



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.mdbusinessincubation.org](http://www.mdbusinessincubation.org))*

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## **Maryland Technology Development Center (MTDC)**

### **Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

#### *New Tenants:*

- **Procell Corporation** – Yvonne Rosenberg, founder  
**Procell** was founded in 2000 to develop and commercialize discoveries made for the pre- and post-exposure treatments for nerve agent exposure and the treatment, diagnosis and control of global infectious diseases of which HIV is the initial target.
- **TransMedix Corporation** – Steve Huang, president  
**TransMedix** procures homogeneous mRNA and protein expression profiles for cells of particular disease to research, diagnostic and pharmaceutical communities worldwide.

#### *Tenant News:*

- **Rexahn**, a bio-pharmaceutical company developing an anti-cancer drug, recently signed a technology licensing agreement with Rexgene Biotech in Korea, providing Rexahn with an infusion of \$1.5 million. Rexahn, a tenant of MTDC since July 2001 has four drug candidates and plans to start clinical trial later this year on one of the candidates. Its founder, Dr. Change Ang, is also working on other promising licensing agreements that have the potential of generating more than \$15 million.

#### *Graduate News:*

- **InteliTrac**, an innovative data management product company, graduated from the incubator into an 8,000 square foot office space in Rockville, Md. Since moving into the incubator in April 2002 with two employees, the company has developed an integrated software and hardware project that provides high-speed data query and high-speed computing across multiple platforms. The product has applications in homeland security, disaster recovery and data management markets. Founded by Jonathan Vu, his company graduates with 22 employees.

- **GeneDX**'s founders, Sherri Bale and John Compton were named "Entrepreneur of the Year" from the Technology Council of Maryland. GeneDX is a full service genetic testing and diagnosis company in Gaithersburg and graduated from MTDC in 2002.

## **Technology Advancement Program (TAP)** **University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@umail.umd.edu](mailto:ih2@umail.umd.edu)

### *New and Noteworthy:*

- **The Hinman Campus Entrepreneurship Opportunities Program**, the living-learning undergraduate entrepreneurship program at the University of Maryland, is starting a new initiative program providing internship opportunities for students to work in start-up environments. TAP companies are the first targets for placement of the students.

## **Emerging Technology Center** **Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

### *New and Noteworthy:*

- **Sensics**, which develops virtual reality headsets and is a spinout of Sensics from the Johns Hopkins Wilmer Eye Institute, will be demonstrating a prototype of its system during the Society for Information Display conference to be held in Baltimore next month. In addition, Sensics will set up a prototype of its system in the JHU Sensory Engineering Laboratory during the week of May 19 to coincide with the conference. Sensics recently received a patent for its product.
- **Glow in the Dark**, which provides interactive design, content and data management solutions, has been chosen by the National Chicken Council and the U.S. Poultry and Egg Association to produce a Flash project promoting the 45<sup>th</sup> National Chicken Cooking Contest to be held May 30 at the Baltimore Convention Center.

## **techcenter@UMBC**

### **University of Maryland, Baltimore County**

<http://www.umbc.edu/techcenter>.

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

### *New Tenants:*

- **Agnik LLC** – Hillol Kargupta, founder  
**Agnik**'s mission is to develop and market a series of innovative data mining-based products. The products will be designed for mobile and distributed environments involving handheld PDAs, cell phones, wearable computers, laptops and desktop machines running over wireless and wired networks.

### *New and Noteworthy:*

- **Columbia Technologies**, which develops and deploys direct sensing tools for the real time mapping of subsurface contamination, has been named a finalist for an Environmental Protection Agency Phase I Small Business Innovation Research grant for an explosives profiling system. The company also received a Maryland Industrial Partnerships grant for research on energetic compounds and detailed ground water profiling.
- **OPTYXX**, an affiliate company that enables process industries to optimize their costs and improve their ability to innovate new products, has been nominated to present at Capital Connection 2003. Presented by the Mid-Atlantic Venture Association and Grant Thornton, Capital Connection is one of the nation's most influential venture events. OPTYXX is one of only 50 companies being showcased at the event to be held on May 27 and 28.
- The **techcenter@UMBC** will be holding the "Successful Grant Writing as a Source of Corporate Funding" event from 9 a.m. until 11 a.m. on Thursday, May 1, 2003. Entrepreneurs can find out the value of non-equity funding, learn about the reviewer audience and learn how to write a successful application or proposal. The event will be presented

