



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. 43 November 2004

In this Issue:

I. Incubator News

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

II. Upcoming Events

- Nov. 4, 2004 – Emerging Technology Center – Negotiating & Structuring the Term Sheet
- Nov. 9, 2004 – Chesapeake Innovation Center – Roundtable with NSA
- Nov. 9, 2004 – techcenter@UMBC – Managing Global Success in a Post 9/11 World
- Nov. 11, 2004 – UMBC – Independent Entrepreneurs and Giant Enterprises: The David-Goliath Partnership
- Nov. 12, 2004 and Nov. 19, 2004 – TEDCO – Funding Briefings
- Nov. 17, 2004 – techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series
- Various November Dates – Center for Business and Technology Development – Upcoming Events
- Dec. 2, 2004 – techcenter@UMBC – UMBC Visionaries in Information Technology Forum
- Dec. 6, 2004 and Dec. 7, 2004 – RGF Consulting Corporation – Government Cost Proposal Workshop

III. TEDCO News

- The Patuxent Partnership Announces \$1.26 Million Program for NAVAIR Technology Commercialization Projects
- U.S. Army Aberdeen Proving Ground Science and Technology Board Announces First Two Recipients of Aberdeen Technology Transfer Initiative
- TEDCO, Toucan and National Institutes of Health Partner for First Neuroscience Technology Showcase

INCUBATOR NEWS

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

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

New and Noteworthy:

- **Sensatex** will be featured by CNBC as a company that is developing innovative micro- and nanotechnologies around the country. CNBC filmed Sensatex's state-of-the-art "knitting machine" for the story, which will air on "Silicon Valley Technology" on CNBC in November. Sensatex is a textile engineering company focusing on the development and commercialization of the SmartShirt System, a wearable physiological information management solution that impacts safety and performance for public safety and military personnel.

- Twenty-two bio and IT companies of **MTDC and the Silver Spring Innovation Center** attended a networking opportunity with the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) program managers of the National Institutes of Health (NIH). Kay Etzler, SBIR/STTR program analyst, shared the latest information about research grant funding for small businesses from NIH. In addition, funding program managers from the National Institute of Allergy and Infectious Diseases, the National Institute of Mental Health, the National Institute of Biomedical and Bioengineering and the National Cancer Institute met with each company.

Silver Spring Innovation Center (SSIC) **Silver Spring, MD**

www.mdhitech.org/entrepreneur

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

New Tenants:

- **Airtime Management** – Jerry Fenzel, founder and CEO
Airtime Management, founded in 2003, develops software for users of the new generation of cell phones.
- **Applied Imagery** – Chris Parker, founder
Applied Imagery develops and markets 3-D visualization software licenses, maintenance and technical support. The software will be used for visualizing LIDAR survey data in 3-D.

techcenter@UMBC **University of Maryland Baltimore County**

www.umbc.edu/techcenter

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

New and Noteworthy:

- **TechGuard Security**, a founding member of the National Cyber Security Alliance (NCSA), is assisting with a national initiative to help families and small businesses deal with issues affecting the security of their computer networks. The NCSA outlined a program of cyber security awareness and resources for home and small business computer users for National Cyber Security Month in October. TechGuard Security is a global provider of innovative network security solutions, security product development, system integration, project management, and security services addressing the challenges associated with network integrity, security and privacy.
- Additionally, **TechGuard Security** won a major role in the Common Operating System (COS) development for the Joint Unmanned Combat Air Systems (J-UCAS). The Defense Advanced Research Projects Agency (DARPA) awarded Johns Hopkins University Applied Physics Laboratory a \$26,941,808 other transaction to act as the integrator/broker of the program over the next five years. The team working on the project includes TechGuard Security and Holmes-Tucker International of Hampton, Va. The objective of DARPA's J-UCAS program is to develop, demonstrate and transition an affordable, lethal, survivable and supportable unmanned combat air system to meet the operational needs of the U.S. Air Force and U.S. Navy.
- **COLUMBIA Technologies** was selected by the South Dakota Petroleum Tank Fund to assess a series of gas stations that have leaked fuel into groundwater. The Environmental Protection Agency (EPA) will fund part of this project, as it is the first attempt in the U.S. to use the EPA's Triad Approach for rapidly assessing gasoline spills. COLUMBIA Technologies develops and deploys direct sensing tools for the real time mapping of subsurface contamination

Chesapeake Innovation Center (CIC) **Annapolis, MD**

www.cic-tech.org

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

New and Noteworthy:

- **PharmAthene, Inc.**, a biotechnology company developing a comprehensive array of countermeasures to bioterrorism, announced the closing of \$50 Million in Series B Financing. The deal was led by MPM Capital and co-led by Bear Stearns Health Innoventures. HealthCare Ventures, the sole Series A Round investor, also participated. This Series B Financing will enable PharmAthene to continue development of ToxBlox™, a potent inhibitor of

anthrax toxin being developed as a treatment for symptomatic patients, and to pursue other in-licensing and acquisition opportunities.

