



FFAB TECHNOLOGY TRANSFER REPORT:
Resources for Business Development in the State of Maryland

MARYLAND OF OPPORTUNITY.®

This report summarizes the various resources in the State of Maryland for Technology Transfer and Commercialization. These resources include: financial resources for early-stage ventures as well as tax incentive programs that encourage firms to locate in the state to conduct business in strategic areas such as energy, biotechnology and cybersecurity; business development organizations and resources, both privately-run and at the county level; federal tech transfer offices; tech transfer resources within the state's educational institutions; and a summary of Maryland's research parks and business incubators.

Maryland Federal Facilities Advisory Board

Technology Commercialization Workgroup

Created in January 2010, the 19-member Federal Facilities Advisory Board (FFAB) works to foster greater interaction and collaboration between the State of Maryland, federal facilities, and private companies, in order to support and strengthen federal mission objectives and to enhance business opportunities for Maryland companies. One of the five FFAB workgroups, the Technology Commercialization Workgroup is tasked with coordinating with area research institutions, universities and colleges, and the private sector to develop a strategy for connecting researchers with federal and state resources and funding opportunities to aid new business development.

The Workgroup believes that the pathway to increased technology commercialization involves better connections between academia and industry, as many of today's most challenging global problems require both invention and innovation. As invention is strongly supported by academic and/or research institutions and innovation is best supported by industry, this report lists both institutional resources and industry groups that foster entrepreneurship.

The Workgroup's observations have also led to the conclusion that commercialization usually falters on the business side, and not on the technical side. For this reason, it is important to be innovative in all aspects of the business model and not just in the technology component. The business incubators listed in this report are one example of business model innovation. Absent an infrastructure to support business model innovation, innovators will continue to fail at transferring their ideas into successful businesses.

The Federal Facilities Advisory Board will continue to work on developing new avenues for promoting the transfer of technology both to and from the federal space and research institutions. The Board will continue to keep this report updated and will include additional information as it is brought to our attention. Any suggestions for additional resources to be included should be addressed to Michelle D. Jackson, FFAB staff director at mijackson@choosemaryland.org.

FFAB Technology Commercialization Workgroup

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Maryland's Technology Transfer Potential

Maryland is home to a variety of very active federal labs and research facilities as well as a number of the country's premier research universities. With institutions such as Johns Hopkins, the University of Maryland, Patuxent River's Naval Air Systems Command, the Naval Surface Warfare Center's Carderock division, the Food and Drug Administration's White Oak campus, and NASA Goddard's Space Flight Center, there are ample opportunities for the transfer of technologies both to and from the commercial sector. These business opportunities are bolstered by a highly-skilled workforce as well as a variety of business development organizations and available financial resources.

According to the Milken Institute's State Technology and Science Institute, Maryland is ranked first in the nation for both federal and academic research and development funding. It is no surprise then, that Maryland is also ranked first when it comes to the number of research and development dollars spent on biomedical and life sciences, engineering, and math and computer sciences. Maryland's physical sciences expenditures leave it ranked second amongst the states.

However, despite the robust funding and research and development infrastructure in place, the discoveries being made are not being readily translated into commercial applications and new business opportunities. According to the same study, the Milken Institute found that Maryland is ranked forty-second amongst the states in the category of business startups. This dismal ranking shows the need for the state to better capitalize on what is taking place in its labs and research facilities and translate that innovation into new business ventures.

The good news is that Maryland has tremendous potential, in that it possesses the business development resources and the skilled workforce needed to take ideas from the laboratory to the assembly line. For example, when measured against other states, Maryland ranks in the top ten when it comes to the intensity of the following professionals per 100,000 civilian workers: microbiologists (1st); computer and information scientists (2nd); physicists (3rd); biomedical engineers (5th); computer hardware engineers (5th); software engineers (5th); electronics engineers (8th); and electrical engineers (9th). Complementing this pool of talent are the various financial resources for entrepreneurs listed in this report, as well as the fact that Maryland ranks ninth in the country in terms of the concentration of business incubators. It should also be noted that Maryland is ranked third in the country for the percentage of state businesses that are in the high-tech sector. What this means is that many of our businesses are well-equipped to capitalize on opportunities to transfer commercial technologies into applications needed in the federal space.

The resources outlined in this report demonstrate the significant level of support that is available for new business ventures and it is hoped that this report will help bridge the gap between ideas and entrepreneurship. Maryland is home to world-class institutions and federal facilities, substantial research funding, a highly-educated workforce, and a variety of financial and business development tools for startup companies. Taken together, these factors create an entrepreneurial infrastructure that holds great potential for the success of technology transfer opportunities and the development of a culture of entrepreneurship.

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Overview of Resources for **Start-Up Technology Ventures** in the State of Maryland

FINANCIAL RESOURCES

MARYLAND DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT – FINANCE PROGRAMS

The Department of Business & Economic Development's Office of Finance Programs (OFP) provides the business community **financing and incentive based solutions** for economic development projects to maximize job creation, retention and capital investment for each dollar invested. To remain competitive in the market place, OFP responds quickly to changing requirements with the development of incentives that address the identifiable needs of the business community.

Finance incentives provide:

- Entrepreneurs with access to capital markets;
- The funding of economic development efforts for local jurisdictions;
- Additional employment opportunities through the attraction, creation, expansion and retention of business ventures; and
- Incentives that encourage capital investments, as well as significant job creation and retention opportunities.

InvestMaryland Venture Capital Program

The Maryland Department of Business and Economic Development's InvestMaryland program is designed to provide venture capital financing for the state's seed and early-stage companies. Financing will be made available through a number of carefully selected private venture capital firms, starting in June 2012.

Phone: 410-767-6383

Website: <http://www.choosemaryland.org/businessresources/pages/invest%20maryland.aspx>

Maryland Economic Adjustment Fund (MEAF)

MEAF assists small businesses with upgrading manufacturing operations, developing commercial applications for technology, or enter into and compete in new economic markets. Established in 1994 as a non-lapsing fund. The U.S. Economic Development Administration and the State of Maryland combined to provide \$1,500,000 and \$500,000, respectively to assist small businesses. Eligible businesses include manufacturers, wholesalers, service companies, and skilled trades. Funds can be used for working capital machinery and equipment, building renovations, real estate acquisitions and site improvements.

Phone: 410-767-6356

Website:

<http://www.choosemaryland.org/businessresources/pages/marylandeconomicadjustmentfund.aspx>

Maryland Economic Development Assistance Authority and Fund (MEDAAF)

This flexible and broad based program funds grants, loans and investments to support economic development initiatives. Uses include business attraction and retention, infrastructure support, Brownfield redevelopment, arts and entertainment districts, daycare, revolving loan funds and local strategic planning. Projects must be within Priority Funding Areas and Eligible Industry Sectors. Awards are made on a competitive basis.

Phone: 410-767-2369

Website: <http://www.choosemaryland.org/businessresources/pages/medaaf.aspx>

Economic Development Opportunities Program Fund (Sunny Day)

The fund supports extraordinary economic development opportunities that create and retain employment as well as create significant capital investments. Historically, the Sunny Day Fund supported significant business attraction and retention, and information technology and life science park development. Projects must create substantial employment in areas of high unemployment and are evaluated on a competitive basis.

