses?

Yes, I was an entrepreneur while attending Morgan State University. I owned an online clothing boutique.

### What advice about entrepreneurship would you give to students while they are still in school?

The advice I would give students who are entrepreneurs is to never give up. To continue with their dreams and goals no matter what life throws their way.

### How did you discover EDAC and what services did you receive?

I found EDAC through a friend who attended Morgan. She told me about the experience she had at EDAC. I was welcomed by Mrs. Racks and Mr. Omar. They helped me so much with my business. Services I received from EDAC included help with business planning, public speaking skills, motivation, and other resources for life and business.

### Why as an alumna is it important to give back to the university?

*It is important to give back to the university community, because WE are the future. We are on the horizon of big things and we just need someone to understand our struggles while pursuing our dreams and to give us a chance to become something greater than our environment. It is also important to give back by supporting, leading, teaching, and guiding the next generation of entrepreneurs by sharing tips, advice, strategies, and tools to run a successful and profitable business.*

# COMMUNITY HIGHLIGHT

## Danielle Frisby

UnBoxing Change

Type of Business- Children's Organization

Contact information:

Email: [Hello@unboxingchange.com](mailto:Hello@unboxingchange.com)

Website: [www.unboxingchange.com](http://www.unboxingchange.com)

Social Media: Instagram-unboxingchange

Linked In- Danielle Frisby



*UnBoxing*CHANGE  
CELEBRATE COMMUNITY

### How did you learn about EDAC?

I was introduced to EDAC by Omar Muhummad directly after successfully graduating from the Moms as Entrepreneurs Cohort in 2019. I was introduced to several business resources and entrepreneurial training to help grow my newly launched business.

### What impact has EDAC had on your business?

The impact that EDAC has made on my business has been tremendous! Over the last few years since launching UnBoxing Change, we have been invited to participate in numerous training and programs as well as serving as an Alliance Member for the Baltimore Metropolitan Women's Business Center that the EDAC Center created.

I believe the greatest impact that the EDAC Center has made on my business is by allowing my business to manage projects to support other entrepreneurs and women in business. The EDAC Center has become an anchor client for UnBoxing Change, and we are currently managing all of the projects that are listed below:

- Blackstone LaunchPad- Co-Campus Director
- R.I.D.E Program- Project Manager
- Room to Grow- Women's Veterans
- Baltimore Metropolitan Women's Business Center- Like a Femme Entrepreneurship Trainer

### How important is an HBCU in helping small businesses in the community?

I believe it is incredibly important for HBCUs to help develop and launch sustainable businesses in the community. The heartbeat and essence of HBCU experiences are rooted in family and community.

HBCUs are uniquely positioned to amplify Black voices and keep Black Businesses at the forefront of the marketplace. This helps support the creation of new businesses directly supporting communities of color.

# **ROOM TO GROW!**

***An Advisory Board Project for Entrepreneurs***



Powered by

**EDAC**  
THE ENTREPRENEURIAL DEVELOPMENT & ASSISTANCE CENTER

Room to Grow initiative involved ten (10) business owners identifying challenges within their business and meeting for one hour per month with three (3) subject matter entrepreneurs who provided them with guidance on their business challenges. The initiative lasted for six months.

# A YEAR LATER

## OMOWUNMI ONI-DANDRIDGE

As a former participant of the Room to Grow Initiative over a year ago, the guidance I received from this program allowed me to grow in strengthening my business by having more time to build my brand, move from phase one of my garments and exploring the process of perfecting my garments.

The GrowthWheel (an online platform) remains a great resource to my business in keeping me on track for my 30/60/90-day goals. It's great to get emailed reminders for the goals I set. After the program, I continued to build by brand focusing on marketing online and vending. I have been able to refine my products and make them more versatile in wearing and packaging. I will be reintroducing new and improved products in 2023.

