

Guest Speakers



Rich Loeffler

Richard (Rich) Loeffler is a BSME graduate of Newark College of Engineering (now known as New Jersey Institute of Technology), who for the last 20 years has worked for the Maryland Small Business Development Center (SBDC) on the Eastern Shore of MD as a Business Consultant.

Prior to working for the “SBDC”, Rich was part owner of a small manufacturing company located in a very rural section of the Eastern Shore, Dorchester County, MD. This business grew to be number one in its field and recognized as a leader in the industry not only in the USA but also throughout the world. Rich retired in 1998 after selling his interest in the business to his partners. The business continues to thrive today.

Rich has taken his experience in operating a small business and applied that knowledge to assisting others currently in business or those striving to start their own business. As a firm believer in “understanding the numbers”, Rich emphasizes to business owners, that particularly in today’s economy, the savvy business owner must be knowledgeable not only in the product and people side of the business but also in the financial side of the business. Rich uses his personal experiences to help business owners grow their businesses.



Kendall Teague

Kendall Teague is the Business Development Coordinator for Caroline Economic Development & Tourism. Kendall provides support, resources and general information to entrepreneurs and existing business owners of Caroline County looking to start-up or expand their current business.

Mission Statement for CCEDT:

Caroline County Economic Development & Tourism is dedicated to strengthening Caroline County's rural economy and community through business and tourist attraction, retention of businesses and residents, advocacy and innovation in agriculture and industry, capacity building and community development. We are also committed to pursuing economic growth in a strategic manner that preserves our rural character.



Nancy LaJoice

As a Senior Business Development Representative for the Maryland Department of Commerce, Nancy focuses on supporting businesses in her four-county region by providing connections, resources and financial incentives, such as tax credits, loans and grants. Nancy lives in Queen Anne's County and works with businesses throughout Caroline, Kent, Queen Anne's and Talbot counties.

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