

Innovate(R)

TEDCO-Redefining innovation one company at a time.

April 2011



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Quick notes

-TEDCO IS HIRING! We are looking for an Administrative Assistant. [Click here](#) for the job description and pass it on.

-The Startup City is now taking applications. [Check it out.](#)

-Have you seen the CyberMaryland blog from MD Department of Business and Economic Development? If not, [click here.](#)

-Did you attend [Tech Cocktail in Baltimore](#) last month? One of our portfolio companies, Oculis Labs, was there and featured in the Tech Cocktail blog. [Check it out.](#)

-Register Now: Postdoc Conference, June 15, 2011 in Rockville, MD. [Learn more](#)

-Think Big Baltimore is on the way, July 13, 2011 in Towson, MD. Don't miss out! [Visit them here.](#)

-Have you been following us on

Feature story

5 Traits Of The Successful Entrepreneur

By Robbie Melton, Director, Entrepreneurial Innovation
TEDCO

There are five characteristics that I see in the successful entrepreneurs.

Successful entrepreneurs are: 1) passionate, 2) risk-takers, 3) good communicators, 4) self-aware, and 5) know the value of a dollar.

We have all heard that entrepreneurs need to be passionate about their company and passion needs to be 24/7. It is not, however, working 24/7. It is their excitement for the technology. If entrepreneurs are in it for the money without the passion they will fail. For some entrepreneurs, however, their passion turns into a love for the technology without regard for the business. This kind of passion can kill a company.

It is risky to start a business. There are no guarantees of success, there has to be that leap of faith. This is especially true of first-time entrepreneurs because they face the greatest odds of success. Entrepreneurs put second mortgages on their homes, go without salaries for long periods of time, even years. They may even go to the Big Box stores and split-up the paper towels amongst the employees to keep expenses down all in an effort to keep their business going. They sacrifice a lot personally to get the business going.

[Click here to read on.](#)

Twitter [@MDTEDCO](#)? If not, you're missing all the fun and Breaking News items.

-Do you need funding? Join us at the TEDCO HQ in Columbia each month for the FREE TEDCO Funding Briefing to learn how to access available dollars.

[See the schedule.](#)

Media clips

[Towson University Captures Audio CAPTCHA](#)

Campus Technology (3/23/11)

[Local Food Producers Gather to Address Business Challenges](#)

Southern Maryland Online (3/13/11)

[TEDCO Gains International Recognition and Attention](#)

City Biz List (3/2/11)

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Cool technologies

Speaking of "Cool" Technologies, Let's talk ... **TEDCO ICE Awards**

TEDCO's inaugural **ICE Awards** will take place on May 11, 2011 at the National Electronics Museum in Linthicum Heights, Maryland.

The **TEDCO ICE Awards** celebrates the breadth of TEDCO's portfolio companies, which includes some of the "coolest" of Maryland's entrepreneurial community. Recipients of the Award are selected from TEDCO's 240+ portfolio, recognizing the most outstanding Innovation, Company, and Entrepreneur.

Stay tuned for more details, including how to register!

For more, including sponsorship opportunities, contact Christine Johnson at cjohnson@marylandtedco.org or call 410-715-4171.

Upcoming events



04.8.2011

TEDCO Funding Briefing

Host: TEDCO

Location: Columbia

[more info](#)



04.12.2011

Seed and Early Stage Funding Outlook 2011

Host: Potomac Tech Wire

Location: Tysons Corner, VA

[more info](#)



04.13.2011

The MD-Asia Environmental Partnership (MD-AEP) Clean Water Summit

Host: MD-AEP

Location: Baltimore

[more info](#)



04.14.2011

MIT-Enterprise Forum Cyber Security Startup Lab

Host: MIT Enterprise Forum, DC

Location: Columbia

[more info](#)



04.15 - 04.17.2011

Startup Weekend Baltimore

Host: Startup Baltimore and Other Partners

Location: Baltimore

[more info](#)



04.26.2011

Northeastern MD Rural Agri-Business Innovation Forum

Host: USDA and TEDCO

Location: Aberdeen

[more info](#)