Omowunmi Oni-Dandridge  
OWNER/FASHION DESIGNER



## LEON ROBINSON IV

Since the Room to Grow Initiative, The BENJI Group has grown by increasing agent count & admin support. We now have 6 agents including myself and one support staff. The Room to grow initiative really impacted our organization's clarity on what our value proposition is and why we do what we do. It has helped us understand that following a system and a model is key to growing and sustaining a business. Couldn't have been more blessed to be a part of this initiative.



## NATASHA BROWN

providers to further develop, empower and impact our girls and families.

The Room to Grow initiative impacted my business by expanding my mindset on how to build a plan, have a strategy, and set goals. The system itself helps us to see our business as a whole and track its growth. It is a great tool and when I use it consistently, it helps me to stay focused on my goals in business and track my progress.

B. HER Solution - @BHERSolution  
BraidHER Mobile- @BraidHERMobile

My business has grown to add a coaching and connecting element for adults and children. We have been approved as a vendor for Baltimore City and now our coaching program for children is now in Baltimore's virtual elementary/middle school. I have established partnerships and began building my network of service

# Room to Grow

# A YEAR LATER



## MURPHY PASCHALL



The main thing or should I say the tool that I learned from "Room to Grow" was how to set a vision to reach a set of goals. The vision was how I wanted to advance my business and set a timetable for execution. Using the 30-60-90-day strategy allowed me to check in periodically to see where my efforts were in reference to meeting my goals. This kept me informed as well as providing much needed motivation. If I was falling short, I knew exactly where I needed to apply more attention in order to stay on course.

Since completing the "Room to Grow" initiative and utilizing the coaching strategies from my wonderful advisory team, Black Paper Streetwear (BPSW) is embarking on a record year in branding opportunities as well as sales. BPSW was afforded the opportunity to provide clothing for R&B group New Edition while performing on the "Culture Tour". Bobby Brown wore our College Station hooded sweatshirt on his reality television show "Bobby Brown: Every Little Step" broadcasted on the A&E channel. (photo to the left)

In closing, this has been an eye-opening and valued experience. My dedication was tested along the way because I can be impatient in reference to progress. Therefore, learning that success is truly a process. It takes about 3 years to become an overnight success.

Black Paper Streetwear  
[blackpaperstore.com/](http://blackpaperstore.com/)

As a member of the EDAC "Room to Grow" cohort, I received one on one support from industry experts in the fields of accounting, social media/marketing, and business structure and organization. The leadership, administrators, and consultants at EDAC are all highly professional, approachable, and knowledgeable. The experience was self-awakening and reflective. Through this experience, I have also gained access to a diverse network of entrepreneurs and potential collaborators and partners. Because of my connection with EDAC's "Room to Grow", I was provided a unique opportunity to participate in an extremely enlightening and informative Young CEO panel discussion event at Morgan State University.

Co-Founder of Virtual Village Learning Center

## Tiffany M. Page



**YOUNG CEO EVENT:  
HELPING YOUR  
BUSINESS GROW!**

Food served! | Door prizes!

\$500 to the student club with the most attendees (min. 10 is required)

**50 Seats**

Topics:

- Entrepreneur's Panel
- Get answers to your small business questions from the experts!

📅 Thursday, April 14, 2022

🕒 6:00 P.M. - 8:30 P.M.

📍 School of Business  
4100 Hillen Road  
Room 314  
Baltimore, MD 21214

Powered By:

**SPONSOR**

**Khiya Hassan**  
Founder, K&H, Inc.

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**SPONSOR**

**Cynthia Johnson**  
Founder & CEO, J&C, Inc.

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**SPONSOR**

**Natasha Parker**  
CEO, Parker Agency

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**SPONSOR**

**Tiffany Page**  
CEO, Black Paper Streetwear

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**SPONSOR**

**Donya Zimmerman, JD**  
The Attorney for Consultants

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**SPONSOR**

**Sharif Small**  
The Attorney, S.K. Financial, LLC

Must register to attend:  
[www.edacmorgan.com](http://www.edacmorgan.com)

Resources available for women entrepreneurs...