Phone: 410-767-2369

Website: <http://www.choosemaryland.org/businessresources/pages/medaaf.aspx>

Maryland Industrial Development Financing Authority (MIDFA)

MIDFA encourages private sector investments through the use of insurance, the issuance of tax-exempt and taxable revenue bonds, and linked deposits. Insurance reduces the lender's credit risk. All MIDFA projects must be in a Priority Funding Area.

Phone: 410-767-6376

Website: <http://www.choosemaryland.org/businessresources/pages/midfa.aspx>

Maryland Small Business Development Financing Authority (MSBDFa)

Created to promote the viability and expansion of businesses owned by economically and socially disadvantaged entrepreneurs, MSBDFa clients include all small businesses unable to obtain adequate business financing on reasonable terms through normal financing channels. A private contractor manages the four MSBDFa components and the Department provides financing for the approved small businesses. The program includes a guaranty fund, contract financing, a surety bond program, and an equity participation investment component.

Phone: 410-333-4270

Website: http://www.mmgroup.com/interior.cfm?page=funds_msbdfa

Maryland Venture Fund (MVF)

The MVF administers several programs including the Challenge and Enterprise Investment Programs, to provide emerging high-technology businesses access to early-stage capital. Investment decisions are based on the project's potential return, the promotion of economic development and the creation of jobs. MVF targets emerging technology-based businesses including biotechnology, information technology, telecommunications, software development and advanced materials.

Phone: 410-767-6383

Website: <http://www.choosemaryland.org/businessresources/pages/marylandventurefund.aspx>

MARYLAND DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT – TAX INCENTIVE PROGRAMS

The Department of Business & Economic Development's Tax Incentive Group provides the business community incentive based solutions for economic development projects to maximize job creation and retention, leverage capital investment, and encourage growth in targeted business sectors and specific geographic areas throughout the state of Maryland. To remain competitive in the market place, the Tax Incentive Group responds quickly to changing requirements with the development of incentives that address the identifiable needs of the business community.

Website: <http://www.choosemaryland.org/businessresources/Pages/TaxCreditPrograms.aspx>

Biotechnology Investment Incentive Tax Credit Program

Maryland's Biotechnology Investment Tax Credit provides income tax credits for investors in qualified Maryland biotechnology companies. The value of the credit is equal to 50% of an eligible investment made in a qualified Maryland biotechnology company during the taxable year. The maximum amount of the credit cannot exceed \$250,000 for investors. If the credit exceeds the tax liability, the remaining credit is refundable. The program has a program cap and credits are awarded on a first come, first serve basis.

Phone: 410-767-6438 or 410-767-4980

Website:

<http://www.choosemaryland.org/businessresources/pages/biotechnologyinvestmenttaxcredit.aspx>

BRAC Revitalization and Incentive Zone Program

To focus growth in areas that are already designated for growth; provide local governments with financial assistance for public infrastructure in these well-defined areas; and align other state resources and programs to local governments and businesses located in the BRAC zones for a coordinated State effort on making the zones the focus of BRAC growth. Funds must be used for infrastructure improvements. Each year, the amount to be paid to all local jurisdictions is the amount appropriated in the State budget up to \$5,000,000. If the total amount applied for exceeds the cap, each jurisdiction receives pro rata share.

Phone: 410-767-6438 or 410-767-4980

Website: <http://www.choosemaryland.org/businessresources/pages/bracrevitalization.aspx>

Brownfields Revitalization Incentive Program (BRIP)

A site that qualifies for this incentive program may qualify for real property tax credits as well. The site must be located in a jurisdiction that participates in the BRIP, and owned by an inculpable person. For five years after cleanup, a site may qualify for a real property tax credit between 50% and 70% of the increased value of the site. (In an Enterprise Zone, the tax credit may last for up to 10 years). This credit, combined with other real property tax credits, may not exceed 100% of the tax on the increased value of the site.

Phone: 410-767-6353

Website: <http://www.choosemaryland.org/businessresources/pages/brownfields.aspx>

Cellulosic Ethanol Technology Research and Development Tax Credit Program

The program provides income tax credits for expenses related to cellulosic ethanol technology research and development conducted in the State. The amount of the tax credit is equal to 10% of the eligible expenses incurred and cannot exceed the tax liability for that year. The maximum amount available in each year is limited to \$250,000. Businesses must submit an application to DBED by September 15 for expenses incurred in the previous tax year.

Phone: 410-767-6438 or 410-767-4980

Website: <http://www.choosemaryland.org/businessresources/Pages/CellulosicEthanol.aspx>

Enterprise Zone Tax Credit

The Enterprise Zone program provides real property and state income tax credits for businesses that locate in a Maryland enterprise zone. The real property tax credit is 80% of the incremental increase in property taxes over the first five years, decreasing 10% annually during the next five years. The income credit is \$1,000 credit per new employee. For economically disadvantaged employees, the credit increases to \$6,000 per new employee over three years. Enhanced credits are available in enterprise zone focus areas.

Phone: 410-767-6438 or 410-767-4980

Website: <http://business.marylandtaxes.com/taxinfo/taxcredit/enterprisezone/default.aspx>

Job Creation Tax Credit (JCTC)

Businesses that create a minimum number of new full-time positions may be entitled to state income tax credits of up to \$1,000 per job or \$1,500 per job in a “revitalization area.” Businesses engaged in an eligible activity must create at least 60 new full-time jobs in a 24-month period; this is reduced to 30 new full-time jobs if they are “high wage” jobs, and reduced to 25 new full-time jobs if they are located in a Job Creation Tax Credit “priority funding area.”

Phone: 410-767-2996

Website: <http://www.choosemaryland.org/businessresources/pages/jobcreationtaxcredit.aspx>

One Maryland Tax Credit

Businesses that invest in an economic development project in a “qualified distressed county” and create at least 25 new full-time jobs may qualify for up to \$5.5 million in state income tax credits. Project tax credits of up to \$5 million are based on qualifying costs incurred in connection with the acquisition, construction, rehabilitation and installation of a project. Start-up tax credits of up to \$500,000 are available for the expense of moving a business from outside Maryland and for the costs of furnishing and equipping the new location. The credit can be carried forward 14 years and is refundable, subject to certain limitations.

Phone: 410-767-6438 or 410-767-4980

Website: <http://www.choosemaryland.org/businessresources/pages/onemarylandtaxcredit.aspx>

Research and Development (R&D) Tax Credit Program

For Maryland businesses that incur Maryland qualified research and development expenses, the Basic R&D tax credit is 3% of eligible R&D expenses that do not exceed the firm’s average R&D expenses over the last four years and the Growth R&D tax credit is 10% of eligible R&D expenses -in excess of the firm’s average R&D expenses. The credits are capped at \$3 million each. If the amount of credits all businesses apply for exceeds the cap, each business receives a pro rata share. Businesses must submit an application to DBED by September 15 for expenses incurred in the previous tax year.

