

MARYLAND CAPITAL ENTERPRISES, INC.

IMPACT REPORT 2025



HELPING ENTREPRENEURS SUCCEED

MarylandCapital.org

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A Message from Our Executive Director



MAURICE AMES
Executive Director

When entrepreneurs succeed, communities thrive.

At Maryland Capital Enterprises (MCE), we believe that when entrepreneurs are given access to opportunity, entire communities are strengthened.

In FY 2025, that belief was reflected in the work we carried out across Maryland. Through access to capital, business training, and one-on-one guidance, we supported entrepreneurs as they launched new ventures, expanded existing businesses, and created jobs that contribute to the long-term vitality of our communities.

This past year, MCE deployed \$5.2 million in capital, supported more than 2,100 entrepreneurs through training and advising, and helped create 178 jobs. These numbers represent more than activity—they represent individuals and families building stability, independence, and a future through entrepreneurship.

Like many nonprofit organizations, we navigated a shifting funding environment. Yet through strong partnerships, careful stewardship, and a continued focus on our mission, MCE remains resilient and positioned for continued impact.

Our expansion into new communities, alongside our deep commitment to the Eastern Shore, reflects both the growing need for our services and the strength of our model. We are deeply grateful to the funders, partners, and supporters who make this work possible. Your investment in MCE is an investment in people—their ideas, their determination, and their ability to create lasting change in their communities.

As we look ahead, we remain committed to expanding access to capital, strengthening our programs, and supporting entrepreneurs at every stage of their journey.

Together, we are building stronger businesses, more resilient communities, and a more inclusive economy.

With gratitude,

A handwritten signature in cursive script that reads "Maurice".

Maurice Ames
Executive Director
Maryland Capital Enterprises, Inc.

The Power of Access

At Maryland Capital Enterprises, we believe that access changes everything. For many entrepreneurs, the challenge is not a lack of vision, determination, or ability—it is a lack of access. Access to capital, to knowledge, to trusted guidance and to opportunity.

As a nonprofit Community Development Financial Institution (CDFI), MCE exists to bridge that gap—providing the resources, support, and encouragement that entrepreneurs need to move forward with confidence.

Through lending, education, and one-on-one support, we help individuals turn ideas into businesses, businesses into livelihoods, and livelihoods into lasting economic impact.

Because when access is expanded, potential is realized, and communities grow stronger.

Capital...

Flexible, responsible funding designed to meet entrepreneurs where they are.

Access to capital is often the first and greatest barrier for small business owners. MCE provides loan options tailored to real-world needs—helping entrepreneurs start, stabilize, and grow their businesses when traditional financing is out of reach.

Mentorship...

One-on-one support from experienced advisors who understand the journey.

Entrepreneurship can be challenging, but no one has to navigate it alone. MCE provides personalized guidance, helping clients refine their ideas, overcome obstacles, and move forward with clarity and confidence.

Education...

Practical training and guidance that builds knowledge and confidence.

Through free-of-charge workshops, webinars, and business training programs, MCE equips entrepreneurs with the tools they need to make informed decisions, manage their businesses effectively, and plan for sustainable growth.

Opportunity...

Pathways for individuals to start, grow, and sustain successful businesses.

By combining capital, education, and support, MCE creates opportunities for individuals to build businesses that generate income, create jobs, and contribute to stronger, more resilient communities.

IMPACT

AT A GLANCE

In FY 2025, Maryland Capital Enterprises continued its mission of expanding access to capital, education, and support for entrepreneurs across Maryland—helping individuals launch businesses, grow existing companies, and create jobs within their communities.

88

Loans Deployed

Providing critical access to capital for entrepreneurs starting and growing businesses.

\$5.2

Million Invested

Fueling small business development and local economic growth across our service areas.

178

Jobs Created

Supporting employment opportunities and strengthening local economies.

2,174

Mentoring Sessions

Multiple sessions per client—equipping individuals with the knowledge and skills needed to succeed in business.

30

Start-Up Businesses Funded

Helping new ideas become viable businesses.