CONFERENCES



ENTREPRENEURIAL  
TRAINING &  
WORKSHOPS



PODCASTS



ONE ON ONE  
BUSINESS  
COUNSELING



ROOM TO GROW  
INITIATIVE



ACCESS TO  
CAPITAL

Powered by:



US Department of Education Title III Program

## TRAVELED FROM

- Maryland
- Washington, DC
- Virginia
- Philadelphia



## ATTENDEES



61

women

- 70 total
- 9 men

## TYPE OF BUSINESSES

- Food
- Makeup
- Jewelry
- Consulting
- Dance
- Health
- Insurance
- Theatre
- Real Estate
- Coworking
- Dance
- Beauty



## USE OF PRIZE MONEY



- Marketing (flyers, postcards, social media, website)
- Inventory
- Staffing
- Equipment
- Accounting Services
- Office Supplies

## Conference



Award Winners from the W.O.M.E.N.'s conference



Participants responded to one of the workshop speakers

**Win with W.O.M.E.N. CONFERENCE**

**TWO DAY EVENT**

**AUG 26TH**  
6PM-8PM  
Women in Cannabis fireside chat

**AUG 27TH**  
9AM-1PM  
Half day of entrepreneurial workshops (lunch included)

JOIN US FOR THE ULTIMATE FREE EXPERIENCE INCLUDING

- BUSINESS WORKSHOPS,
- AWARDS AND A
- PITCH COMPETITION.

THE CUBE COWORK  
4709 HARFORD RD  
BALTIMORE MD 21214

Register at [EDACmorgan.com](http://EDACmorgan.com)

Powered by **EDAC** **MOM**



Pitch Competition Winner with Judges

# W.O.M.E.N. PLATFORM

WOMEN OWNED & MANAGED ENTERPRISE NETWORK

W.O.M.E.N. is addressing the need of helping Black and Brown women veterans, military spouses, and women seeking contracting opportunities with government agencies and the private sector. Successful candidate will manage:

## 01 ENTREPRENEURIAL TRAINING BOOTCAMP

- 4 weeks
- 1 day
- Evenings 6p - 8p
- Focus: Tools for doing government contracting



## LOAN FUND

- 5,000 loan microloan

## 02

## 03 ONE ON ONE BUSINESS COUNSELING

- All women veteran entrepreneurs, military spouses, and women entrepreneurs seeking government contracting are eligible to receive one on one business counseling from one of the Women Business Centers in Maryland



## WOMEN VETERAN ENTREPRENEUR PODCAST (12 TOTAL)



## 04

## 05 ONE DAY SUMMIT

April 2022



### Activities from October 1, 2021 to September 30, 2022

- 12 podcasts
- \$85,000 loans deployed
- Two webinars
- One on One Business Counseling with the four Women's Business Centers in Maryland
- Four Cohorts for the Entrepreneurial Training Bootcamps
- Over 200 attendees for the Annual Event
- Two Cohorts for the Certification Training

### Advisory Board & Team Members

- Omar Muhammad, Director MSU EDAC, Podcast Host
- Dawn L. Tucker, Program Coordinator and Facilitator
- Kamalia Blunt, Program Coordinator and Facilitator
- Joe Wynn, The Veterans Entrepreneurs Training and Services (VETS) Group
- Crystal Showell, Jollycare-rs (In Process) Retired Head of Contracting Activity and current Federal Employee
- Lonnette Bryan, GSA Federal Solutions and Retired Federal Employee
- Anissa Alston, ALSTNTEC and Destination Achievers
- Roslyn Jones, Women Veterans/Inclusion Program Manager, MD Department of Veterans Affairs
- Sharon Jacobs, Strategic Alliance Group, Inc. and N-STEP, Inc.