Phone: 410-767-6438 or 410-767-4980

Website: <http://business.marylandtaxes.com/taxinfo/taxcredit/randd/default.asp>

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO) PROGRAMS

The Maryland Technology Development Corporation (TEDCO), an independent entity, was established by the Maryland General Assembly in 1998 to facilitate the transfer and commercialization of technology from Maryland’s research universities and federal labs into the marketplace and to assist in the creation and growth of technology-based businesses in all regions of the State. TEDCO offers a variety of programs which are listed below:

Phone: 1-800-305-5556

Website: www.marylandtedco.org

Johnson and Johnson Joint Investment Program

Johnson & Johnson’s Corporate Office of Science & Technology (COSAT), recognizing the value of innovation in the state of Maryland and seeking to partner with Maryland Technology Development Corporation (TEDCO), signed a co-managed funding agreement with TEDCO in December 2005. The purpose of the partnership is to manage a jointly funded award program for investing in seed stage

companies with technologies of interest to Johnson and Johnson (J&J). There are three different tracks to receive an award of up to \$75,000.

Phone: 1-800-305-5556

Website: <http://www.marylandtedco.org/JJ.cfm>

Joint Technology Transfer Initiative (JTTI)

TEDCO has contracted with the Department of Homeland Security (DHS) and the U.S. Army Medical Research and Materiel Command (USAMRMC) to facilitate transfer of technology. Technology development projects will be considered within the scope of the JTTI if the company can show how the proposed technology will meet the needs of DHS and/or USAMRMC (Spin-In) and/or the commercialization of DHS or USAMRMC technologies (Spin-Out). JTTI awards of up to \$75,000 will be made to for-profit small businesses in support of technology development projects that fall within the scope of the JTTI. Applicants may submit a white paper describing the technology insertion opportunity for assistance in finding a collaborator. Proposals for JTTI funding may be submitted with an approved collaboration.

Phone: 410-715-4170

Website: <http://www.marylandtedco.org/publications/JTTI.cfm>

Maryland Technology Transfer and Commercialization Fund (MTTCF)

The goal of the Maryland Technology Transfer and Commercialization Fund (MTTCF) is to provide funding for Maryland companies who wish to develop technology-based products and/or services in collaboration with the Universities and/or Federal Laboratories in Maryland. To be eligible for the program, a company must be collaborating with a Federal Laboratory or university in Maryland, be located at an incubator in Maryland, or be an affiliate of an incubator company in the state. The company applying must meet the following criteria: fewer than 16 employees OR the company is a university spin-off that has been in business fewer than 5 years AND is pre-revenue OR the company has venture investments under \$500,000. Additionally, companies must have more than 50% of their employees present in the state of Maryland. Funds up to \$75,000 are available to help defray a company's direct cost of developing early stage technology.

Phone: 410-715-4165

Website: <http://www.marylandtedco.org/tedcoprograms/mttf.cfm>

TechStart Program

The TechStart Program funds university-based or federal lab-based teams to determine whether specific technologies would have the potential to be commercialized through a startup company. A university or entrepreneur submits a proposal to TEDCO for evaluating the opportunity. An award would defray costs of evaluating the feasibility of the startup opportunity. Proposals are capped at \$15,000 per technology.

All universities or entrepreneurs working with federal laboratories in the State are eligible for TechStart funding.

Phone: 410-715-4175

Website: <http://www.marylandtedco.org/TechStart.cfm>

University Technology Development Fund (UTDF)

The goal of the TEDCO's University Technology Development Fund (UTDF) is to provide resources to Maryland universities to support pre-commercial research on university intellectual property to increase the likelihood of commercializing that intellectual property.

The program helps universities to license early stage technologies more effectively and serves as a source of technology development projects for Maryland companies that are eligible for additional TEDCO and other State financing programs. All institutions of higher education in Maryland are eligible for UTDF awards.

Phone: 410-715-4175

Website: <http://www.marylandtedco.org/tedcoprograms/utdf.cfm>

Working Capital Loan Fund

The Working Capital Loan Fund was established by TEDCO to provide loans to early-stage technology-oriented companies located in the State of Maryland. Low-interest loans of between \$15,000 and \$50,000 are available to qualified applicants to be used for working capital in order to assist a company with expansion, market entry, or product launch. Companies must be beyond the research stage as these loans cannot be used for research and development. Loan rates are at or below market value, and the loan term is usually 3 to 5 years with a minimum term of 6 months.

Phone: 410-715-4164

Website: <http://www.marylandtedco.org/tedcoprograms/wclf.cfm>

FEDERAL FUNDING

SBIR and STTR Funding

The U.S. Small Business Administration's (SBA) Office of Technology administers the Small Business Innovation Research (SBIR) Program and the Small Business Technology Transfer (STTR) Program. Through these two competitive programs, the SBA ensures that the nation's small, high-tech, innovative businesses are a significant part of the federal government's research and development efforts. Eleven federal departments participate in the SBIR program, while five departments participate in the STTR program, awarding \$2billion annually to small high-tech businesses. Typical grant awards range from \$95,000 to \$150,000.

Phone: 202-205-6450

Website: <http://www.sbir.gov>

BUSINESS DEVELOPMENT ORGANIZATIONS & INITIATIVES

Maryland Small Business Development Center Networks

The Maryland Small Business Development Center Network (Maryland SBDC Network) was founded in 1988 as a partnership between the US Small Business Administration and the University of Maryland, College Park. Its purpose is to provide a link between small businesses and government agencies, higher education and economic development organizations and programs. The Maryland SBDC Network provides counseling, training, certification assistance and financing assistance to small businesses in the state of Maryland.

Website: <http://www.mdsbdc.umd.edu/>

Maryland Technology Enterprise Institute (MTech)

The mission of Mtech is to educate the next generation of technology entrepreneurs, create successful technology ventures, and connect Maryland companies with university resources to help them succeed. Founded in 1983, Mtech has had a \$25.7 billion impact on the Maryland economy and helped create or retain more than 5,300 jobs. Top-selling products such as MedImmune's Synagis®, which protects infants from a deadly respiratory disease, and Hughes Communications' HughesNet®, which brings satellite-based, high-speed Internet access to the world, were developed through or enhanced by MTech programs. Billion dollar companies such as Martek Biosciences and Digene Corporation graduated from MTech's incubator. Mtech offers three experiential learning programs and 30 entrepreneurship and innovation courses, served to 1,244 enrollees in 2010, at the pre-college, undergraduate, graduate and executive education levels.

Phone: 301-405-3906

Website: <http://www.mtech.umd.edu>

Maryland Industrial Partnerships Program (MIPS)

MIPS, a MTech initiative, brings university innovation to the commercial sector by supporting university-based research projects to help Maryland companies develop technology-based products. Commercial products benefiting from MIPS projects have generated more than \$21.6 billion in revenue, added thousands of jobs to the region, and contributed to successful products such as Martek Biosciences' nutritional oils, Hughes Communications' HughesNet™, MedImmune's Synagis®, and Black & Decker's Bullet® Speed Tip Masonry Drill Bit.

