

THE COMMERCE CONNECTION

Brought to you by Venture Access, Harford County's dedicated entrepreneurial entity supporting entrepreneurs in their quest to successfully formulate, launch and grow profitable companies.

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HARFORD CHAMBER COUNTY OF COMMERCE
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RYAN DEL GALLO



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WHO YOU KNOW

Meet Ryan Del Gallo
Page 2
VentureAccess
A Thriving Entrepreneurial Community

Welcome to the April issue of the **The Commerce Connection**, brought to you by Venture Access! This month we bring back our Who You Know segment, this time featuring an interview with Ryan Del Gallo with the Maryland Small Business Development Center!

WHO YOU KNOW?

Written by Natalie Pixley & Ryan Del Gallo

Meet Ryan Del Gallo, Senior Business Consultant with Maryland's Small Business Development Center (SBDC). Ryan and Natalie sat down to talk about small business and Ryan's top tips for new entrepreneurs.

How did you get started in small business and entrepreneurship?

I am often asked about my personal journey into small business and entrepreneurship. My journey began with a deep-seated desire to create something new, to be my own boss, to work with creative individuals, and to build a legacy that would leave a lasting impact on the world around me. This stemmed from being raised around a family-owned small business.

I invested in my own education to earn an MBA and pursued relevant training and certifications. I also sought out mentorship from experienced business leaders and connected with other entrepreneurs in my industries to learn from their experiences and insights. I have started, sold, and currently own multiple small businesses while striving to better my community and team each day.

That is great! What are some of the SBDC's top offerings that you want entrepreneurs to know about?

We are part of Maryland's entrepreneurial ecosystem, we will empower current and aspiring business owners by providing them with compassionate, informed, objective, and professional consulting and training; and by connecting them with others throughout our state who can intelligently move their dreams to reality, resulting in successful businesses and greater state and local economic growth.



Empowering small business owners is always a great goal! What other advice do you have for new entrepreneurs?

Start with a solid business plan, embrace a growth mindset, invest in education, build and maintain a strong support network (surround yourself with motivated, positive people!), stay focused on your goals, and take calculated risks. Finally, do not allow fear to dictate your decision-making.

Great advice! What are you most excited about this year when it comes to helping our small business community?

I am anticipating the entrepreneurial and business training sessions that have been organized by the Maryland Small Business Development Center (SBDC) and our esteemed local resource partners. I am grateful for the opportunity to participate in these upcoming sessions.

Learn more about the SBDC and how they can help your small business!



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