## WVE Conference Information

DOWNLOAD THE CONFERENCE GUIDE



visit [www.edacmorgan.com](http://www.edacmorgan.com) to download

- Conference Reply
- Conference Guide
- Presentations



# We're Here for you!



- ONLINE TRAININGS
- ON-DEMAND WEBINARS
- ONE ON ONE BUSINESS ADVISING
- ENTREPRENEURIAL MENTORSHIP PROGRAM
- GROUP BUSINESS COUNSELING
- BUSINESS LEADERSHIP GROUP
- NETWORKING OPPORTUNITIES

The Balt Metro Women's Business Center is committed to embrace women business owners and provide resources to enhance their business knowledge as well as support their ingenuity for entrepreneurial growth.

*NO Fee Business Consulting*



## Contact Us **TODAY!**

For more Information visit  
<https://baltmetrowbc.org/>  
Phone: 443-885-2244

Email: [baltmetrowbc@morgan.edu](mailto:baltmetrowbc@morgan.edu)

The Baltimore Metropolitan Women's Business Center is funded in part through a Cooperative Agreement with the U.S. Small Business Administration.



# Contact Us



**baltmetrowbc**



**baltmetrowbc.org**



**443.885.3663/3261**



**Morgan State University Business Center  
EDAC, Suite 302  
4100 Hillen Road  
Baltimore, MD 21218**

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## The Team

Ann Frank, Director

## Advisory Board

Angela Schaffer, A2ZVentures LLC

Dayna Cooper, Cooper Legal, LLC

Janice (Jan) Walker-Emeogo, MD Department of Labor

Karen Pecora-Barbour, THE BARBOUR GROUP

Nancy Peters, CACI

QC Jones, Nolan Mackenzie Development LLC

Rachel Jones, Horton Jones Properties, LLC

Richard Thomas, The Thomas Firm Inc

Sherry Curry, PNC Bank

Stepheca M. Sawyer, Sawyer Syndicate, LLC

Omar Muhammad, EDAC

## Minority Business Development Agency Formerly Incarcerated Persons Learning Entrepreneurship

Morgan State University through the EDAC received a grant from the Minority Business Development Agency (MBDA) Entrepreneurship Education Program for Formerly Incarcerated Persons. MBDA is committed to leveraging its capabilities to help increase opportunities that formerly incarcerated minority persons face in trying to reenter the workforce. The Entrepreneurship Education Program for Formerly Incarcerated Persons will focus on funding innovative projects to support and equip formerly incarcerated individuals with the skills, resources, and networks to start their own businesses.

### ACTIVITIES

- **Skill Development.** 3 hour entrepreneurship boot camp (all participants receive access to an online tool to help with business planning) learning the basics of starting, operating, and growing a business.
- **Continuing Education.** Popup Workshops to further help individuals with creating an entrepreneurial mindset and business.
- **Resources.** Monthly podcast, monthly video podcast highlighting formerly incarcerated individuals who are now exploring entrepreneurship or finding new ways to grow their enterprise and resources from other organizations.
- **RIDE University,** monthly videos on starting, operating, and growing your enterprise. Included in the Returning Citizen's Magazine.
- **One-on-One Business Guidance.** Budding and existing entrepreneurs will have access to one on one business counseling.
- **Room to Grow Initiative.** Ten individuals will be selected to participate in and advisory board initiative that meets monthly for 10 months. Selected individuals will have an opportunity to create goals and receive feedback monthly from an advisory board.
- **Specialized Training.** Work with vocational partners to offer employment skills to formerly incarcerated individuals.
- **Event.** Annual Symposium, testimonies from individuals participating in the 2-day boot camp, research on what's working, and workshops to further consider ways to make money for life and business.