Phone: 301-405-3891

Website: <http://www.mips.umd.edu>

Mtech Biotechnology Research and Education Program (BREP)

Mtech's Biotechnology Research and Education Program (BREP) is designed to bolster Maryland's burgeoning biotechnology industry. To that end, BREP offers bioprocessing facilities and services, cell culture facilities and services, training and consulting for Maryland companies.

BREP's Bioprocess Scale-Up Facility offers a broad range of bioprocess scale-up and production services, including fermentation, separation, purification and product analysis. BREP's new Biopharmaceutical Advancement Facility specializes in the development of cell culture-based biopharmaceutical products. BREP also delivers customized training programs tailored to specific companies. MedImmune's entire Synagis workforce was trained by BREP staff.

Phone: 301-405-8004

Website: <http://www.biotech.umd.edu>

Tech Council of Maryland (TCM)

The Tech Council of Maryland (TCM) is the largest technology trade association in the state with more than 500 members and representing 250,000 people in Maryland and the region. TCM has two major divisions: MdTech, which services the advanced technology community, and MdBio for the region's biotechnology community.

In addition, TCM helps the region's technology organizations grow through activities such as regularly scheduled and robustly attended networking events, cost-saving programs, and advocacy initiatives. It's not only our goal but it's our mission to promote the technology industry and to create an environment where technology companies can collaborate, grow, succeed and thrive.

Phone: 240-243-4026

Website: <http://www.techcouncilmd.com>

COUNTY LEVEL RESOURCES AND FUNDING

ANNE ARUNDEL COUNTY

Chesapeake Innovation Center (CIC)

The Chesapeake Innovation Center (CIC) is a unique business accelerator that focuses the power of entrepreneurship on America's most pressing security requirements. By creating a bridge between major users of security technology and small companies at the forefront of innovation, the CIC and its Partners and member companies are able to offer significant advancements in the areas of informatics and physical and cyber security technologies. The CIC recruits and mentors early stage technology ventures and provides these member companies with services to help them address the needs of a growing company including customer contracts, funding, staffing, subject matter experts, clearances, government contracting issues, and office facilities.

The CIC, America's first homeland and national security focused accelerator, has partnerships that are strategic to America's national security, and include public and private sector entities. The CIC sources and screens early stage technology companies and connects those that match the desired criteria to a valuable network of industry leading "Partners" in these sectors, through a program called **TechBridge**. Current Partners include the Northrop Grumman Corporation, The Boeing Company, the National Security Agency and ARINC. To be considered for this program, please contact at:

Phone: 410-224-2030

Website: <http://www.cic-tech.org/index.html>

BALTIMORE CITY

Greater Baltimore Technology Council (GBTC)

The Greater Baltimore Technology Council (GBTC), facilitates small business networking in the Baltimore area. The GBTC sponsors meetings and events in order to allow Baltimore small businesses to connect and develop relationships with one another.

Phone: 410-327-9148

Website: <http://www.gbtechcouncil.org/home.aspx>

HOWARD COUNTY

j-ref Program

Howard County handles its start-up venture funding through the j-ref Program, a public-private partnership financing small business in the county. Businesses are able to receive loans of up to \$250,000 as well as valuable education and advice on their strategic plans. In addition to capital loans, j-ref offers a Real Estate Loan Program for businesses located in the county as long as the property is 75% owner occupied. A second loan of up to \$250,000 can be received for real estate with a floating rate, 5% cash down, and no repayment penalty.

Phone: 410-313-6170

Website: <http://www.jref.org/aboutus.php>

NeoTech Incubator

Through the Economic Development Authority, Howard County runs the NeoTech Incubator. The incubator provides "emerging technology companies with award-winning programs, access to resources, and a community of excellence." NeoTech provides assistance with advisors and shadow boards, intellectual property management, technology commercialization, strategic business partners, and funding resources.

Phone: 410-313-6550

Website: <http://www.hceda.org/thecenter/neotech.aspx>

MONTGOMERY COUNTY

Technology Transfer Opportunities T²

The Montgomery County Department of Economic Development's mission is to maximize the opportunity for local businesses to identify opportunities in technology transfer, find information and educational resources in T², and access the tools to commercialize their products and technologies. County resources as well as connectivity to 19 Federal agencies and two major universities can be found through the *Gateway to Innovation: Welcome Center for Federal and Academic Technology Transfer*, physically located at the Shady Grove Innovation Center and virtually at www.techtransferconnection.com.

FedTechNet

The Montgomery County Department of Economic Development, with the help of the Federal Laboratory Consortium Mid-Atlantic Region, created a networking group of technology transfer officers located in federal labs in Montgomery County. The group, FedTechNet, has provided the catalyst for the development of the Welcome Center.

Website: www.techtransferconnection.com

Tech Transfer Speakers Series

The Tech Transfer Speakers series is a free monthly series held the 2nd Wednesday of each month at the Shady Grove Innovation Center, 9700 Great Seneca Highway, Rockville, MD. Speakers offer tips, insight, and technical expertise on federal and academic tech transfer practices.

Website: <http://techtransferspeakers.eventbrite.com>

MONTGOMERY COUNTY FINANCING PROGRAMS

The Montgomery County Biotechnology Investment Tax Credit Supplement Program

Provides a County Supplement, subject to an annual appropriation by the Montgomery County Council, to investors that have received a final tax credit certificate from the Maryland Biotechnology Investment Incentive Tax Credit (BIITC) Program. The State tax credit must have been generated by an investment in a qualified Maryland biotechnology company, as defined in state law, which has its headquarters and base of operations in Montgomery County. The County Supplement paid to each eligible investor will be determined through executive regulation, and will reflect the relative proportion of the annual appropriation for the state BIITC Program allocated to investors in Montgomery County biotechnology companies that year and the annual appropriation for the Montgomery County Supplement Program. The County Supplement may not exceed 50% of any tax credit an investor receive from the State in any given year.

Phone: 240-777-2000

Website: <http://www.montgomerycountymd.gov/dedtml.asp?url=/content/ded/financing/index.asp>

Economic Development Fund Grant/Loan Program

This program provides financial assistance to private employers who retain jobs or stimulate new job creation in Montgomery County. Priority is given to the following businesses:

- high technology companies
- manufacturing companies
- businesses located in urban revitalization areas, and
- other private employers providing the greatest public benefits.

Phone: 240-777-2000

Website: <http://www.montgomerycountymd.gov/dedtml.asp?url=/content/ded/financing/new-jobs-tax-credit.asp>

Small Business Revolving Loan Program

The Small Business Revolving Loan Program provides direct loans or participation in loans made by other financial institutions to small businesses in Montgomery County. This loan program is targeted at Montgomery County-based small businesses with gross revenues of less than \$5,000,000 annually and fewer than 75 employees. Eligible businesses must also meet one of these primary tests:

- Program funds must assist the start-up or expansion of the business, or
- Program funds must help retain and stabilize the business.