- The **Chesapeake Innovation Center** last month conducted an “All-Hazards” Preparedness Exercise, as part of the “Chesapeake Cloak” drill, held to recognize America’s first National Preparedness Month. More than 15 CIC member and partner companies participated in the event, which tested evacuation and emergency procedures and also involved auditing of the Center’s cyber security. Results of the drill are being used to improve the security, preparedness and business continuity plans of the CIC and its resident companies.

Emerging Technology Center (ETC) **Baltimore, MD**

www.etcbaltimore.com

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

New Tenant:

- **CoastWatch Engineering & Planning LLC** – John Klein, founder
CoastWatch Engineering & Planning LLC provides up-to-date solutions to a broad range of private and public sector challenges that may arise when conducting operations at or near the water’s edge.

New and Noteworthy:

- **Agentsmith** has partnered with Kansas City-based Optimal Solutions to allow Optimal Solutions to integrate new inventory optimization. Agentsmith develops and markets innovative revenue optimization and management software solutions that help broadcast media companies increase revenue, improve profitability, enhance customer relationships and remain competitive by optimizing advertising sales performance.
- **Key Technologies** was chosen by *The Daily Record* as the “2004 Top Innovator of the Year.” In addition to a product development consulting business, Key Tech recently sold the first of their portfolio of technology products, the Ultracrit handheld blood hematocrit meter, to Florida-based blood device manufacturer Separation Technologies for distribution into blood banking and other point-of-care markets. Key Tech is developing hardware, software and integrated technologies for companies, including Black & Decker, BTE Technologies, Celsion and others.
- **axonX, LLC** was also chosen by *The Daily Record* as an “Innovator of the Year.” axonX won the award for its patented software that allows existing video technology to serve as an early-warning fire detection system.
- The **Emerging Technology Center (ETC)’s annual Client Satisfaction Survey** found that the availability of professional business support services ranks as the top reason incubator companies locate their operations in the ETC. Incubator companies taking part in the survey cited the assistance the ETC provides with respect to business planning, the development of new products and services, and the recruitment of management and staff as the most useful support services offered by the ETC. Other factors that ranked high in the incubator companies’ decision to locate operations to the ETC included its affordable rent, flexible lease terms, physical facility, highly desirable locations and the access to grant, seed and venture capital.
- **Alba Therapeutics Corporation** announced the creation of its Scientific Board of Advisors. The board includes Dr. Richard DiMarchi, founder and CEO of Ambrx Inc. and former Group VP of Lilly Research Labs; Dr. Roger Newton, founder and CEO of Esperion Therapeutics and co-inventor of Lipitor®; Dr. Gerald Galluppi, former director, Investigative PK & Drug Metabolism of Pharmacia and team leader for TFPI (tissue factor inhibitor for sepsis); Dr. John Sagartz, a board certified veterinary pathologist and toxicologist who has served 10 years with Pharmacia; and Dr. Mark Wittman, a board certified intensivist and anesthesiologist and former Associate Director Surgical ICU at Cedars Sinai Medical Center. Alba Therapeutics is a biopharmaceutical company dedicated to commercializing disease-modifying therapeutics and drug delivery adjuvants, as applied to specialty pharmaceutical markets.
- In addition, **Alba Therapeutics** was a featured presenter at the Bio Life Tech 2004 at the Hyatt Regency in Baltimore and at the Bio Tech Boot Camp at the Marriot Hotel in Bethesda, both held last month.
- **Sensics** recently presented at the Century Club's Grubstake Venture Capital Event at the Ritz Carlton Hotel in Fairfax. Sensics manufactures and sells high-end 3D visualization systems. Their first product is a wide field-of-view, high-resolution headset called the SkyVizor, which provides an immersive simulation platform without the need for room-based simulators. They recently received funding of \$50,000 from the Maryland Department of Economic Development’s Venture Fund.

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

www.hceda.org/thecenter/neotech.html

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

New Tenants:

- **Aimstar Information Systems, Inc.** – Theo Williams, President
Aimstar Information Systems, Inc., develops and administers database systems and integrates multimedia and database technology to allow organizations to effectively store, index and retrieve images, text, video and audio.
- **Intelesys Corporation** – Chris Lewis, President
Intelesys Corporation specializes in providing solutions to their customer's most difficult challenges with the basis of all work being Generic Reusable Cores. Particular areas of expertise for Intelesys Corp are OS and BIOS level developments, hardware/software/firmware system analysis and re-engineering, embedded solutions using the latest microcontrollers, FPGAs and System-on-a-Chip hardware and components, programming and design languages ranging from Assembly to C++ and VHDL, custom protocol design and implementation, and common computer communications business expertise.