# RIDE

Returning Citizens Inspired to Develop Entrepreneurial Ventures

**Year 2**

September 1, 2021 - August 30, 2022

### Source:

Data from the RIDE application, pre and post, evaluation and participant during the entrepreneurial training, pitch competition and one on one business advisory meetings

## The People

Demographics	Socioeconomics	Distribution of Needs
Women 40% Black 86% Other minority 14% Average Age 43	High School Diploma or higher 60% Financial Challenges 82%	Financial Health 82% Transportation 43% Housing 47% Clothing 27% Job Skills 31% Mental Health 26%

### Promotion

Instagram  
Parole & Probation  
EDAC  
Other Participants



### 24 episodes

Guests included formerly incarcerated individuals who are now entrepreneurs & resource organizations



219 Views

## Entrepreneurial Training Bootcamp

**Reached**  
Applied 97  
Completed **85**

### Attended class with:

Laptop 48%  
Cell phone 42%  
Computer 9%  
In Person 1%



Pitch Competition  
Funding  
**\$4,500**



### Type of Businesses

- Hauling
- Paintball facility
- Trash removal
- Logistics
- Restaurant
- Apparel
- Plumbing
- Fitness
- Home renovation



### Impact Event

- 78 attendees--hybrid event
- 2 awards to formerly incarcerated individual and a resource organization
- 4 formerly incarcerated individuals led workshops

*Testimonies from Select Participants*

## **WHY RIDE?**

"Just recently released from prison and want to start a business."

"Need Help With Life."

"I always wanted to start my own business because its hard trying to find good employment with my background."

"I'm Honestly Tired of Working for Others. I'm just ready to be my own boss, but I just don't know how or where to start & I need that extra push."

"I'm trying to turn my life around and start a career for my children."

"It was referred to me by my probation officer."

"I am interested in the RIDE program because I want to learn more about becoming an entrepreneur and growing my business. I have business ideas but need the education and funding to get one of my ideas off the ground. I am willing to learn it all."



*Testimonies from  
Select Participants*

# I PLAN TO USE NEWLY ACQUIRED KNOWLEDGE...



**"I will incorporate the information in my business plan and motto as well as helping others who would like to become entrepreneurs."**

**"Help me market my business."**

**"I will continue to use the tool they provided."**

**"I will use the information to run my company the correct way and to continually seek knowledge based off what I've learned so far throughout the training."**

**"Use the tools to launch my business."**



# RIDE

RIDE IMPACT CONFERENCE

## A FRESH START: OUR VOICES, OUR CHOICES

August 20, 2022

10:00am - 2:00pm

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Attendees will gain a deeper understanding of How to Reunite the Family, How to Access Capital, How to Tell Your Story and How to Start a Business.



SAVE THE DATE. TEXT RIDE TO  
410.881.6697 TO BE NOTIFIED  
WHEN REGISTRATION OPENS



Sponsored by



Replay can be found at:  
[www.edacmorgan.com/ride-impact-event.html](http://www.edacmorgan.com/ride-impact-event.html)

# THE RIDE INITIATIVE...

A few highlights of the RIDE Initiative throughout the year...



RIDE Participant assisting EDAC at a community event



Pitch competition & instructors at Pivot organization



We recognized the life work of Howard Wicker during the Impact Event



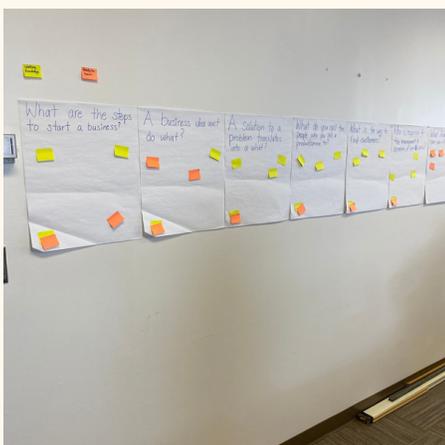
Winner of devices during Entrepreneurship Bootcamp at Pivot



Winner of devices during Entrepreneurship Bootcamp at Pivot



Participants testing their knowledge during one of the bootcamps



Pre and Post assessment during one of the bootcamps



EDAC participating at a community event for returning citizens



Sharing and developing collaborative partnerships at a community event

# THE RIDE INITIATIVE...

Throughout the year, team EDAC connected entrepreneurs to resources to further help them manage and grow their enterprise. Below are a few highlights...



