



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.MDBusinessIncubation.org)

Vol. 45 March 2005

In this Issue:

I. National Business Incubation Association 2005 International Conference to be held in May

II. Incubator News

- Maryland Technology Development Center (MTDC)
- Silver Spring Innovation Center (SSIC)
- Howard County Economic Development Authority's NeoTech Incubator
- techcenter@UMBC
- Chesapeake Innovation Center (CIC)
- Emerging Technology Center
- Technical Innovation Center

III. Upcoming Events

- March 2 and 3, 2005 – Chesapeake Innovation Center – The Private Sector's Role in Building the Intelligence Community of the 21st Century
- March 8, 2005 – TEDCO – Aberdeen Proving Ground Technology Partnering Showcase
- March 14, 2004 – techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series
- March 17, 2005 – NeoTech Incubator – Savage Captains
- March 11, 2005; March 16, 2005; and March 18, 2005 – TEDCO – Funding Briefings

IV. TEDCO News

- MD University Business Schools Provide 10 Tech Cos. with Entrepreneurial Business Assistance and Mentoring
- TEDCO Announces Expansion of Online Database of State Funding Recipients

International Incubation Conference to be Held in Baltimore

*MBIA snags National Business Incubation Association 2005 International Conference,
to be held May 14 to May 17*

The **Maryland Business Incubation Association (MBIA)** will host the National Business Incubation Association's (NBIA) 2005 International Conference. The event will take place in Baltimore from May 14, 2005 to May 17, 2005, and is set to attract more than 600 visitors from as many as 45 countries. The event, which will take place at the Renaissance Harborplace Hotel, also will include two days of pre-conference activities.

NBIA's International Conference on Business Incubation is the world's largest gathering of business incubation professionals, featuring more than 60 lectures and roundtable sessions, several keynote speakers and the opportunity for attendees to network with presenters and other participants. The NBIA, founded in 1985, is the world's leading organization devoted to advancing business incubation and entrepreneurship.

For more information, visit http://www.nbia.org/nbia_events/conf2005/index.php. To discuss sponsorship opportunities, contact Ann Lansinger at 410-327-9150 or Carol Morrison at 410-313-6175.

INCUBATOR NEWS

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

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

New Tenants:

- **Cellex** – Dr. X. James Li, founder and Chief Scientific Officer
Cellex is a medical device company that uses its platform technology to develop a new generation of medical tests. This technology eliminates two of the cumbersome and labor-intensive detection steps currently used with other technologies, thereby creating medical tests that are rapid, accurate, easy to use and less expensive to operate.

New and Noteworthy:

- The **recently completed semi-annual survey** of tenant companies in the Maryland Technology Development Center (MTDC) and Silver Spring Innovation Center (SSIC) show the significant economic impact of the Montgomery County incubator program. The two incubators are home to 54 promising technology companies with a combined workforce of 251 full time and 75 part-time employees. Their combined funding and revenue during the last six months of 2004 totaled more than \$130 million.

Silver Spring Innovation Center (SSIC) Silver Spring, MD

www.mdhitech.org/entrepreneur

Contact: Ruth Semple, email: ruth.semple@montgomerycountymd.gov

New and Noteworthy:

- **Translate TV** and **SETECS** presented their business plans to investors at the 6th Annual Early Stage Capital Forum hosted by the D.C. Technology Council last month. Both companies were chosen as promising technology companies by a selection committee of business entrepreneurs and investors. Translate TV is a real time automated language translation application used by broadcast media. SETECS is an information security company developing and marketing software for secure enterprise group applications.

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

www.hceda.org/thecenter/neotech.html

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

New and Noteworthy:

- The **NeoTech Incubator** celebrates its fifth anniversary this year. The NeoTech Incubator was created to assist start-up firms in the areas of computer hardware, software development, telecommunications, the Internet and Web development. The incubator now has 13 companies in residence and four graduates.

techcenter@UMBC University of Maryland Baltimore County

www.umbc.edu/techcenter

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

New Tenant:

- **Profectus BioSciences, Inc.** – Jeffrey Meshulam, vice president
Profectus BioSciences develops and commercializes technologies to reduce the morbidity and mortality rate caused by cancers and human viral diseases, including the HIV virus. Profectus has exclusively licensed from UMBC certain intellectual property for HIV vaccines and therapeutics developed by scientists at the Institute of Human Virology.

- **AVIcode, Inc.** – Mike Curreri, CEO and president
AVIcode develops enterprise application performance and fault management software. Its products protect software investments by simplifying application maintenance and troubleshooting, thereby dramatically reducing resolution time for software failures and performance bottlenecks. AVIcode's flagship product, Intercept Studio, is recommended by Microsoft and Gartner and used by Microsoft in its own production environment.

