



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA*

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Technology Assistance Center (TAC) Incubator Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New and Noteworthy:

- **Integrated Communications Technology, Inc.**, (ITC) a TAC incubator company, received recognition in NASA's newsletter, "Opportunity Quarterly," for automating the software construction process for the Hubble Telescope Ground Station. NASA credits ICT Inc. with recommending a process that is expected to achieve "substantial productivity gains."

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

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New Tenant:

- **Business Devices, Inc.** - Hussein Sallam, CEO

Business Devices Inc. develops software that makes Internet connection between enterprise applications and devices easy, reusable and repeatable. The software enables a company to streamline business processes, deliver enhanced services and provide proactive customer service without major investments towards proprietary device integration.

New and Noteworthy:

- NeoTech's "Bites & Bits" presentations kicked off its funding series with "Intro to Business Funding," featuring Topper Webb of Miles & Stockbridge. Other topics in this series include: "Are You Bankable?" presented by Brian

Israel of The Columbia Bank; “Think Like an Investor” presented by Paul Brioni of The Mercury Partners; and “Show Me the Money” presented by Todd Hostetler of Evergreen Capital.

- Howard County Executive Jim Robey kicked off his 10th annual Business Appreciation Week by meeting with 11 incubator companies at NeoTech. Mr. Robey visits approximately 100 companies in the county during the week.

Maryland Technology Development Center (MTDC)

Rockville, MD

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy:

- **Systems Integration & Development (SID)**, graduating from the MTDC in May, recently signed a lease for a larger space in a nearby office building. SID designs, develops and integrates proprietary solutions for information collection and disseminates to government agencies and large corporations. The technologies utilized include computer telephony, database management, client server architecture, and the Internet. SID entered MTDC in 1999.
- **BioMat Sciences** received conditional approval from two local angel clubs, Maryland Angels Council (MAC) and the Chesapeake Emerging Opportunities (CEO) Club. Both clubs have separately voted in favor of providing funding to BioMat, conditional on a due diligence study. BioMat has developed innovative biomaterial filler for the dental industry that would serve as a replacement for both mercury and composite fillings.
- **MTDC Workshop:** The law firm of Mintz and Levin presented “Do’s and Don’ts in Raising Early Stage Capital.” Steve Dubin, manager of the CEO investment Club, Mark Wishner and Scott Meza, attorneys at Mintz and Levin, shared practical advice with 18 technology companies in attendance.

Technology Advancement Program (TAP)

University of Maryland, College Park

www.tap.umd.edu

Contact: Irene Barbe email: ih2@umail.umd.edu

Graduate News

- **Digene Corporation**, a graduate of TAP, and Boston-area Cytoc Corporation have jointly announced that they have signed a definitive agreement whereby Cytoc Corp. will pay \$553.7 million in cash and stock for the Gaithersburg-based company. Digene’s lead product is the only FDA approved test for human papilloma virus, or HPV, which is the cause of more than 99 percent of cervical cancer cases. Cytoc Corp. makes test kits of cervical cancer.

New and Noteworthy:

- **AnthroTronix**, a start-up company in TAP, won \$15,000 in the small business category during the University of Maryland College Park’s Second Annual Business Plan Competition. AnthroTronix has developed an integrated wireless robot and Internet-based subscription service offering interactive, gesture therapy for children and adults with motor and development disabilities. The competition, managed by the Hinman CEOs Program, presented awards in Concept Stage, Emerging Company and Small Business categories.
- **Celadon Laboratories**, a TAP incubator company that developed the product ProbelTy – a software platform that designs DNA assays for genomic analysis, recently announced a contract to continue with Phase Two of a project with publicly-held Epoch Biosciences, a Seattle-area company that developed a novel DNA analytic method. Celadon was contracted to complete Phase One to license and modify its software in order to provide a web-based assay design and ordering system for its customers. The Phase Two stage of this project is estimated at three times the initial cost of the project.
- **Protein One**, a new start-up company to TAP and formerly known as ProGen, is working to deliver purified, biological active proteins via a Universal Protein Array, or UPA. Protein One is filling a need for the lack of available proteins for scientific use by research labs, medical institutions and pharmaceutical companies. Hui Ge, who developed the UPA technique, is vice president and chief science officer for ProteinOne. He has more than 20 years experience as a molecular biologist and protein biochemist, including significant work in human protein research at the National Institutes of Health.