Conducting an entrepreneurial bootcamp with resource partner



Participants in Annapolis MD testing their entrepreneurial skills



Conducting an entrepreneurial bootcamp with resource partner



Conducting an entrepreneurial bootcamp with resource partner



Pop up shop with RIDE participants and resource partners



RIDE Participant assisting EDAC at a community event



Participants sharing their experience with RIDE

### The RIDE Center

Returning Citizens Inspired to Develop Entrepreneurial Ventures

**A MONTHLY ROADMAP, RESOURCES & INSPIRATION FOR YOU!**

I decided to take a break from my entrepreneurial venture due to medical reasons. I don't want to scare people who are considering entrepreneurship. However, I wish I would have had some insight on how entrepreneurship impacts health. What would you tell people about health and entrepreneurship?

I hope that you are taking this time to heal your body and mind. Look forward to hearing about your next steps. In the nation, there is talk about mental health and the impact it has on the individual and those around them. You are right, we often times put the glory of entrepreneurship ahead of the challenges. I'm starting to hear more about the relationship between entrepreneurs and mental health. As you know, I'm not a medical doctor, however, I've been reading a lot and talking to entrepreneurs. Consider this information about entrepreneurship and mental health.

During my research, I came across Dr. Michael Freeman. Research by psychiatrist Dr. Michael Freeman, who specializes in working with mental health issues and stress in business and entrepreneurship, showed that 49 percent of the 242 entrepreneurs reported having one or more lifetime mental health conditions. Here are some specific conditions being increasingly prevalent among founders:

- 2x more likely to suffer from depression

NOVEMBER 2022

**EDAC**

Monthly Spotlight on a Formerly Incarcerated Individual Turned Entrepreneur



**Name:** Lamont Bell  
**Business Name:** Honorable Cleaning LLC  
**Website or Social Media:** <https://honorablecleaningllc.com/>

**Advice**

"Start building your business from the inside/out."

More information at [ridecenter.org/](https://ridecenter.org/)

Partnership with the Returning Citizen's magazine



Luvon Dungee, keynote speaker at the RIDE Impact event

## What we offer formerly incarcerated individuals...



Podcast



Meetups



Entrepreneurship  
Bootcamps



Room to Grow  
(advisory board for participants)



1 on 1  
business counseling



Specialized  
Training



Annual Event



Research  
Gallup: **Builder Profile**



Learn more about RIDE  
(Returning Citizens Inspired to  
Develop Entrepreneurial Ventures)