New and Noteworthy:

- **COLUMBIA Technologies** received an IT Merit Award from the *Environmental Business Journal* for advancing the use of their SmartDataSolutions (SDS) site characterization software. SDS is helping clients implement the U.S. Environmental Protection Agency's (EPA) TRIAD approach to site characterization and assessment at several sites. SDS captures thousands of sample points in a matter of days, converts them into 3-D images and allows collaborative online review by project participants regardless of location. Recent R&D investments have expanded the range of contaminants, including explosives, that SDS can address and have improved turn-around time for 3-D visualization and online delivery.

Chesapeake Innovation Center (CIC)

Annapolis, MD

www.cic-tech.org

Contact: John Elstner, email: jelstner@cic-tech.org

New Tenants:

- **BeCrypt USA** – Peter Jaco, CEO
BeCrypt USA is a security software company that was formed to meet the growing demand for high-level encryption products for personal computers and PDAs from the international government and corporate marketplace.
- **Harbinger Technologies Group, Inc.** – Jeff Chapman, CEO
Harbinger Technologies Group, Inc., has developed a sophisticated software solution to remedy widespread transliteration problems plaguing intelligence and law enforcement counterterrorism efforts involving Arabic and other foreign languages.
- **ORBID** – Michael J. Simmons, CEO
ORBID has developed technologies that secure, identify and authenticate products and assets.
- **Secure Cognition** – Bharat Dave, CEO
Secure Cognition's software allows users to see, understand and react to hugely complex, real-time activities, such as the movement of massive traffic through computer networks.

Emerging Technology Center (ETC)

Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- The ETC announces two graduates:
 - **Salar, Inc.**, which makes software to automate physicians' business processes, has moved to new offices in Fells Point.
 - **Visicu, Inc.**, which provides hospitals with remotely monitored, round-the-clock over-sight of critical care patients, will move to space in downtown Baltimore.

Technical Innovation Center (TIC)

Hagerstown Community College

www.technicalinnovationcenter.com

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

New and Noteworthy:

- **Biolinx, LLC** has been awarded a two year grant of \$312,500 to develop crosslinking stabilization of integrase-DNA complexes. Biolinx specializes in research and development of unique photoactive reagents for the method of

photoaffinity cross-linking. The method is used in biological sciences and biotechnology as a research tool as well as a technique for manufacturing of some biotech-related products.

- The TIC opened a one-stop business development center for all county entrepreneurs. The center allows members of the community, who may not be otherwise eligible for residency, to have access to the incubator's resources.

UPCOMING EVENTS

Chesapeake Innovation Center – The Private Sector’s Role in Building the Intelligence Community of the 21st Century

On **March 2 and 3, 2005** at the Washington Convention Center, get a unique and valuable glimpse inside one of the fastest growing, most important and least understood federal markets – the U.S. intelligence community (IC). With an annual budget estimated at \$40 billion, and undergoing major transformation in response to the war on terror and intelligence reform, the nation's 15 major intelligence agencies are dramatically increasing their technological assets and staffs. Attendees will hear from the government officials, prime contractors, technologists, venture capitalists, investment bankers and entrepreneurs who are charting the future of this critical sector. They will also see how dual-benefit technologies being developed for national security missions today – such as Security Informatics software and information assurance technology – will impact the broader business world tomorrow.

The session is presented by Equity International in association with the Chesapeake Innovation Center as part of the 2005 Homeland and Global Security Summit. For more information, please visit http://www.globalsecurity.bz/conferences/current_conferences/hgss/2005/index.asp

TEDCO and Aberdeen Proving Ground to Hold Technology Partnering Showcase on March 8

TEDCO and the U.S. Army Aberdeen Proving Ground (APG) will host “Personal Protective Technologies,” a technology partnering showcase geared toward entrepreneurs and researchers, as well as larger companies and academia, on Tuesday, March 8 from 8 a.m. to 2:30 p.m.

The showcase, to be held at the Conference Center Edgewood Area at APG, will feature presentations, displays and demonstrations of personal protective technologies available for commercial application. Attendees will have the opportunity to explore these technologies and learn how they can use state and APG resources and expertise to bring products and services to the market that meet the Army’s needs. Some of the technologies and resources available include: vector borne disease detection, training for medical emergencies, fragment testing of protective equipment and research facilities for human performance, protection and new equipment.