- **HallCloset Communications**, a TAP incubator company, has been acquired by Enabling Business Technologies (EBTech). HallCloset will remain in the incubator to continue to develop technologies that breakdown the barrier preventing suppliers and buyers from conducting electronic commerce.

UMBC Technology Center University of Maryland, Baltimore County

www.umbc.edu/Business/Research

Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- **The Entrepreneur Speaker Series** at UMBC will feature Sheila Heinze, founder and CEO of SM Consulting on April 1, presenting the challenges faced by technology entrepreneurs. The Speakers Series provides a monthly platform for successful technology entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, alumni and the Baltimore business community. For more information go to www.umbc.edu/entrepreneurship/events.html.
- **techcenter@UMBC** will soon have a new logo and name in an effort to be consistent between the technology center and the research park. For more information, go to www.umbc.edu/techcenter.
- **Accelics, Inc.**, a UMBC incubator company, is the first major corporate sponsor for the 2002 National Grand Prix auto race to be held in Washington in July. The Baltimore-based informatics software company is the inventor of the knowledge creation and management solutions – REM™ System that enables R&D organizations to Accelerate Innovation (sm).

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- In March, TEDCO representatives presented an overview of the Maryland Technology Transfer Fund (MTTF), the University Technology Development Fund (UTDF) and the Federal Lab Partnership Program (FLPP) with representatives from ten TIC incubator companies in attendance. The various programs presented help incubator companies grow through the various funding opportunities available.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, e-mail: annlansinger@etcbaltimore.com

New and Noteworthy:

- **Wickford Technologies, Inc.** was the first recipient to receive funding from the Maryland Technology Transfer Fund. Please refer to TEDCO news for more information.

Maryland Technology Development Corporation (TEDCO)

www.MarylandTEDCO.org

Lt. Governor Announces First Recipient of Maryland Technology Transfer Fund

Wickford Technologies Inc. Receives \$50,000 from the Maryland Technology Development Corporation

Annapolis, Md. (March 14, 2002) — Lieutenant Governor Kathleen Kennedy Townsend announced the first recipient of an award from the Maryland Technology Transfer Fund (MTTF) to Wickford Technologies Inc. Wickford, a Baltimore-based emerging technology company, received a non-equity investment of \$50,000 from the fund to develop the differential pressure flow sensor technology it has licensed from the U.S. Navy, Naval Sea Systems Command – Indian Head Division (NAVSEA-IHD).

The MTTF program, created by the Maryland Technology Development Corporation (TEDCO), was established to support Maryland companies wishing to develop technology-based products and/or services in collaboration with Johns Hopkins University (JHU), Morgan State University (MSU) or federal laboratories in Maryland. The fund was made possible by a grant from the Maryland Department of Business and Economic Development (DBED).

Applications for the fund are accepted continually and reviewed monthly by representatives from TEDCO and DBED. Applicants must submit a proposal, a commercialization plan for the technology to be developed, and a scope of work and budget. Businesses can obtain more information on applying for TEDCO's Maryland Technology Transfer Fund at www.MarylandTEDCO.org or by contacting Steve Fritz at 410-715-4166.

Maryland Business Incubator Association (MBIA)

MBIA Announces the Appointment of Ann Lansinger as President

BALTIMORE, MD (March 18, 2002) — **Maryland Business Incubation Association (MBIA)**, an organization formed to provide a united voice for the advancement of business incubation in Maryland, announced the election of Ann Lansinger as president of the association. Lansinger, manager of the Emerging Technology Center in Baltimore, resumes another one-year term.

Other officers were also chosen at the MBIA's quarterly meeting. These positions will be carried out for a one-year term beginning March 2002:

- Vice President - Edward Sybert, manager of the Technology Advancement Program in College Park
- Treasurer - Chris Marschner, manager of the Technical Innovation Center in Hagerstown
- Secretary - Carol Morrison, manager of the NeoTech Incubator in Howard County

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.

MBIA, a private, unincorporated professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

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