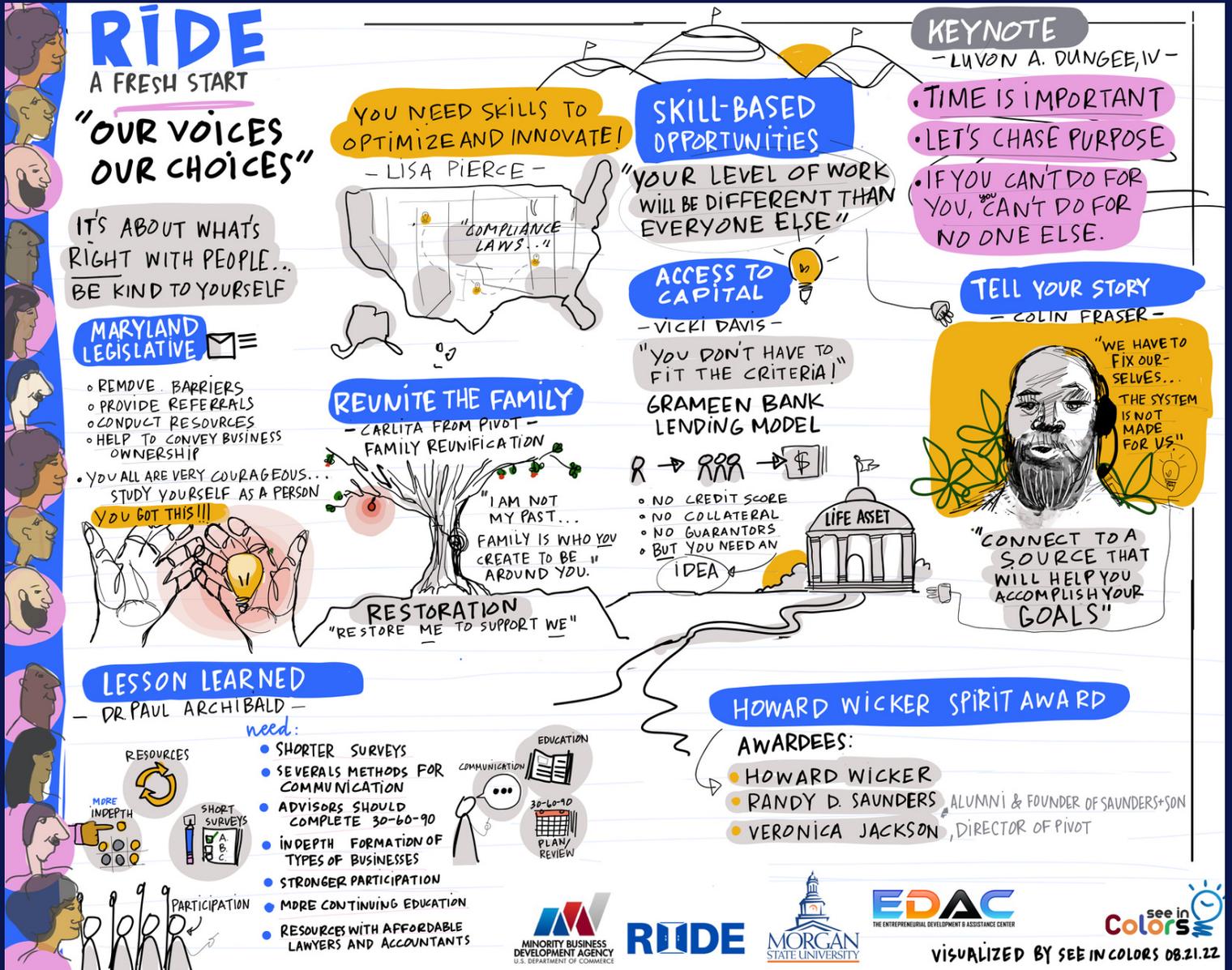
Our focus is entrepreneurship, we lean on the two organizations below to fill in the gaps...

**1** RIDE Advisory Board

**2** Maryland Statewide  
Alliance for Returning  
Citizens (MSARC)



# A visual from the RIDE Impact Event



## Contact Us



[ridesmallbiz](#)



[www.edacmorgan.com](http://www.edacmorgan.com)



[443.885.3663/3261](tel:443.885.3663/3261)



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**4100 Hillen Road**  
**Baltimore, MD 21218**

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### Advisory Board

Omar Muhammad, Director MSU EDAC

Venus Y. Williams, MPA, ACRE, CCPL, CWPE, MOS  
Resource Division Manager/Contract Monitor  
Anne Arundel Department of Social Services

Quiana D. Harris

Re-Entry Coordinator/Management Assistant  
Baltimore County Detention Center

Marshel Pollock, CPRW & GCDF

Re-Entry Navigator/ Administrator III  
Division of Workforce Development and Adult  
Learning  
Maryland Department of Labor