Program assistance typically ranges from \$5,000 to \$100,000, with maximum terms up to 5 years. Collateral and principal's personal guarantee are required.

Phone: 240-777-2000

Website: <http://www.montgomerycountymd.gov/dedtml.asp?url=/content/ded/financing/small-business-revolving-loan-program.asp>

PRINCE GEORGE'S COUNTY

High Technology Property Tax Credit (HTPT)

The HTPT was developed to encourage the growth and development of existing high technology companies and to attract new high-technology companies. "High technology" means any business entity, including a developer who enters into a lease agreement with a high technology governmental agency, that is primarily involved with the applications of engineering, life sciences, computer sciences, research and development, or who produces materials, parts, or equipment used in the type of applications noted above.

Eligible companies may receive a Real Property Tax Credit if they make at least a \$500,000 investment in 5,000 square feet or more of real property that is either newly constructed or substantially improved by (or for) them. Additionally, the company must create at least 10 new full-time positions over a period of three years. The Real Property Tax Credit is phased in over a five year-period, beginning with a 100% exemption on the increased assessment in year one; 80% in year two; 60% in year three; 40% in year four; and 20% in year five.

Phone: 301-583-4650

Website: <http://www.pgcedc.com/busDevelopment/htrpBD.php>

Technology Assistance Center (TAC)

The Prince George's County Technology Assistance Center (TAC) is an incubator program established to foster the creation and growth of early stage technology companies in Prince George's County. The program is designed for early stage or transitioning technology companies that are developing a product or service with or without proprietary technology. To qualify, the company must: have a business plan that includes actual financial history and five year projected financials; demonstrate the company's ability to financially operate the company for a minimum of six months; provide company economic benefit growth projections; and demonstrate how incubator occupancy will contribute to achieving short and long term business objectives.

Phone: 301-583-4650

Website: <http://www.pgcedc.com/tac/>

FEDERAL TECHNOLOGY TRANSFER OFFICES

Federal Laboratory Consortium for Technology Transfer

The Federal Laboratory Consortium for Technology Transfer (FLC) is the nationwide network of federal laboratories that provides the forum to develop strategies and opportunities for linking laboratory mission technologies and expertise with the marketplace. With over 70 federal laboratories and agencies in the Mid-Atlantic region, the FLC serves as a gateway to both Mid-Atlantic labs and the over 700 federal labs throughout the country.

Website: <http://www.federallabs.org/>

Food and Drug Administration (FDA)

FDA's Technology Transfer Program provides help and guidance to the FDA community for its technology transfer and intellectual property concerns. It assists with the transfer of FDA technologies to outside organizations so that the technologies might be fully developed for introduction into the commercial marketplace. It also facilitates the exchange of research resources between FDA scientists and external scientific research groups.

Phone: 301-796-8449

Website: <http://www.fda.gov/AboutFDA/business/ucm119486.htm>

NASA Goddard Space Flight Center Innovate Partnerships Program

The Innovate Partnerships Program (IPP) Office works with the scientific and technical staff to strengthen efforts and procedures to partner with industry, academia, and other government agencies as follows:

- The IPP Office endeavors to be innovative in technology infusion efforts—to help meet Goddard needs and NASA mission directorate goals, and to support the growth of growing businesses.
- The IPP Office endeavors to be innovative in technology transfer efforts—to better the regional and U.S. economies and to extend the application of Goddard technologies to uses that will serve the public good.
- The IPP Office endeavors to be innovative in intellectual property (IP) management—to protect Goddard’s IP and serve the interest and future research capabilities of Goddard scientists and potential licensees.

Phone: 301-286-5810

Website: <http://ipp.gsfc.nasa.gov/>

National Institutes of Health (NIH)

The NIH Office of Technology Transfer (OTT) evaluates, protects, markets, licenses, monitors, and manages the wide range of NIH and FDA discoveries, inventions, and other intellectual property as mandated by the Federal Technology Transfer Act and related legislation.

To accomplish its mission, OTT oversees patent prosecution and negotiates and monitors licensing agreements. OTT performs similar functions for patenting and licensing activities for the Food and Drug Administration (FDA), another component of the Department of Health and Human Services (HHS).

Other major functions within OTT include the development of technology transfer policies for NIH and with the other two major research components of HHS (FDA and the Centers for Disease Control and Prevention [CDC]) and the implementation of decisions by the Technology Transfer Policy Board.

Phone: 301-496-7057

Website: <http://www.ott.nih.gov/index.aspx>

National Institutes of Standards and Technology (NIST)

NIST's Technology Partnerships Office works with regional, state and local economic development organizations, technology incubation centers, public-private business development initiatives and other organizations and partnerships to facilitate the transfer of technologies developed within NIST laboratories to the private and nonprofit sectors through licensing and/or collaboration. NIST scientists

conduct research, create technologies and make discoveries in nearly every scientific and technological field.

Phone: 301-975-3084

Website: <http://jazz.nist.gov/ts/220/external/index.htm>

National Oceanic and Atmospheric Administration (NOAA)

NOAA's Office of Research and Technology Applications (ORTA) is responsible for the Technology Transfer Program, established under the Federal Technology Transfer Act (FTTA) of 1986. The ORTA Technology Transfer functions are to assist NOAA laboratories with patent applications and licensing; advise on Cooperative Research and Development Agreements (CRADAs); maintain NOAA records on patent and licenses; and manage NOAA's account with the Patent and Trademark Office.

Phone: (301) 713-3565

Website: <http://www.oar.noaa.gov/orta/>

Naval Surface Warfare Center, Carderock

The Naval Surface Warfare Center's Carderock Division is the U.S. Navy's state-of-the-art research, engineering, modeling, and test center for ships and ship systems. It is the largest, most comprehensive establishment of its kind in the world, serving a dual role in support of both our U.S. naval forces and the maritime industry.

Website: <http://www.navsea.navy.mil/nswc/carderock/pub/business/techtran.aspx>

HIGHER EDUCATION TECHNOLOGY TRANSFER

Technology transfer offices in higher education institutions provide opportunities for businesses to collaborate with researchers to develop new technologies. Businesses that collaborate with universities have the opportunity to obtain licenses for developed products.

Johns Hopkins University Technology Transfer Office

Phone 410-516-6653

Website: <http://www.techtransfer.jhu.edu/>

University of Maryland Office of Technology Commercialization

Phone: 301-405-3947

Website: <http://www.otc.umd.edu/Contact.html>

University of Maryland, Baltimore Office of Research and Development

Phone: 410-706-2378

Website: <http://www.ord.umaryland.edu/>

InvenioIP

Operated by the University of Maryland, Baltimore, InvenioIP is a search engine specifically listing technology transfer, research and innovation opportunities in Research Institutions.

Website: <http://www.invenioip.org/>

UMBC Office of Technology Development

Phone: 410-455-3658

Website: <http://www.umbc.edu/otd/>

Maryland Intellectual Property Legal Resource Center

The Maryland Intellectual Property Legal Resource Center (MIPLRC) offers free legal services to entrepreneurs and emerging technology companies, including patent applications, prior art searches, license agreements, non-disclosure agreements, company formation, and much more. The MIPLRC provides services from its locations at the University of Maryland in College Park, Maryland, and the University of Maryland School of Law in Baltimore, Maryland.