To register, view program information, get directions, and more, visit www.gbtechcouncil.org/events/tedco.asp. Register by Thursday, March 3, 2005. For questions about registration call 410-327-9148, ext. 4. Questions about the program and technologies can be directed to Ron Kaese at 410-715-4170 or rkaese@marylandtedco.org.

techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series

UMBC’s Alex. Brown Center for Entrepreneurship will host UMBC Alum Duff Goldman, baker and owner of Charm City Cakes, on **Monday, March 14, 2005** from 1 p.m. to 2 p.m. in the University Center, Room 312. He will speak about how “You Can Have Your Cake and Eat It Too!!” He will talk about his journey from UMBC to becoming owner of Baltimore’s Charm City Cakes. Although just a young company, Charm City Cakes was selected to make one of the cakes for President George W. Bush’s inauguration.

The Entrepreneurship Speaker Series provides a platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, alumni and the Baltimore business community. Whiteford, Taylor & Preston sponsors the events. Admission is free. For more information, contact Vivian Armor at armor@umbc.edu.

NeoTech Incubator – Savage Captains

The third session of Savage Captains will be meeting at the NeoTech Incubator on **Thursday, March 17, 2005** from 5 p.m. to 8 p.m. The topic of discussion will be “Sales and Business Development in the Federal Sector.” Called the “Savage Captains at the Mill,” the club has been formed in response to many requests from executives who need a forum for meeting, networking and exchanging ideas with other high-tech executives. This is an exclusive club, with attendance open only to decision-making executives of high-tech companies in Howard County.

TEDCO – Funding Briefings

TEDCO will hold informational briefings to present details of its capital funding programs on: **Friday, March 11, 2005** from 2 p.m. to 3:30 p.m. at both TEDCO’s Columbia offices and the MTDC in Rockville; **Wednesday, March 16, 2005** from 9 a.m. to 10:30 a.m. at the Garrett Information Enterprise Center at Garrett College; and **Friday, March 18, 2005** from 2 p.m. to 3:30 p.m. at the HEAT Center in Aberdeen. The briefings will teach companies how to use TEDCO’s capital programs to help develop and transfer technology from Maryland universities and federal laboratories to the marketplace. Companies will learn details of the various programs, eligibility requirements, and guidelines for effective proposals, proposal submission and the review process, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Henry Ahn at 410-715-4165 or info@MarylandTEDCO.org.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

www.MarylandTEDCO.org

Maryland University Business Schools Provide Ten Technology Companies with Entrepreneurial Business Assistance and Mentoring

Morgan State University announced that the Maryland Technology Partnership for Innovation (MTPI) has provided 10 Maryland companies with intensive business support. MTPI, a consortium of organizations led by Morgan State University and TEDCO, provides Maryland companies with intensive entrepreneurial business assistance that will help them to further develop their companies and technologies. The ten companies are: ACG, Bartron Medical Systems, LLC, Genesis Engineering Solutions, Inc., IntelliTech Solutions, JUXTOPIA, LLC, LNK Corporation, Mentor Technologies, Inc., NORTH STAR, Systems Planning and Analysis and Systems, Maintenance and Technology.

The 10 chosen companies received a venture capital panel evaluation of their commercial potential and have been referred to one of four state business schools for assessment and mentoring in developing marketing strategies, strategic priorities and identifying target markets. The participating business schools are: The University of Baltimore’s Merrick School of Business, The University of Maryland College Park’s Robert H. Smith School of Business, The Business Economic and Community Outreach Network (BEACON), a unit of the Franklin P. Perdue School of Business at Salisbury University, and the Entrepreneurial Development and Assistance Center (EDAC), a unit of the Earl Graves School of Morgan State University.

For more information on the MTPI, visit www.MarylandTEDCO.org or contact Robbie Melton at 410-715-4164 or rmelton@MarylandTEDCO.org.

TEDCO Announces Expansion of Online Database of State Funding Recipients

TEDCO has expanded its online database of state funding recipients to include Maryland university researchers that have received support from one of the State’s key funding programs, the University Technology Development Fund

(UTDF). The online tool is focused at fostering greater interest and communication between Maryland technology businesses and some of the most promising university researchers at the state's institutes of higher education.

Listed on the database are 47 researchers – from seven Maryland institutions – that have received support through the UTDF Program, which provides resources to Maryland universities to support pre-commercial research on university intellectual property. The database is accessible at <http://www.MarylandTEDCO.org/programs/UTDFSummaryPage.html>.

The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. 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.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from TEDCO and the U.S. Economic Development Administration (EDA). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Crovo at 410-902-5058 or lcrovo@mgpr.com or log onto www.MarylandTEDCO.org.

#