Brandon Davenport | co-founder  
BAOBAB CLOTHING  
Entrepreneur

### Advisory Board

Kenneth L. Jessup, GCDF | OWDS | Toastmaster  
TANF E&T Workforce Manager  
Family Investment Administration  
Office of Cash Programs - Workforce  
Development  
Maryland Department of Human Services

Antonio Logan

Workforce Manager – The Reentry Center @  
Northwest One-Stop Career Center  
Mayor's Office of Employment Development

Chaplain David "Chap" Loveless, BPD  
Vice President, PowerFest Baltimore  
General Manager, BlackUsa.News

## OUR OBJECTIVES FOR (OCTOBER 1, 2022 - SEPTEMBER 30, 2023)

1. Increase the number (50) of students, faculty, staff, alumni and community enrolling in specialized entrepreneurship certification and non credit classes.



THE ENTREPRENEURIAL DEVELOPMENT & ASSISTANCE CENTER

US Department of Education  
Title III Program



2. Hold 1 entrepreneurship event on campus and offer CEU, other certifications, and noncredit classes to attendees.



**OCTOBER 1, 2022 -  
SEPTEMBER 30, 2023  
ACTIVITIES**

## **PERFORMANCE INDICATORS**

### ● **Specialized Courses**

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3 specialized courses (i.e., becoming a gig entrepreneur, clothing manufacturer, intellectual property protection for entrepreneurs, real estate investing, wellness entrepreneur, social entrepreneur, social media business) developed.

### ● **Faculty Ambassadors**

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Worked with 3 EDAC faculty ambassadors either teaching courses or helping develop the courses and ensuring that they are housed in their academic programs.

### ● **Guidance in Growing Enterprises**

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15 entrepreneurs received guidance in growing some area of their business (i.e., Number of new hires, Moved from part-time to full-time employment, Profit growth (loss reduction), Revenue growth, Cost savings, Received investment or other funding, Improved organization structure)

**US Department of Education  
Title III Program**



# FY '23 EVENTS

EVENT DETAILS CAN BE FOUND AT [WWW.EDACMORGAN.COM](http://WWW.EDACMORGAN.COM)

STAY ABREAST BY JOINING OUR EMAIL LIST:  
[WWW.EDACMORGAN.COM/CONTACT-US.HTML](http://WWW.EDACMORGAN.COM/CONTACT-US.HTML)

**Oct**



**Apr**



**Nov**



**May**



**Dec**



**Jun**



**Jan**



**Jul**



**Feb**



**Aug**



**Mar**



**Sep**



# THANK YOU!



**US Department of Education  
Title III Program**



**IBM  
CACI  
CONSULTANTS**



## VOLUNTEERS

## Local & National Entrepreneurs



### Advisory Boards

- EDAC (Title III)
- Returning Citizens Inspired to Develop Entrepreneurial Ventures (RIDE) (MBDA)
- W.O.M.E.N. (Truist)
- Baltimore Metropolitan Women Business Center (SBA)



# Contact Us



**edacpreneur**



**[www.edacmorgan.com](http://www.edacmorgan.com)**



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**Morgan State University Business Center  
EDAC, Suite 302  
4100 Hillen Road  
Baltimore, MD 21218**

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## **The EDAC Team**

Omar S. Muhammad, Director  
Yvette Racks, Administrative Assistant

## **Advisory Board**

Dr. Karen Proudford, School of Business  
Mr. Claton Lewis, School of Computer,  
Mathematical and Natural Sciences  
Ms. Barbara Blount-Armstrong, Corporations  
and Foundations Officer Institutional  
Advancement  
Dr. MaryAnne A. Akers, School of Architecture  
& Planning  
Dr. Monica Poindexter, School of Engineering

Ms. Natasha Horton, Trustee  
Dr. Paul Archibald, Entrepreneur  
Mr. Murphy Paschall, Entrepreneur  
Mr. N. Scott Phillips, Esq, Entrepreneur