



Maryland Defense Diversification Assistance Program

Are you a defense contractor interested in growing your business to new markets either overseas or at home?

You may be eligible for training and support opportunities with the Maryland Defense Diversification Assistance (MDDA) program through the Maryland Department of Commerce.

Eligibility Checklist*

- At least 35% of annual revenue from DoD contracts or grants
- Good standing with the State
- More than 1 employee
- Located and operating in Maryland for at least one year

*Company must meet all eligibility requirements to apply.

Why Diversification is so important

While defense spending is a critical economic driver in Maryland, DoD procurement trends fluctuate and are unpredictable. In the event of overall DoD budget cuts, the cancellation of a major weapons platform or the loss of a contract or grant, a defense contractor can insulate themselves by growing its revenue and customer base to other markets.

DEFENSE INDUSTRY IMPACT IN MARYLAND

Jobs: 113,288	Output: \$15B	Wages: \$5.7B
3.73% of Total Employment*	3.51% of Total Output*	4.28% of Total Wages*

*Data reflects Figure 37, "Total Annual Economic Impacts of DoD Contracting and Dependency Ratios by Impact Type and Region, 2011-2015" from A SWOT Analysis of Maryland's Department of Defense Intensive Landscape, prepared by Towson University's RESI for the Maryland Department of Commerce.

How the MDDA program can help:

- Prepare contractors for entry into new commercial markets, domestically and internationally.
- Highly customized, FREE training opportunities in export assistance and skill building to sell to commercial markets for qualified participants.
- Subsidized consulting services of up to \$10,000 for qualified participants. Specifically, we can serve:
 - Companies interested in export
 - Manufacturers interested in market diversification/growth.
 - Companies looking to start a new commercial enterprise.

If you are interested in growing your business to non-DOD revenue streams, learn more and apply at commerce.maryland.gov/MDDA.