Graduate News:

- **Syntonics Corporation** was recently honored at the Howard County Economic Development Authority's Annual Meeting. They received the Economic Development Achievement Award for an Emerging Technology Company. Syntonics LLC performs military antenna, radar and communication research and development, ultimately yielding commercial product applications. They are a technology transfer spin-off of the Johns Hopkins University Applied Physics Laboratory and are located in Columbia.

UPCOMING EVENTS

Emerging Technology Center – Negotiating & Structuring the Term Sheet

The Emerging Technology Center will host a breakfast seminar on “Negotiating & Structuring the Term Sheet” on **Thursday, Nov. 4, 2004** from 8 a.m. to 10 a.m. in the Board Room of ETC's Canton Facility. Trevor Chaplick of Wilson, Sonsoni, Goodrich & Rosati and Robert Smith of JMI Equity Fund, LP will conduct the seminar, which also will include a Q&A session.

The session will discuss access to venture capital funding and writing the term sheet. To RSVP, contact Desiree Mobley or Valerie Ellis at 410-327-9150.

Chesapeake Innovation Center – Roundtable with NSA

The Chesapeake Innovation Center will co-sponsor a Roundtable with National Security Agency Director of Research Dr. Eric Haseltine on **Tuesday, Nov. 9, 2004** from 11 a.m. to 2 p.m. at Chartwell Country Club in Severna Park. He will present “The Informatics Corridor: Opportunities and Challenges.” A roundtable discussion will follow with participants from Bearing Point, CSC, Northrop Grumman, SAIC, Titan and Windermere Group. Cost for AATC/GBTC members is \$50 and cost for non-members is \$60. Register at: <http://www.aaedc.org/specialevents.cfm> or email mlyons@aaedc.org for more information.

techcenter@UMBC – Managing Global Success in a Post 9/11 World

The second session of the “Managing Global Success in a Post 9/11 World” speaker series will be held on **Tuesday, Nov. 9, 2004** at 8 a.m. at the techcenter@UMBC Main Seminar Room. The seminar will focus on generating international business via the Internet. This session will cover how to: design your site to meet the expectations of the

international visitor; list your site on global search engines; communicate with interested customers; use tools to monitor your web traffic; make your site stand out; and cut costs.

The keynote speaker is Andre Pellet, President of M2 Limited Enterprises. A continental breakfast is provided and the seminar is free. Sponsors are Whiteford, Taylor & Preston LLP, UMBC and M2 Limited Enterprises. For more information or to RSVP, contact techcenter@umbc.edu.

UMBC – Independent Entrepreneurs and Giant Enterprises: The David-Goliath Partnership

William Baumol, professor of economics at New York University and Emeritus professor of economics at Princeton University will discuss “Independent Entrepreneurs and Giant Enterprise” at the UMBC Social Sciences Forum on **Thursday, Nov. 11, 2004** at 4 p.m. at the UMBC Alvin O. Kuhn Library, 7th floor.

For more information, please visit <http://www.umbc.edu/socsforum>.

TEDCO – Funding Briefings

TEDCO will hold informational briefings to present details of its capital funding programs on **Friday, Nov. 12, 2004** from 2 p.m. to 3:30 p.m. at TEDCO’s Columbia offices and on **Friday, Nov. 19, 2004**, from 2 p.m. to 3:30 p.m. at the Frederick Community College in Frederick. 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.

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

UMBC’s Alex. Brown Center for Entrepreneurship will host Suzanne Joyce and Johnny Flores of TechGuard Security on **Monday, Nov. 17, 2004** from 1 p.m. to 2 p.m. in the University Center, Room 310. They will speak about “Finding Your Bootstraps When You Wear Sandals – Making Your Venture a Shoe-In for Success!” They will share thoughts on how women in IT can turn challenges into differentiators and using creativity when seeking funding.

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.

Center for Business and Technology Development (NeoTech) – Upcoming Events

The following seminars and workshops will be held at the Center for Business and Technology Development in November. For more information or to register, contact (410) 313-6550 or visit www.hceda.org/thecenter/events.html.

- “Proposal Development: How? What? Why?” on **Tuesday, Nov. 9, 2004**
- “Smart Start Your Business” on **Wednesday, Nov. 10, 2004**
- “Export Howard County: Focus on Small Business” on **Tuesday, Nov. 16, 2004**
- “The Federal Government Technical Proposal: Making It Complete and Compliant” on **Tuesday, Nov. 16, 2004**
- “Marketing Basics for Business Growth” on **Tuesday, Nov. 23, 2004**
- “Franchising: The Safe Business” on **Tuesday, Nov. 30, 2004**
- “Developing Your First Business Plan” on **Tuesday, Nov. 30, 2004**

techcenter@UMBC – UMBC Visionaries in Information Technology Forum

The University of Maryland Baltimore County (UMBC) will host the “Visionaries in Information Technology Forum” on **Thursday, Dec. 2, 2004** from 7:30 a.m. to 9:30 a.m. at the BWI Airport Marriott Hotel at 1743 West Nursery Road in Linthicum. The topic is “Future Developments in Networks for Homeland Security” and will feature Robert Brammer, sector vice president and chief technology officer of Northrop Grumman.