Phone: 301-314-8572

Website: <http://www.miplrc.org/>

UNIVERSITY TECHNOLOGY BUSINESS PLAN COMPETITIONS**Johns Hopkins University (JHU)**

JHU hosts a business plan competition that is open to all university students regardless of the college they are currently enrolled at. There are three goals of the competition: 1) for students to organize and present their ideas in a business setting, 2) for students to apply their ideas to develop enterprises and career opportunities, and 3) to strengthen the connection between Johns Hopkins and the business community. There are two divisions to the competition, General Business and the Life Sciences. The competition itself takes place at the main Homewood campus, and prizes range from **\$250-\$6,000**.

Website: <http://www.jhu.edu/bpc>

Morgan State University (MSU)

The Morgan State University Annual Business Plan Competition is open to all MSU majors. Each student submits more and more documents as they move along in the competition, starting with a letter of intent and business plan synopsis to a full business plan and presentation. There is **\$36,000** available in total prizes.

*Last competition held in February 12, 2010, no new info for the 2011 competition as of yet

Phone: 443-885-3443 or 443-885-3608

Website:

http://www.morgan.edu/School_of_Business_and_Management/Call_for_Entries_in_MSU_Annual_Business_Plan_Competition.html

Salisbury University

The *Richard Bernstein Business Plan Competition* is designed to encourage young entrepreneurs to move forward with their visions and to provide the resources to assist them. The competition is open to all undergraduate and graduate students of all majors. Each team is asked to submit an original proposal for a business start-up or the transformation of an existing business. There is a **\$5,000** award for the winner and various cash prizes for 2nd place and honorable mention.

Phone: 410-677-5058

Website: <http://www.salisbury.edu/perdue/bernstein/>

Towson University

TowsonGlobal hosts a business plan competition for pre-startup or early stage businesses and entrepreneurs. Entrants must not be generating revenues greater than \$500,000 and are asked to submit a business plan for the competition. There are no specific categories for this competition and entries will be judged based on ability to succeed. Winners will be given a 90-day membership to TowsonGlobal and a cash prize.

Website:

<http://www.towsonglobal.com/dotnetnuke/EntrepreneursPortal/BusinessPlanCompetition/tabid/147/Default.aspx>

University of Maryland, College Park

The University of Maryland's *\$75K Business Plan Competition* (BPC) promotes the commercialization of innovative ideas and university-created technologies by offering faculty and students prizes for the best new venture plans. The competition emphasizes learning through coaching and the experience of presenting ideas to an expert panel of judges. The competition typically awards prizes for the best high-technology and biotechnology companies and includes separate undergraduate student and graduate/faculty categories. This competition is open to all full-time undergraduate and graduate students, as well as faculty. Since its inception in 2001, the BPC has awarded \$627,000 in prizes to University of Maryland faculty, students, and alumni to help them launch their innovative new ventures. Previous winners include five multi-million dollar ventures, two of which were among the *Inc. 500* list of the fastest growing companies in 2010 for the second straight year.

Website: <http://www.bpc.umd.edu>

TRAINING PROGRAMS

ACTiVATE Program

The ACTiVATE® program is a yearlong applied entrepreneurship training program focused on teaching women with technical or business experience to create technology companies based on inventions from the region's research institutions and federal laboratories. The training program follows a proven methodology for starting technology companies and does so in a supportive environment consisting of other aspiring women entrepreneurs, instructors experienced in entrepreneurship, advisors from the local business community, and an ever-growing, national network of program graduates.

Phone: 301-916-5126

Website: <http://www.umbc.edu/activate/>

INNoVATE Program

INNoVATE™ is a unique program that offers scientific postdoctoral fellows and researchers the opportunity to develop the needed entrepreneurial skills to move innovations to the market. Focused on cultivating entrepreneurs from the more than 4800 postdocs in the state of Maryland, the INNoVATE™ program aims to train and educate today's life scientists in the skills needed to create the high growth technology companies of tomorrow.

Phone: 301-294-7252

Website: http://carey.jhu.edu/our_programs/Innovate/about_innovate.html

MARYLAND RESEARCH PARKS

bwtech@University of Maryland, Baltimore County (UMBC) Research & Technology Park Baltimore, MD

bwtech@UMBC Research and Technology Park is a 71-acre community engaged in research, entrepreneurship and economic development. Beginning in 1989 in two trailers on the campus of the University of Maryland, Baltimore County (UMBC) to the present, bwtech@UMBC has been a leading generator of jobs and income for the region.

bwtech@UMBC North consists of five buildings and 355,000 sq ft., and has nearly 40 IT and Cybersecurity tenants as well as government agencies focused on intelligence and environmental sciences. bwtech@UMBC South consists of three buildings and 165,000 sq ft, and has over 40 life science, clean energy and other technology tenants, as well as training programs. With customized research collaboration from UMBC faculty and highly qualified science and technology students, the Park offers companies one of today's leading high-tech business settings.

Phone: 410-455-5900

Website: <http://www.bwtechumbc.com/>

John Hopkins Montgomery County Campus Rockville, MD

The Johns Hopkins Montgomery County Campus at Shady Grove is a welcoming community of educators, students, researchers, corporations, and government representatives whose collaborative thinking and discovery expand academic and technological boundaries and advance economic development. Current on-site partners include biotech firms, research labs, policy makers and other related organizations, who all say co-location is a win-win situation for everyone.

The Johns Hopkins University, founded in Baltimore in 1876, is this country's first research university. Today, Johns Hopkins is the nation's leading recipient of federal research dollars.

Phone: 301-294-7000

Website: <http://web.jhu.edu/mcc>

M Square College Park, MD

M Square, the University of Maryland, College Park Research Park, is a dynamic location for science and technology companies. Adjacent to the University of Maryland, ranked among the nation's top 20 public research universities, and located just 8 miles from the Nation's Capital, the University of Maryland Research Park offers flexible space locations from incubator space for start-up companies to build to suit options for larger technology clients in Maryland's largest research park.

Phone: 301-405-1990

Website: <http://www.msquare.umd.edu/>

The Montgomery College Science and Technology Park Germantown, MD

Developed to maximize the synergy between the educational programs of Montgomery College and the bioscience and technology industries in the I-270 Technology Corridor, the 40-acre Science and Technology Park is a partnership with private industry with groundbreaking scheduled for 2010. The first phase can accommodate buildings totaling 500,000 square-feet.

Strategic partnerships have been formed with the University of Maryland College Park, Johns Hopkins University, Montgomery County Public Schools and the bioscience and technology companies in this region. This allows the Montgomery College to operate a unique Bioscience Education and Training Continuum supported by the National Science Foundation to ensure a pipeline of well-educated and highly-trained scientists, technicians and entrepreneurs.

