

In this Issue:

Incubators:

- Howard County Economic Development Authority's NeoTech Incubator
- Maryland Technology Development Center (MTDC)
- UMBC Technology Center

TEDCO News:

- New Study Documents Economic Impact of Md.'s High-Tech Incubators
- State Awards \$2.05M Toward Technology Business Incubation in Md.

Howard County Economic Development Authority's NeoTech Incubator Columbia, MD

www.hceda.org/incubator

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New and Noteworthy

NeoTech welcomes tenant companies' new employees, six interns and its tenth tenant, as well as its first graduate, Epitech, as a new neighbor.

- Five companies in NeoTech have doubled or tripled their number of employees since entering the incubator. These companies are **Syntonics Corp., a2z Inc., Dot 21 Real Time Systems, Scientific Data Systems and Netta Systems.**
- Thanks to a partnership arrangement with the local school system, six interns work daily with NeoTech incubator companies. These interns are high school seniors and are enrolled in a program offered by the Howard County Public School System to give them exposure to the business community.
- NeoTech's first graduate, **EpiTech**, an innovative, woman-owned and operated technology firm offering turn-key multimedia solutions for web-based training, relocated into its new quarters at the MedStar Building in downtown Columbia.

New Tenants at Neotech

- **Recovered Stuff**, a sales and reporting web-based service for business clients who salvage, confiscate, surplus, repossess or otherwise recover \$7B to \$10B of property annually, is the 10th company to reside in the incubator since the doors opened in May 2000.

Maryland Technology Development Center (MTDC) Rockville, MD

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New and Noteworthy

MTDC graduated Imperium in September, and with three new tenants in the last two months, MTDC is now home to eight IT and 16 biotech companies.

- **Imperium** graduated from MTDC in September 2001. Imperium has developed and commercialized the first low-cost, high-resolution ultrasonic camera, called Acoustocam. It is meant for real time, subsurface imaging for nondestructive testing and medical applications. Acoustocam's images are much better than today's ultrasonic imaging and at a fraction of the cost. The company has moved to Silver Spring.

New Tenants at MTDC

- **Quanta Biosciences** – R.K. Mason, President
Quanta Biosciences is a biotechnology company that develops and manufactures quantitative tools and technologies for the genomics/functional, microarray and proteomics markets. The initial focus will be development of innovative products and technologies for quantitative analysis of gene expression, SNPs, and microarray-based methodologies. The company moved into MTDC in September.
- **OrthoSpot** – Bill Schafer, CEO
OrthoSpot provides comprehensive e-commerce technology solutions designed exclusively for orthopedic surgeons in privately held business enterprises, laboratories and surgical center facilities. The company delivers purchasing power, improves office efficiencies, and significantly boosts physicians' revenues by aggregating orthopedic manufacturers into a simple portal. OrthoSpot moved into MTDC in September.
- **Infiniti Pharmaceuticals** – Roxanne Duan, President
Infinity is a functional genomics company that will apply proteomic technologies in drug target validation and drug discovery. It will progress in two phases: (1) Discovering and validating drug targets using cutting-edge proteomics technology, as well as high throughput and secondary assays; and (2) Developing new protein and antibody drug candidates in the areas of cancer, cardiovascular diseases, obesity and diabetes. Infiniti Pharmaceuticals moved into MTDC in October.

UMBC Technology Center
University of Maryland, Baltimore County

www.umbc.edu/Business/Research

Contact: Paul Levin, email: plevin@umbc.edu

New and Noteworthy

UMBC welcomes three new tenants, ranging from fluid dynamics to respiratory aids to hi-tech customer service.

