

# 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



SHAWN  
KROUT



HARFORD COUNTY  
ECONOMIC DEVELOPMENT



NATALIE  
WHO YOU KNOW

Meet Shawn Krout

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Welcome to the May issue of the **The Commerce Connection**, brought to you by Venture Access! This month features another *Who You Know* segment, this time featuring an interview with Shawn Krout, the new Business Navigator with the Harford County Office of Economic Development!

## WHO YOU KNOW?

Written by Natalie Pixley & Shawn Krout

Meet Shawn Krout, the new Business Navigator for Harford County's Office of Economic Development. Shawn shares how the county is working to help develop small business.



### **How did you get started in small business and entrepreneurship?**

I have been employed with Harford County Government for 17+ years and have served in many roles. My passion is to serve the Harford County community and do whatever I can to help. I was first hired in 2002 by Planning & Zoning and worked with engineers, businesses, and other County agencies to help them navigate the development process. I then worked for Parks & Recreation, as a private contractor, and then the Office of Economic Development. I am now serving as the new Business Navigator as well as Business Development Associate.

### **What is this new role and how does it help new entrepreneurs?**

This new navigation position offers assistance through the commercial development process from general questions, down to assisting an engineer or business owner through the Development Advisory Committee (DAC). We provide consulting from research to ribbon cutting! We can assist with site plan approval, the full inspection process, final certificate of occupancy, and then a ribbon cutting.

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

This navigation service and my new position here is one of the first positions like this in the state of Maryland, so businesses should take full advantage of it! Our team offers resources for businesses of all sizes and we are here to help connect them with county and state resources.

### **What other advice do you have for new entrepreneurs?**

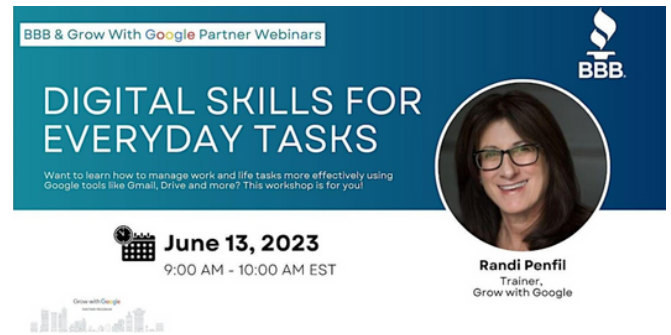
If a new business owner is looking to purchase, build or expand, reach out to the County and involve us early in the process! This will make this development process much easier to navigate and help your business be up and running in a shorter time period.



## GROW WITH GOOGLE: GET YOUR BUSINESS ON THE MAP!

Want to learn how to manage work and life tasks more effectively using Google tools? This workshop is for you! Enhance your ability to handle work and personal tasks efficiently by mastering Google tools. Learn valuable insights on optimizing Gmail, organizing your Drive, utilizing templates, sharing, and collaborating with others, and overall improving your productivity.

[Register Here!](#)



## SMALL BUSINESS ESSENTIALS: DOING BUSINESS IN HARFORD COUNTY

Learn from an industry professional about the digital tools to boost your business's online presence to reach potential customers. Join this seminar either in person or virtually. It is free to attend!

[Register Here](#)



## AMERICA'S TOP SMALL BUSINESS

America's Top Small Business Grant applications are now open! This program from the US Chamber of Commerce recognizes one small business for their accomplishments and economic growth.

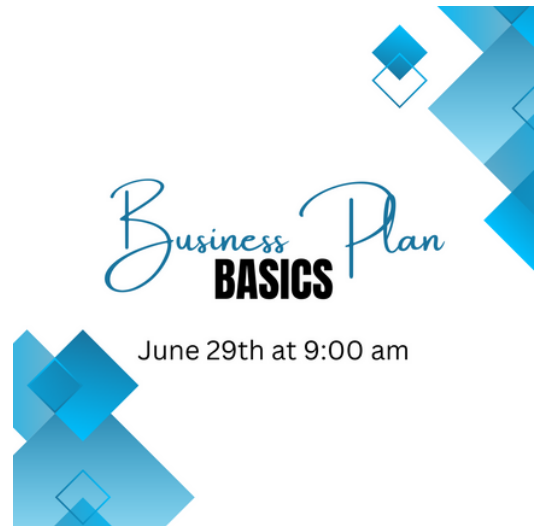
[Learn More](#)



## JUNE SYMPOSIUM: BUSINESS PLAN BASICS

Join us on June 29th at 9:00am for a very special symposium! Business Plan Basics features a panel of Harford County Business Experts to discuss the importance of a business plan at every stage of business. Learn:

- the basics of writing a business plan
- business plan requirements to secure funding
- business plan requirements for retail space
- and more!



[Register Here](#)

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