Phone: 240-567-7718

Website: <http://www.choosemaryland.org/moveyourbusiness/Pages/MontgomeryCollegePark.aspx>

Riverside Research Park Frederick, MD

In a region rich with biotech development, a destination emerges as the cradle for innovation and collaboration in Frederick, Maryland. Home to the National Cancer Institute and the nation's only federally-funded research and development center dedicated solely to biomedical research and development, Riverside Research Park offers the opportunity for public and private partnerships in a world class campus environment found nowhere else in the country.

Highlights

- One of the top 7 U.S. Life Science hubs and a global leader in biosciences
- Centrally positioned within the East Coast Life Science Corridor
- Mid-Atlantic market (MD/VA/D.C.) is home to 23 publicly traded biotechnology companies
- Maryland is home to 350 biotech companies
- The State will invest \$1.3 billion over the next 10 years — the largest per capita investment in biosciences made by any state in the country

Phone: 301-694-9200

Website: <http://www.riversideresearchpark.com/>

**The Science + Technology Park at Johns Hopkins
Baltimore, MD**

The 31-acre Science + Technology Park at Johns Hopkins provides life science firms, whether early stage or mature, with a unique opportunity for collaboration and direct access to the Johns Hopkins medical and research complex, its facilities, and its scientists - as well as the optimal entry point into the U.S. life science market. The Park will offer state-of-the art laboratory facilities that support the sophisticated research requirements of today's most cutting-edge corporations and institutions. Initially planned for 1.1 million square feet in five buildings, with future phases that could support additional expansion, the Park can provide for a company's current needs and offer flexible opportunities for long-term growth,

Phone: 410-234-0660

Website: http://www.ebdi.org/science_and_technology_park

**Shady Grove Life Sciences Center
Rockville, MD**

The Shady Grove Life Sciences Center was the first business park in the US to be zoned exclusively for the biotechnology and life sciences industries. Today, it is the nucleus of the country's third largest biotech cluster with over 200 private companies and over 45,000 professionals employed in the public and private sectors. The 300-acre park houses healthcare facilities, research and educational centers, laboratories and a business incubator.

The Shady Grove Life Sciences Center is home to some of the world's biotech leaders including EntreMed, Invitrogen, Shady Grove Adventist Hospital, and others.

Phone: 301-294-7004

Website: <http://www.choosemaryland.org/moveyourbusiness/pages/shadygrove.aspx>

**University of Maryland, Baltimore (UMB) BioPark
Baltimore, MD**

The UMB BioPark offers 1.2 million square feet of space to bio and pharmaceutical companies; this includes new wet labs and office space with access to the extraordinary biomedical research faculty and facilities of the University of Maryland, Baltimore.

Phone: 410-706-5592

Website: <http://www.umbiopark.com/>

MARYLAND BUSINESS INCUBATORS

Maryland Business Incubator Association

The Maryland Business Incubator Association (MBIA) is a member organization of 20 business incubators operating in Maryland supporting close to 345 clients and graduates throughout the state. MBIA members are dedicated to sharing resources, information, and best practices among the members with the overall goal of promoting business incubation excellence within all Maryland's incubators.

Website: <http://mdbusinessincubation.org/>

Allegany Business Center at Frostburg State University (ABC@FSU)

The Allegany Business Center at Frostburg State University (ABC@FSU) is a 56-acre parcel of land located on the FSU campus designated for development of a technology park. Businesses can design and construct their individual buildings to meet their specific needs. Infrastructure has been established at the site, which is situated in the beautiful Appalachian Highlands. ABC@FSU is a federally designated HUB zone (<https://eweb1.sba.gov/hubzone/internet/>) for new businesses.

Phone: 800-555-4080

Website: http://alleganyworks.org/abc_cd/ABC/site_summary.html

Bethesda Green Incubator Bethesda, MD

The Bethesda Green incubator works closely with Montgomery County's Department of Economic Development to promote the creation, expansion, attraction and retention of businesses with a focus on environmentally sustainable technologies, products and services. We work together and leverage Montgomery County's strengths to create a green industry cluster that will generate economic, environmental and social value for the County's businesses, residents and the region.

Phone: 240-396-2440

Website: <http://www.bethesdagreen.org/Incubate/tabid/381/Default.aspx>

The Business and Technology Growth Center (BTGC) at University Town Center Hyattsville, MD

The Business and Technology Growth Center (BTGC) at University Town Center is a public/private incubator formed by UTC, the University of Maryland Technology Advancement Program (TAP), and the Prince George's County Economic Development Corporation (EDC). Its mission is to provide a place in which new high-tech start-up companies can obtain the support they need in order to flourish.

Phone: 301-779-4800 ext. 436

Website: http://www.universitytowncenter.net/business_incubator.html

bwtech@UMBC Baltimore, MD

The bwtech@UMBC incubator programs offer high potential early-stage life sciences, clean energy or cyber security companies space, business advisory services, and access to the resources and capital that enable companies to commercialize their technologies and succeed in the marketplace. Start-up

companies engaged in research and development activities geared toward commercialization of innovative products and/or services are eligible for admission to the program. Both wet laboratory and office space are available at affordable rates with flexible leasing terms.

Phone: 410-455-8400

Website: <http://www.umbc.edu/Business/Research/index2.html>

**Chesapeake Innovation Center (CIC)
Annapolis, MD**

The CIC focuses the power of entrepreneurship on America's homeland and national security requirements by identifying and screening early stage technology companies to:

- Connect innovative technology and business models with government agencies and corporate partners
- Nurture and support promising businesses within the accelerator program in Anne Arundel County, Maryland.
- Coach member and affiliate companies to succeed in this market.

Phone: 410-224-2030

Website: <http://www.cic-tech.org/>

**Cyber Incubator@bwtech
Baltimore, MD**

The Cyber Incubator@bwtech is a unique, innovative business incubation program that delivers business and technical support to early stage companies that provide cybersecurity-related products and services. The incubator is located in a Class A office suite at the bwtech@UMBC Research Park, adjacent to the campus of the University of Maryland, Baltimore County (UMBC).

Phone: 443-543-5047

Website: <http://www.advantageincubator.com/index.html>

**Emerging Technology Center (ETC)
Baltimore, MD**

The ETC, a venture of the Baltimore Development Corporation, is a non-profit business incubator program with two separate incubator facilities, focused on growing early-stage technology and biotechnology companies in Baltimore City.

Phone: 410-327-9150

Website: <http://www.etcbaltimore.com/>

**Frederick Innovative Technology Center (FITCI)
Frederick, MD**

The Frederick Innovative Technology Center Inc. (FITCI) is Frederick County's first business incubator. FITCI offers local entrepreneurs facilities, services, and an environment in which they can prosper. Our clients include Bio-Technology, Information-Technology, and Renewable Energy businesses.

FITCI occupies 15,000 square feet, supporting up to 30 clients and employing nearly a hundred people at any given time.

Phone: 301-694-2999

Website: <http://www.fitci.org/>

Garrett Information Enterprise Center (GIEC)
Garrett County, MD

The mission of the Garrett Information Enterprise Center (**GIEC**) is to support the economic growth of Garrett County by creating an environment that facilitates the successful development of technology businesses.