by Steve Gordon, vice president of strategic planning at Cognate Therapeutics. For more information, contact 410-455-5900 or Stacy Cotter at [scotter@umbc.edu](mailto:scotter@umbc.edu).

**Graduate News:**

- **Cybergroup Inc.**, which provides incuTrack, a comprehensive and feature-rich tracking and reporting system for business incubators and university research parks, has added several new clients to its list. They include: the Howard County Economic Development Corporation's NeoTech Incubator, the Northeast Indiana Innovation Center in Fort Wayne, the Long Island High Tech Incubator in New York, and the Sid Martin Biotechnology Development Institute in Florida. Cybergroup also will be demonstrating its technology at the National Business Incubation Association's International Conference in Richmond this May.

## **College of Southern Maryland's Entrepreneur and Leadership Center Charles County Business Incubator/Calvert County Business Incubator**

[www.csm.cc.md.us/business/ecdi/incubate/index.htm](http://www.csm.cc.md.us/business/ecdi/incubate/index.htm)

Contact: Danita Boonchaisri, email: [danitab@csm.cc.md.us](mailto:danitab@csm.cc.md.us)

**New and Noteworthy:**

- **Infotek International**, which helps clients accelerate business growth through innovation and the application of technology, received a cash infusion of \$75,000 for operations from the Charles County Economic Development Commission.
- The expanded **Calvert County Business Incubator** was officially re-opened on April 15 in Prince Frederick. The strong partnership between the College of Southern Maryland and the Calvert County government provides a number of support services and resources to the local small business community.

## **Maryland Business Incubation Association (MBIA)**

### **Angels and Eggs Kicks Off Its Second Year**

This month, the Angels and Eggs Organizing Committee officially kicked-off its 2003 program, which is scheduled to be held on October 23, 2003 at the Johns Hopkins University, Applied Physics Laboratory (JHU/APL) Kossiakov Center. The program, which is held by the Howard County Economic Development Authority, brings together the best Maryland incubator companies and the most influential Angel and early-stage investors. It also provides incubator companies with investor education, presentation readiness training, coaching, networking and access to the top, regional investors.

Thirty-two Incubator companies applied and 16 finalists were selected for the initial program, held last year. The companies presented to more than 100 attendees from the investment and business community. A major change to this year's program provides a direct link with the Maryland Incubator Companies of the Year Awards program in that all winners will automatically be Angels and Eggs finalists.

Applications will be accepted on-line starting June 1, 2003 with a deadline of August 15, 2003. For additional information, visit [www.angelsandeggs.com](http://www.angelsandeggs.com) or call Charina Chatman at 410-313-6550. Angels and Eggs is sponsored by American Express Tax & Business Services, the Maryland Technology Development Corporation (TEDCO), Saul Ewing and Results-Count. Partners of the event are the MBIA, JHU/APL and Simplicity Networks.

### **2003 Incubator Companies of the Year Finalists Announced**

MBIA is pleased to announce the following 18 incubator companies have been chosen as finalists in six categories for the 2003 Maryland Incubator Companies of the Year Awards:

- **Biotech/Life Science:** Biosurface Engineering Technologies, Inc. (TAP); Intronn, Inc. (MTDC); Next Breath, LLC (UMBC)
- **Graduates:** A & G Pharmaceuticals, Inc. (ETC); Avalon Pharmaceuticals (MTDC); Integrated Technology Solutions, Inc. (UMBC)
- **Most Promising Tech Transfer:** Scientific Products & Systems, Inc. (UMBC); Sensics, Inc. (ETC); Stelsys, LLC (UMBC)
- **Information Technology:** Artifact Software, Inc. (ETC); Salar, Inc (ETC); VOTARA Corp. (NeoTech)
- **Technology Service:** Cognate Therapeutics, Inc. (UMBC); Datastream Conversion Services, LLC (TAP); Soft-Con Enterprises, Inc. (TAC)
- **Best New Incubator Company:** AXonX. LLC (ETC); Business Devices, Inc. (NeoTech); Endogeny Bio Corporation (MTDC)