New Tenants at UMBC

- **LeaTech, LLC** – Marvine Hamner, President
LeaTech was developed from collaborative research with the assistance of Lisa Kelly, a member of UMBC's chemistry faculty. LeaTech specializes in fluid dynamics and polymer chemistry. Clients include: Air Force Office of Scientific Research, NASA, Federal Aviation Administration and Boeing Company. LeaTech is also collaborating with Dr. Peter Kofinas, University of Maryland, College Park.
- **Next Breath, LLC**
Next Breath (NB) is a contract pharmaceutical research and development organization dedicated to pre-clinical identification and evaluation of commercially viable respiratory and nasal drug delivery platforms. NB's business discovers and explores optimal drug and delivery device combinations that increase the partners' probability of success when their products advance into human clinical trials and the marketplace. NB seeks to meet the pharmaceutical industry's outsourcing needs and to provide intellectual expertise to biotechnology companies that are developing inhalation products.
- **Xybersapien, Inc.**
Xybersapien is a high-tech incubator company that provides products and services that enhance the customer interaction experience. Xybersapien gives its clients the ability to direct and deliver superior customer service via any telephone, Internet or wireless device. This is accomplished by integrating Internet telephony, Customer Relationship Management and wireless/location technologies into a unified service platform. Xybersapien offers managed access to this platform on a flat-rate "rent-to-buy" basis, benefiting clients with reduced capital cost, risk and disruption to obtain their next generation platform for emotive customer interaction.

Maryland Technology Development Corporation (TEDCO)

www.marylandtedco.org

New Study Documents Economic Impact of Maryland's High-Tech Incubators

TEDCO, RESI & MBIA release groundbreaking study, brief General Assembly committee

The Maryland Technology Development Corp. (TEDCO) (www.marylandtedco.org), RESI, and the Maryland Business Incubation Association (MBIA) announced the results of a first-of-its-kind study measuring the economic impact of Maryland's six public- and university-related high-tech business incubators on the state's economy.

The "*Maryland Incubator Impact Study*," which used three distinct and independent methodologies, with conservative assumptions, showed Maryland's incubators are a significant economic boon to the state of Maryland, estimating that incubator tenants and graduates generate between \$184 and \$530 million in gross state product and between \$31 and \$96 million in taxes annually.

The findings of the study -- conducted by RESI, a regional economic studies institute at Towson University -- were presented today at the NeoTech Incubator in Howard County to Delegate Kumar Barve, chair, and Delegate Shane Pendergrass, vice chair, of the Science & Technology Subcommittee of the House Economic Matters Committee. The study revealed:

- Using three different estimation procedures, RESI calculated the annual employment impact of business incubator tenants and graduates between 2,210 and 6,852 jobs.
- The same estimation procedures, RESI calculated the gross state, product, personal income and fiscal return generated by these firms. Total personal income generated ranged from \$88 million to \$274 million.
- Deriving three independent methodologies to estimate the value of the services provided by the incubators, RESI applied these methodologies to the calculations of gross state product, personal income and fiscal return, creating a value-added measure of business incubation. For example, in one scenario calculation, the value of gross state product generated ranged from \$7.4 million to \$24.9 million annually.

A copy of the 40-page study is available on TEDCO's website at www.marylandtedco.org

State Awards \$2.05 Million toward Technology Business Incubation in Md.

Lt. Gov. Announces Capital Development and Feasibility Study Awards

Lt. Governor Kathleen Kennedy Townsend announced the award of \$2 million in capital funds for small business incubator projects and \$50,000 for two incubator feasibility studies in an effort to bolster the state's system of technology-oriented business incubation. The Lt. Governor announced the awards at the **Maryland Technology Development Corp. (TEDCO)** (www.marylandtedco.org) Board of Directors meeting.

As part of the \$5 million Maryland Incubator Development Fund, designed to develop technology-oriented

business incubators throughout Maryland, TEDCO awarded funding to two incubators for capital development projects. The **Emerging Technology Center @ Hopkins Eastern**, sponsored by the Baltimore Development Corp. (BDC), raised more than \$5 million in matching funds and was awarded \$1 million from TEDCO. The **Silver Spring Innovation Center (SSIC)**, which obtained more than \$1.8 million in matching monies toward the campaign and is sponsored by the Montgomery County Department of Economic Development, was awarded \$500,000 by TEDCO.

Additionally, the Maryland Department of Business and Economic Development has approved a \$500,000 grant to the BDC to assist with funding for the Emerging Technology Center @ Hopkins Eastern.

TEDCO also made incubator feasibility award presentations to the **Chesapeake Bay Region Technical Center of Excellence** in Easton, Md., and the **Town of Sykesville** in Carroll County, Md. Each received \$25,000 in matching grants. TEDCO is providing assistance and funding to government- and university-related organizations to assist in the process of creating new incubators by determining the availability of resources, access to management, methods of governance and other factors that will impact the success of a new incubator.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corp. (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

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