Garrett County is strategically located to provide excellent access to markets in the northeast, mid-west and southeast with approximately 26,000,000 people residing within a 200-mile radius of the county.

Phone: 301-387-3167

Website: <http://giecworks.com/>

Germantown Innovation Center (GIC)
Germantown, MD

The Germantown Innovation Center (GIC) is co-located with Montgomery College's Germantown campus. The GIC is a facility which provides office and lab space, for 20-30 life science and technology groups. The GIC is also a green facility constructed from renewable materials and designed to minimize energy consumption.

Phone: 240-453-6348

Website: <http://www.mcinnovationnetwork.com/facilitiesandtenants/facilities/germantown-ic/>

Harford Business Innovation Center (HBIC)
Belcamp, MD

If you are a young technology company or a growth-oriented defense contractor pursuing business opportunities at Aberdeen Proving Ground, the Harford Business Innovation Center (HBIC) is designed for you.

This technology incubator program in Harford County has been expanded and strengthened to be the vital business development resource which entrepreneurs and early-state technology companies seek. The Harford Business Innovation Center offers the critical combination of customized business support services in a highly flexible, furnished office space in an environment where businesses can prosper.

Phone: 410-306-6144

Website: <http://www.harfordbic.com/>

Maryland Clean Energy Technology Incubator@bwtech (CETI)
Rockville, MD

The Maryland Clean Energy Technology Incubator@bwtech (CETI) provides an innovative incubation program for existing and future client companies working in fields related to clean energy technologies and provides business services tailored to the special needs of these companies.

Phone: 410-455-8400

Website: http://mdcleanenergy.org/programs_and_incentives/md_clean_energy_tech_incubator_network

**The Maryland International Incubator (MI2)
College Park, MD**

The Maryland International Incubator (MI2) is the result of collaboration between the University of Maryland, College Park, and the Maryland Department of Business and Economic Development (DBED). The mission of the International Incubator is to connect Maryland and International companies for successful joint ventures through a targeted array of business services, state-of-the-art facilities, and world-class resources.

Phone: 301-405-3906

Website: <http://www.mi2.umd.edu/>

**Neotech Incubator
Columbia, MD**

The NeoTech Incubator, facilitated through Howard County's Center for Business and Technology Development, helps entrepreneurs develop into thriving companies and is part of the Howard County Economic Development Authority.

Phone: 410-313-6550

Website: <http://www.hceda.org/thecenter/neotech.aspx>

**Rockville Innovation Center
Rockville, MD**

The Rockville Innovation Center is located in the hub of the new \$350 million Rockville Town Center Project, just minutes from Washington, D.C. and near the I-270 Technology Corridor.

- has 23,000 square feet of flexible office space on two floors
- accommodates 20 to 30 international, professional service and advanced technology companies

Phone: 240-453-8488

Website: <http://www.montgomerycountymd.gov/dedtmpl.asp?url=/content/ded/incub/ric/index.asp>

**Shady Grove Innovation Center
Rockville, MD**

The Center is located in the heart of the nation's 3rd largest biotech cluster, along the thriving I-270 Technology Corridor – home to MedImmune, Human Genome Sciences and Otsuka America Pharmaceutical. Local research and academic resources provide critical support for growing a successful biotech or advanced technology company. Nearby resources include the National Institutes of Health,

Johns Hopkins University, and the Universities at Shady Grove – a campus community of 9 leading Maryland universities, offering 70 degree and certificate programs.

The Center is a fully-secured 60,000 square foot facility with 60 offices and 24 wet labs with benches, fume hood and sink. Each office and lab space is voice and data ready – choose from T1, Cable or DSL service.

Phone: 240-453-8488

Website: <http://www.mcinnovationnetwork.com/facilitiesandtenants/facilities/shady-grove-ic/>

Silver Spring Innovation Center Silver Spring, MD

The Silver Spring Innovation Center is located steps away from the nation’s capital, Washington, D.C., and is situated in a Federal Hub Zone. It offers a creative atmosphere to grow advanced technology companies. Neighbors include Discovery Communications, TV One, and the National Oceanic and Atmospheric Administration. Just a few minutes from the Food and Drug Administration’s new world headquarters campus, the Center has 20,000 square feet, accommodating 20-25 advanced technology and professional service businesses.

Phone: 301-589-2034

Website: <http://www.montgomerycountymd.gov/mcgtmpl.asp?url=/content/ded/incub/ssic/index.asp>

Technical Innovation Center (TIC) Hagerstown, MD

The Technical Innovation Center (TIC) at Hagerstown Community College is a self-sustaining economic development effort that fosters the growth of new and expanding businesses by providing access to advanced technologies, business development resources, and collaborative opportunities. An integral part of our mission is creating and retaining high-quality employment opportunities for our students and the quad-state community.

Phone: 301-790-2800

Website: <http://www.technicalinnovationcenter.com/>

Technology Advancement Program (TAP) College Park, MD

For over 20 years, the University of Maryland, College Park’s Technology Advancement Program (TAP) has helped entrepreneurs build some of the most successful technology companies in Maryland. The TAP’s staff is comprised of seasoned veterans of startups and venture capital firms.

A Heritage of Success at Maryland’s First Technology Incubator:

- Digene acquired for \$1.6 billion by QIAGEN (NASDAQ: QGEN)
- Martek Biosciences (NASDAQ: MATK) surpasses \$1 billion market capitalization
- NovaScreen acquired for \$30 million

Website: <http://www.tap.umd.edu/>

**Technology Assistance Center (TAC)
Largo, MD**

The Prince George's County Technology Assistance Center (TAC) is an incubator program established to foster the creation and growth of early stage technology companies in Prince George's County. As an integral part of the Prince George's County Economic Development Corporation, the TAC promotes economic development by fostering the successful growth of its incubator companies through provision of affordable facilities and a broad range of business and technical services. The TAC encourages and supports high-growth potential technology companies, with a preference for those developing proprietary products and services.

Phone: 301-583-4650

Website: <http://www.pgcedc.com/tac/>

**TowsonGlobal
Towson, MD**

TowsonGlobal, the Business Globalization Center, is Towson University's international incubator for early-stage companies. TowsonGlobal helps bridge the way for entrepreneurial enterprises to find success in the global economy. The Center accomplishes this by providing businesses with a wide range of support needed to flourish in today's competitive global environment, such as office facilities, business counseling, and workshops.

Phone: 410-769-6449

Website: <http://www.towsonglobal.com/dotnetnuke/>

**Wheaton Business Innovation Center (WBIC)
Montgomery County, MD**

The Wheaton Business Innovation Center (WBIC) is a large scale incubator with 30 office suites in different configurations dedicated to encouraging the growth of businesses in Montgomery County. It is in one of the County's Enterprise Zones, offering special tax incentives to eligible businesses and is literally across the street from the Wheaton Metro Station. This Center is ideally suited for current, locally-based business service, government contracting and/or professional trade businesses looking to grow.

Phone: 240-453-6348

Website: <http://www.mcinnovationnetwork.com/facilitiesandtenants/facilities/wheaton-ic/>

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