Brammer is responsible for technology strategy and investment decisions at Northrop Grumman, as well as for engineering processes and quality management. His recent research has focused on applications of high-performance computing technology to scalable analysis and visualization of massive, integrated security databases and on-risk management techniques for distributed critical infrastructure, notably broadband computer communications networks and the U.S. power grid.

The forum is free and includes breakfast. For more information or to register, visit www.umbc.edu/visionaries

RGF Consulting Corporation – Government Cost Proposal Workshop

RGF Consulting Corporation will sponsor a “Government Cost Proposal and Indirect Rates” Workshop focusing on preparing FAR compliant cost proposals and establishing indirect rates in accordance with the budget process. The workshop is aimed towards government contractors, cost proposal practitioners, marketing and sales staff, consultants and contract administrators, and will be held on **Monday, Dec. 6, 2004 and Tuesday, Dec. 7, 2004**, from 9 a.m. to 4:30 p.m., at the Center for Business and Technology at 9250 Bendix Road North in Columbia.

The workshop will: include the pertinent aspects of preparing cost proposals; dissect a five-year proposal from A-to-Z; and review the DCAA audit process, indirect rate schedule preparation and adequate accounting systems. Each participant will earn eight CPE credits with the training certificate and will receive a manual, cost proposal spread sheets with narrative and indirect rate budget on CD for use in preparing proposals. Cost is \$329 for a single day and \$599 for both days. Pre-registration is required. For more information or to register, contact RGFCC at 1-888-389-1230.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

www.MarylandTEDCO.org

The Patuxent Partnership Announces \$1.26 Million Program for NAVAIR Technology Commercialization Projects

The Patuxent Partnership, along with TEDCO and the Naval Air Warfare Center – Aircraft Division (NAWCAD), announced the \$1.26 million renewal of the NAVAIR Technology Commercialization Initiative (NTCI) at The Patuxent Partnership’s annual dinner.

The NTCI program supports the development of NAWCAD technologies for the commercial market and the development of commercial technologies to meet U.S. Navy needs. The NTCI program provides seed funding to initiate development of NAVAIR-related technologies. The principal NTCI support mechanism is a pre-commercialization fund (PCF) that can award up to \$75,000 to for-profit companies in support of technology development projects that fall within the scope of NTCI.

For more information on the NTCI program, contact Steve Fritz at 410-715-4166 or Martin Fairclough at 301-866-1739, or visit www.MarylandTEDCO.org.

U.S. Army Aberdeen Proving Ground Science and Technology Board Announces First Two Recipients of Aberdeen Technology Transfer Initiative

The U.S. Army Aberdeen Proving Ground (APG) Science and Technology Board, in conjunction with the APG Business Development Office and (TEDCO, announced the first two award recipients under the Aberdeen Technology Transfer Initiative (ATTI). Forest Hill-based BSCO, Inc., was awarded \$56,000 and Phoenix S&T of Elkton was awarded \$50,000, each for their work in meeting APG needs by providing new technologies that also have private sector commercial market potential.

The ATTI program facilitates the transfer of technology by supporting both the development of commercial

technologies to meet the needs of the Army and the commercialization of APG technologies.

For more information on the ATTI program, contact Ron Kaese at 410-715-4170 or Roy Albert at 410-273-5062, or visit www.MarylandTEDCO.org.

TEDCO, Toucan and National Institutes of Health Partner for First Neuroscience Technology Showcase

TEDCO and Toucan Capital Corp., along with the National Institutes of Health (NIH), hosted “*Innovations in Drug Discovery, Delivery and Diagnostics for Neurodegenerative and Psychiatric Diseases*,” the first neuroscience technology partnering showcase geared toward small businesses and entrepreneurs, as well as larger industrial companies and academia. Nearly 150 people attended the event to explore neuroscience and neurological disease technologies available for commercial application. Attendees also learned how they could use NIH facilities and expertise to bring products and services to the market.

The event featured presentations from the NINDS, NIMH, National Institute on Drug Abuse (NIDA), National Institute on Aging (NIA) and the National Institute on Dental and Craniofacial Research (NIDCR). Technology transfer officials from NIH and TEDCO also presented information on state funding programs and opportunities to support technology transfer projects.

For businesses wanting more information on upcoming showcases, contact Ron Kaese at 410-715-4170 or rkaese@marylandtedco.org, or visit www.MarylandTEDCO.org.

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@mgopr.com or log onto www.MarylandTEDCO.org.

#