58

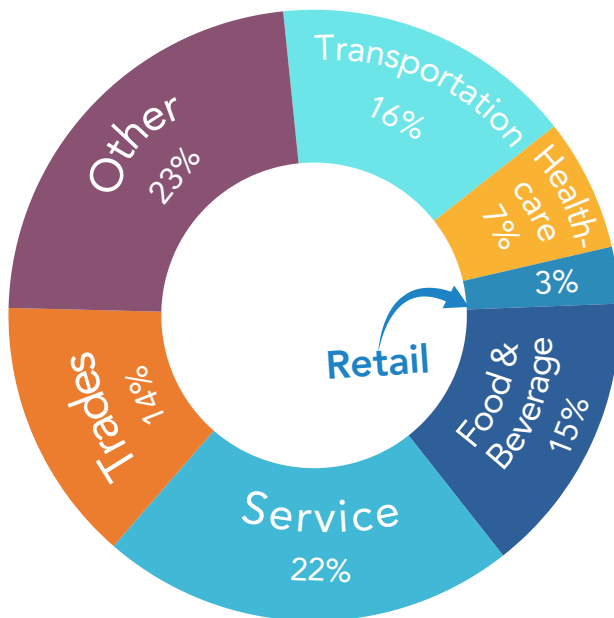
Existing Businesses Expanded

Supporting growth, stability, and long-term success.

Serving entrepreneurs across Maryland's Eastern Shore and the Baltimore region.

The Entrepreneurs We Empower

A snapshot of the individuals and businesses we support through access to capital, education, and guidance.



BORROWER DEMOGRAPHICS

Women 39%

Men 61%

Black/African American	68%
White	23%
Hispanic/Latino	4%
Asian	1%
Mixed/Other	4%

One-on-One Client Mentoring

Women	341
Men	241

*Total # of Sessions

2,174

*Multiple Sessions Per Client

MCE Client Success Stories

Meet Jonathan White, Owner of Cashland

A Brand Rooted in Community and Customization in Baltimore, Cashland is a dynamic sportswear brand born in East Baltimore and proudly serving the community since 2000. Their signature offering is the sweat suit/short set—highly favored by sneaker enthusiasts who appreciate a perfectly paired, custom outfit. Cashland excels in on-the-spot customization, a unique feature that sets them apart from the competition. Beyond quality products that endure year after year, they also empower emerging fashion entrepreneurs by helping them launch their careers, and provide tailored product sourcing and apparel decoration services to meet specific brand needs.



In His Own Words...

“MCE has been instrumental in bringing my vision for Cashland to life. Their support not only financed the initial launch of our brand but also extended a second round of funding to help us pursue future goals. Their readiness to back me through necessary pivots has been invaluable, and I am truly grateful for their continued partnership.”

Meet Nicole Rogers, Owner of Two Scoops Ice Cream & Waffles



Nicole Rogers is the proud owner of Two Scoops Ice Cream & Waffles, a cheerful dessert shop located in the heart of Downtown Salisbury. Since opening its doors, Two Scoops has become a sweet staple in the community, offering locally made hand-scooped ice cream (from Frozen Farmer), specialty Liege waffles, gourmet gifts, and coffee roasted right in Salisbury by Cast 26 Roasters.

Nicole envisions growing Two Scoops into a destination dessert experience, offering handcrafted desserts, gourmet candy and fudge, and elevated espresso drinks. “I want it to be a place where people come not just for a treat, but for indulgences they can’t find anywhere else locally.”

In Her Own Words...

“MCE’s Women’s Business Center has been instrumental in helping me grow,” Nicole says. Through access to mentorship, education, and networking, I’ve been able to take Two Scoops to the next level. As a woman-owned business, it’s empowering to have support that understands our unique challenges. The WBC has helped me feel seen, supported, and inspired. I’m truly grateful.”

Financial Stewardship

FY 2025

Maryland Capital Enterprises continues to demonstrate strong financial stewardship through disciplined management, strategic growth, and a commitment to maximizing impact. In FY 2025, MCE strengthened its financial position while continuing to invest in the entrepreneurs and communities we serve—ensuring long-term sustainability and responsible use of resources.

Total Assets
\$24.3M

Total Liabilities
\$3.3M

Net Assets
\$20.9M

THE MCE WOMEN'S BUSINESS CENTER

The Women's Business Center (WBC) is MCE's dedicated hub for business education and entrepreneurial support—offering no-cost training webinars, and hosting the annual Women's Business Conference each March.

Led by WBC Director Lisa Twilley, whose expertise in small business support, financial services, and SBA program administration strengthens program quality and compliance



Entrepreneurs, leaders, and community members gathered for the 2025 Women's Business Conference—an inspiring day of learning, connection, and opportunity.

Our WBC Supports...

- Free-of-charge business training funded in part by the U.S. Small Business Administration
- Monthly webinars and ongoing access to practical business education
- Individualized guidance and connections to local, state, and federal resources
- Training across key areas including planning, financial management, marketing, and growth

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The SBA's participation is not an endorsement of the views, opinions, products or services of any co-sponsor, other person, or entity. All SBA programs or co-sponsored programs are intended to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact Lisa Twilley at ltwilley@marylandcapital.org. Grant #SBAHQ20W0003

Federal Funding Disclosures – MCEWBC
In accordance with Section 632 of Public Law 117-328:
MCE Women's Business Center Program
Federal Share: 50%-\$150,000
Non-Federal Share: 50%-\$150,000
Total Program Cost: \$300,000



Stronger

Together

Strong partnerships are essential to Maryland Capital Enterprises' ability to expand opportunity and deliver meaningful impact across the communities we serve.

