

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



ENTREPRENEURS SHOWCASE

**A Kiss of Fate:
Les Petits Bisous
Page 2**

Welcome to the September issue of the **The Commerce Connection**, brought to you by Venture Access! This issue features the story of Les Petits Bisous, which proves that sometimes it takes a kiss of fate to realize that your dreams are right in front of you!

A KISS OF FATE

Written by Natalie Pixley

Sometimes it takes a kiss of fate to realize your dream is right in front of you! Emily Yeatman was a middle and high school English teacher for many years, but after getting married and starting a family, she found that her teacher's salary wasn't enough. With the support of her husband, Emily decided to take some time off to determine her next steps. She grew up baking with her grandmother and decided she wanted to open a baking school to pass down the lessons she learned as kid. She began researching how to open a business and found a seminar from the SBDC. At the seminar, Emily not only learned what next steps were needed to open her baking school, but also met others who could provide counseling and support. With help from an SBDC counselor, Emily created her LLC and started working on her business loan application.

Of course, opening a business doesn't earn any immediate money, so Emily went to work the night shift at Weis. Her friends heard of a local woman named Wanda who was selling her bakery. They encouraged her to meet Wanda, but Emily gratefully declined as it was her dream to open a baking school rather than a bakery. Several months went by in waiting to be approved for her business loan, when a woman came through Emily's checkout line. Emily shared with this woman that this was a temporary job while she waited for her business loan to be approved, and to her surprise, the woman in line introduced herself as Wanda, the woman who was selling her bakery. Emily was happy to learn from this veteran business owner, but again declined her offer to tour the bakery.



After over a year of waiting and working, Emily was finally approved for her loan. Ready to finally open her baking school, she sat down to sign the paperwork with her loan officer; and like a kiss of fate, her loan officer said she had heard about a woman named Wanda who was selling her bakery! Emily agreed that she couldn't ignore fate any longer and agreed to meet with Wanda and tour the bakery. "I knew it was meant to be as soon as I opened the doors". Emily officially took over Les Petits Bisous, which means little kisses in French, in May of 2019 and fell in love with owning a bakery. Les Petits Bisous is a gluten-free bakery specializing in macarons. While the bakery has been open for over 10 years, Emily has expanded it to include new flavors, scones, and eclairs, becoming one of the only gluten-free bakeries on the East coast to offer this variety. Her bakery also includes a rental classroom space where Emily and other bakers host a variety of baking classes. Be sure to stop by for a sweet treat the next time you are in downtown Havre de Grace and consider Les Petits Bisous for your next event or party!



Follow Les Petits Bisous on social media!

NOVEMBER SYMPOSIUM: EMAIL MARKETING 101

Join us on November 2nd from 10:00-11:00am for our next symposium; email marketing 101! This webinar features Victoria Yassem of Red Ball Consultants and will cover:

- What is email marketing?
- Why is email marketing important for my small business?
- How do I manage by email marketing list?
- And more!

[Register Here!](#)



GRANT OPPORTUNITIES FROM HELLOALICE

Check out these grant opportunities from HelloAlice:

- Military/Veteran Owned Businesses
- Restaurant Disaster Relief
- Stacey's Rise Project for Women entrepreneurs
- Entrepreneurial Spirit Fund for minority-owned businesses
- Small Business Growth Fund
- And more!



UPCOMING WEBINAR EVENTS

Stay tuned to the SBDC Online Training calendar to ensure you are up-to-date with the latest educational opportunities!

- Webinar: Launch your Business with Customer Focused Marketing_10/17 from 2-3pm.
- Webinar: Trademark Basics 10/19 from 1-2pm
- How to Fund Your Business Start Up 10/25 from 1-2pm

Find more events on our events calendar!



BUSINESS PLAN BAISCS

Join the Harford County Economic Development office for a virtual webinar led by an industry professional on the key elements to structuring, running, and growing your business.

[Register Here](#)



10,000 SMALL BUSINESSES GROWTH PROGRAM

Goldman Sachs 10,000 Small Businesses Program is looking for businesses that are poised for growth to join their next cohort! Learn more about the program [here](#).



REAL STORIES AND KNOWLEDGE EXCHANGE FROM WOMEN ENTREPRENEURS

Join SCORE for an hour-long panel discussion and Q&A in celebration of National Women's Small Business Month recognizing women entrepreneurs across the United States.



In this webinar, the panel includes insights from two women business owners who will share their business journeys. We will also be joined by an experienced SCORE mentor to help answer your business questions.

[Register Here](#)

HOW TO FUND YOUR BUSINESS WEBINAR

Need funding to start your small business but aren't sure where to begin? Start with this webinar from FranNet that will cover an overview of funding options and help you narrow down which opportunities are best for you and your business.



[Register Here](#)

ALTERNATIVE LENDING SEMINAR

Join the Maryland SBDC for a seminar on alternative lending opportunities for small business owners. Topics include local resources and programs, how to create a strong business plan, the importance of developing and maintaining relationships with lenders, and cash flow management. This is an in-person seminar at the Leading Edge Training Center.



[Register Here](#)

Congratulations to TLC Daycare on their grand opening and ribbon cutting! TLC Daycare is a new daycare and learning center for children ages 2-12 in Jarrettsville, MD. Visit their website at www.tlcschoolanddaycare.com and keep them in mind for childcare needs!





Join the Venture Access community! Our brand new community membership portal is now open! Chat with other community members, ask questions of our resource partners, register for events, and more! Whether you have been a member for some time or are brand-new, please click below to create your account.

[Join Our Community](#)

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