The third annual Maryland Incubator Companies of the Year Awards is sponsored by the Maryland Technology Development Corporation (TEDCO), Saul Ewing LLP and American Express Tax and Business Services with support from the MBIA. The awards recognize the achievements of current and graduate companies within Maryland's incubators. Winners from each category will be announced at a reception Wednesday, June 11, 2003 at the Museum of Industry in Baltimore.

## **MBIA Incubator Recognizes and Assists Student Entrepreneurs at Glenelg Country School**

The MBIA announced that a group of student entrepreneurs from the Glenelg County School completed a two-year program and received a grant through the Howard County Economic Development Authority's NeoTech Incubator. NeoTech assisted the 10 high school students as part of its TechEntré program, which was created to encourage technology entrepreneurship at the high school level. Additionally through the program, the students succeeded in securing a \$3,000 investment that will be used to market their product and apply for patent protection.

The students have developed a prototype of the Lecture Library system, which allows every note written in class by a teacher to be saved and accessed by students on the Internet. Instead of writing on a chalkboard, the teachers write on a small digital tablet, which is projected onto the chalkboard or wall. The notes, exactly as written, are then catalogued, allowing students to focus on class discussions instead of scrambling to take notes. The students began developing the system more than one year ago and it currently is being used in five classes at Glenelg. According to the school, teachers who are using the product have seen a 10 point rise in the grades of students who have attention deficit problems.

## **Maryland Technology Development Corp. (TEDCO)**

### **TEDCO Events: TEDCO to Present Details of Maryland Technology Transfer Fund Program**

The Maryland Technology Development Corporation (TEDCO) ([www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)) will hold an informational briefing at its Columbia headquarters to present details of the Maryland Technology Transfer Fund (MTTF) program. This briefing will teach companies how to use TEDCO's capital programs to help transfer technology from Maryland universities and federal laboratories to the Maryland marketplace. It will take place on **Fri., May 9, 2003 from 2 p.m. to 3:30 p.m.**

Attendees MUST register. For more information or to RSVP, call Linda Saffer at 410-715-4175 or [info@marylandtedco.org](mailto:info@marylandtedco.org).

### **TEDCO Events: TEDCO and Naval Surface Warfare Center, Indian Head Division to Host Technology Showcase**

The Maryland Technology Development Corp. (TEDCO) and the Indian Head Division, Naval Surface Warfare Center (IHDIV, NSWC) will host "Expand Your Horizons: Commercial Success with Department of Defense Technologies," a technology showcase that will present cutting edge technologies ready for businesses and entrepreneurs to commercialize.

The showcase will be held on Thursday, May 22, 2003 at the Indian Head Division, Naval Surface Warfare Center in the Village Green Pavilion in Indian Head, Maryland from 8:30 a.m. to 2 p.m. It will feature presentations from IHDIV, NSWC researchers who will highlight their inventions for commercial applications and from tech transfer officials present state and federal funding support for tech transfer projects and how to partner with world-renowned federal laboratory research centers.

Visit [www.mdhitech.org](http://www.mdhitech.org) or contact Angie Bergeron at 240-453-6267 or [abergeron@mdhitech.org](mailto:abergeron@mdhitech.org) by Thursday, May 15, 2003. For businesses wanting more information on the showcase, contact Ron Kaese at 410-715-4170 or [rkaese@marylandtedco.org](mailto:rkaese@marylandtedco.org) or [www.marylandtedco.org/news/calendar.html](http://www.marylandtedco.org/news/calendar.html).

*The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and 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, 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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