As a certified **Community Development Financial Institution (CDFI)** and **U.S. Small Business Administration (SBA)** resource partner, MCE works alongside trusted organizations throughout Maryland to ensure entrepreneurs have access to coordinated support, high-quality resources, and pathways to success.

Through these collaborations, we are able to extend our reach, deepen our impact, and better serve entrepreneurs at every stage of their journey.

Business Support & Mentorship

- Small Business Development Center at Salisbury University (SBDC)
- Service Corps of Retired Executives Chapters (SCORE) Mid Shore and Greater Baltimore

Providing coordinated counseling, mentorship, and training that support entrepreneurs from startup through growth.

Workforce & Community Development

- Lower Shore Workforce Alliance
- Regional and County Economic Development Departments

Connecting individuals to business education, workforce opportunities, and economic mobility through entrepreneurship.

Higher Education & Innovation

- University of Maryland Eastern Shore (UMES)
- Salisbury University (SU)
- Morgan State University Women's Business Center

Supporting entrepreneurial education, business development, and access to resources across both rural and urban communities.

Local Business Networks

- Chambers of Commerce across the Eastern Shore and surrounding regions

Strengthening connections between entrepreneurs and their local business communities.

Together, these partnerships strengthen Maryland's entrepreneurial ecosystem~creating greater access, stronger businesses, and more resilient communities.



Statewide Impact

Expanding Opportunity Across Maryland

A Growing Service Area



MCE serves entrepreneurs across Maryland's Eastern Shore and throughout the Baltimore region, including Baltimore City, Baltimore County, Anne Arundel County, **and—new in 2025—Harford and Cecil counties.** As our reach continues to grow, so does our ability to connect more individuals with the resources they need to build businesses, create jobs, and strengthen their communities.



PARTNERING FOR GREATER IMPACT

Creating Value for Your Organization While Strengthening Communities Across Maryland

When you partner with Maryland Capital Enterprises, you are investing in more than a nonprofit—you are investing in stronger businesses, thriving communities, and a more resilient local economy.

MCE works alongside organizations that share a commitment to opportunity, entrepreneurship, and long-term economic growth. Together, we create meaningful impact that benefits both the communities we serve and the partners who support our work.

WHY PARTNER WITH MCE?



Aligned Values, Shared Impact

Organizations that align with mission-driven nonprofits strengthen their connection to customers, employees, and the communities they serve—demonstrating a clear commitment to economic opportunity and growth.



Employee Engagement & Retention

Supporting meaningful causes enhances employee pride, engagement, and retention—helping organizations attract and keep top talent.



Brand Visibility & Trust

Partnership with MCE positions your organization as a leader in community investment, strengthening brand reputation and customer loyalty.



Community Leadership

By supporting small business development, your organization plays a direct role in building vibrant local economies and sustainable communities.

Your support fuels real impact—helping entrepreneurs launch businesses, create jobs, and strengthen communities across Maryland.

GET INVOLVED

There are many ways to partner with Maryland Capital Enterprises and make a lasting impact. Whether through event sponsorships or direct giving, your support helps expand access to capital, education, and opportunity for entrepreneurs across Maryland.

Signature Events

Brand Visibility ● Community Recognition ● Philanthropic Alignment

MCE Pohanka
Entrepreneur of the Year
Awards Banquet



MCE Women's Business Center
Women's Business Conference



MORE WAYS TO GIVE

- **Annual Giving**

Provide consistent support that allows MCE to plan, grow, and expand its programs.

- **End-of-Year Giving**

Make a meaningful contribution during the giving season to help us close funding gaps and expand services.

- **Monthly Giving**

Create ongoing impact through sustained contributions that support entrepreneurs year-round.

- **Legacy Giving**

Include MCE in your estate plans to create a lasting impact that supports future generations of entrepreneurs.

Join us in building stronger businesses, stronger communities, and an economy rooted in opportunity, independence, and local growth.

CONTACT US



HELPING ENTREPRENEURS SUCCEED

MARYLAND CAPITAL ENTERPRISES, INC

Email

info@marylandcapital.org

Website

www.marylandcapital.org

Phone (Both Locations)

410-546-1900

Salisbury Office

314 Civic Avenue
Salisbury, MD 21804

Baltimore Office

301 N. Calvert Street, Suite 201
Baltimore, MD 21202