



## 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

<b>Jobs: 113,288</b> 3.73% of Total Employment*	<b>Output: \$15B</b> 3.51% of Total Output*	<b>Wages: \$5.7B</b> 4.28% of Total Wages*
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\*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](http://commerce.maryland.gov/MDDA).

