

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.

POWERED BY THE
HARFORD CHAMBER COUNTY OF COMMERCE
IN PARTNERSHIP WITH



WHO YOU KNOW!

Natalie Pixley, Venture Access- Page 2

NEW

Welcome to the May issue of the **The Commerce Connection**, brought to you by Venture Access! In this issue we are kicking off a new feature segment, *Who You Know*, which will spotlight our Venture Access team and individuals from our resource partner organizations. As the saying goes, "It's not what you know, it's who you know", and we are going to give you a glimpse into the lives of those who work each day to support our entrepreneurial and small business community here in Harford County!

WHO YOU KNOW? Written by Heather Murphy and Natalie Pixley

We are thrilled to have Natalie Pixley joining our team as the Director of Strategic Partnerships. Heather and Natalie sat down to talk about her experience and what she is excited to bring to Venture Access, INC.

How did you get started in small business and entrepreneurship?

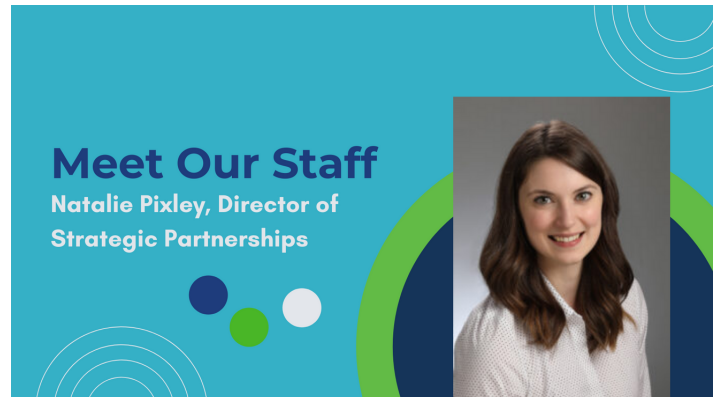
I studied International Development as an undergrad, which is a combination of business development and international culture and relations. It really helped me see the impacts that small business has on a local community and even global scale and made me want to get involved!

That is an interesting degree! How did you choose International Development?

I took a cultural anthropology course as a freshman and was fascinated by global culture. During an internship with World Relief, I got to see firsthand the importance of marketing and business strategy and the impact it had on refugees starting new lives in the US. International Development was the perfect intersection of the two.

What are you most excited about working with Venture Access?

I am so excited to come back to my hometown and invest in the community that I grew up in! Harford County has such a great local business community and I am excited to support it and help it grow! I really love seeing people's hard work pay off and am grateful that I can see that firsthand.



Do you have a go-to productivity trick?

Coffee! I love a good latte! I am also a huge fan of the to-do list. I try to do a few small tasks first thing in the morning. Checking those off the to-do list helps motivate me to tackle the larger projects!

When you aren't in the office, what do you like to do?

I love being outside, whether it is gardening, hiking, biking, you name it! My husband and I are usually off on some kind of adventure! I also really like to cook and always trying new recipes and love to curl up on a rainy day with a good book.

Do you have any advice for our entrepreneurs?

Never stop learning! There are so many great resources for local business owners and entrepreneurs. Take the time to learn as much as you possibly can. Even experts in the field can learn something new!

Natalie is overseeing Venture Access as well as other initiatives of the Harford County Chamber. Feel free to reach out to her at natalie@harfordchamber.org with any questions!

ENTREPRENEURIAL NEWS, EVENTS, & RESOURCES

GET YOUR LOCAL BUSINESS ON GOOGLE SEARCH AND MAPS- 6/8

Join the Harford County Chamber of Commerce and partners to kick off the 2022 Grow with Google Webinar Series! Join us to learn how to Create or Claim your Business Profile; Manage your business info across Google Search and Map; Use your Business Profile to connect with potential customers; Tips, tricks, and what's new in Google Tools; and to see a Hands-on demo of features discussed during the webinar. Register [HERE!](#)



Grow with Google



HOW TO FIND GRANT OPPORTUNITIES FOR YOUR SMALL BUSINESS- 5/31



This workshop will help you understand the small business grant landscape, things to consider, where to find funding, and more.

- The different types of grants available to small business owners
- Tips for crafting your grant application
- Other free and low-cost capital options for your business
- Question and answer period

Register [HERE!](#)

UPCOMING WEBINAR EVENTS

Stay tuned to the SBDC Online Training [calendar](#) to ensure you are up-to-date with the latest educational opportunities!

- [Webinar: Fast Cash Strategies for Small Businesses](#) **5/26** from 1-2:15pm. Register by 5/25
- [Webinar: HR Basics and the Impact of COVID](#) **5/26** from 1-2:30pm. Register by 8am on 5/26
- [Webinar: Understanding Financial Statements](#) **6/8** from 2-3pm. Register by 8am on 6/8



HARFORD COUNTY ECONOMIC DEVELOPMENT WEBINAR- 6/9

GROWING AT THE GROVE
A HARFORD COUNTY ECONOMIC DEVELOPMENT SEMINAR SERIES

INTRO TO CANNING & THE COTTAGE FOOD INDUSTRY

FREE EVENT

**THURSDAY
JUNE 9, 2022
1 - 3 p.m.**

THE GROVE AT HARFORD
3519 CONOWINGO ROAD
STREET, MD 21154

Register by calling 410-638-3059 or emailing lmkrysiak@harfordcountymd.gov.

Photo courtesy of Honey's Dream Hobby Farm

HARFORDCOUNTYMD.GOV/THEGROVE
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BARRY GLASSMAN
COUNTY EXECUTIVE

Learn about home-based food processing and canning from the Small Business Development Center and Grove vendor Honey's Dream Hobby Farm, including:

- The first steps to starting a cottage food business
- The basics of Maryland Cottage Food Law
- Canning techniques to get started at-home

Register by calling (410) 638-3059 or email lmkrysiak@harfordcountymd.gov

SMALL BIZ RESOURCE CONNECTIONS- 6/3

The MD Department of Housing and Community Development offers loans and business growth tools to new and expanding small businesses and nonprofit organizations whose efforts help improve and revitalize existing commercial districts and town centers. The Neighborhood BusinessWorks loan program is used by small businesses and lending partners to provide financing options during all phases of business growth. **The department is seeking to strengthen partnerships with banks, community development financial institutions (CDFI's) and mixed-use developers to explore how to help lenders and entrepreneurs turn business plans into actual, brick and mortar businesses.** Register [HERE!](#)



CONGRATULATIONS TO THESE BUSINESSES!



Elite Power Washing is a family owned and operated business offering power and pressure washing services; roof, gutter, and window cleaning; painting services, and more! Elite Power Washing strives to provide great quality, reputable, and trustworthy services. And they prioritize giving back to the local community as well- You may often find them out and about beautifying signage and playgrounds around Harford County! Check out their Facebook page and give a follow! 



Agape Physical Therapy opened its 12th location overall and the 9th location right here in Harford County! The brand new Havre de Grace office is conveniently located right off of Route 40. Check out their Facebook page and give a follow!



THANK YOU TO OUR SPONSORS!



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NEW Website

LIVE